

BENEFIT COMPARISON: POMAS Plan to Market – March 2015

It is important that we compare ourselves, evaluate where we are at and what we offer. There are many ways to do this, listening to our membership, looking to our colleagues in related fields and by independent analysis.

“Change is the law of life. And those who look only to the past or present are certain to miss the future.” *John F. Kennedy*

With Life time community rating approaching and Discounts to young Adults it is important that we know what is good about our plan, where it is pitched in the market so that we can sell it.

We commissioned **Mercer Healthcare** in March 2015 to carry out an up-to-date review of our policy plan against 2 “New Yellow Pack” plans and the plans that were next best fit to the POMAS Plan.

The “Yellow Pack Plans” – these plans give very little, they are a way to avoid the loading but they do not provide comprehensive cover. One Independent Health Analyst described them “Like Riding a Scooter when you want to drive a car” – Dermot Goode of Total Health Cover. The very basic ones do not even reimburse hospitals directly such as the new GloHealth plan, and these plans at worst do not cover all Public Hospitals. The plans are cheap for a reason, essentially they are stripped down versions of what might be considered traditional health plans.

The 2 plans in the market that provide best fit to the POMAS plan were

- VHI Company Plan Extra Level 1 Adult Cost €1,533.75
- LAYA Total Health Select Adult Cost €1,675.00
- POMAS Plan Adult Cost €1,456.00

There are significant differences in the POMAS Plan to these 2 Plans – a full like for like comparison has been completed on all levels but the more salient points can be summarised in the following table.

SOME KEY DIFFERENCES

- ❖ **High Tech Hospitals – POMAS – No Excess** LAYA shortfall of **€175** per night
- ❖ **Orthopaedic procedures-private hospitals- POMAS –fully covered – VHI 80% only – Hip Replacement / Knee Surgery could cost you €5,000 Co-Payment.**
- ❖ **A & E Charge – POMAS €100 Public €200 Private (no restriction)**
 - **VHI €75*2 in Public Hospitals ONLY , LAYA 50% to Maximum of €50 per visit**
- ❖ **DRUGS – POMAS – Up to €960 p.a. LAYA & VHI **NIL BENEFIT!****
- ❖ **GP VISITS- POMAS €40/Visit Max €1,000 – VHI **€35 only 7 visits****
LAYA 75% Refund.
- ❖ **POMAS – Dental Plan **VHI & LAYA – NO DENTAL BENEFIT****
 - **A Cost of a comparable Dental Plan with VHI will cost you between €280-€344 per Adult and €138 for children to the age of 17 and will still only refund 50% on root canal treatment and an excess of €100 applies**

Extract from the Irish Times Tue Mar 3 2015 Fiona Reddan

- ❖ **POMAS- Optical 90% to Max €160 – VHI Max €75 LAYA Max €75**
- ❖ **POMAS – MRI’s CT’s (limited Restrictions- HI TECH options available**
Significant Excess /Reduced Benefit VHI & LAYA

Extract from AGM REPORT 2015 – Henrietta Kearney Manager