



Connecticut

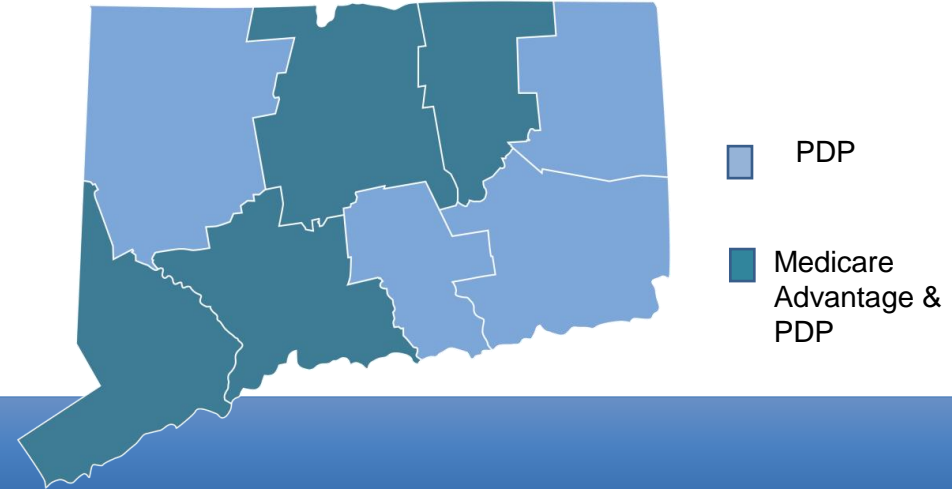
Producer's First Look

A look at WellCare's 2017 Medicare Advantage and Prescription Drug Plans

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Why WellCare?



Because WellCare means better care.

Serving members nationwide

- 1.3 million Medicare Advantage and Prescription Drug Plan members
- 2.4 million Medicaid members

Serving the full spectrum of member needs

- Traditional MAPD with strong value propositions
- Dual-eligible populations (Medicare and Medicaid)
- Managed Long Term Care

Spearheading efforts to sustain the social safety net

- The WellCare Community Foundation
- Advocacy programs
- Public-Private Partnerships

Industry Leading Clinical Models driving product stability and sustainability

- Annual In-Home Assessments
- Value-Based Provider Relationships
- HEDIS and Pharmacy Management Tools for Providers
- Field Based Case Management

A significant contributor to the national economy

- A FORTUNE 500 and Barron's 500 Company
- Approximately **7,000** associates nationwide
- Offices in all states where the company provides managed care

Visit www.wellcare.com/Producers/Producer-Contracting to begin the contracting process today!



The Producer's Edge

*Products with value,
competitive compensation
and the tools you need to
make the sale*

Key Producer Benefits

Convenient contracting and training

- Online contracting and training/certification
- \$50 discount for AHIP training

Ongoing sales support

- Weekly commissions
- Competitive benefits and networks
- Lifetime renewals on MAPD business for Producers
- Local DSM support: training, supplies, questions, event reporting, etc.
- Corporate support: compensation, communications, corporate sales support team and local market support

Time-saving tools

- Personalized URL is available for non-producer-assisted enrollments
- Online, interactive, secure producer portal providing access to enrollments and commission information
- Electronic applications submission improves processing and accuracy

Connecticut Market



	WellCare Value (HMO) H0712019	WellCare Rx (HMO) H0712020
Counties	Hartford, New Haven, Tolland	Fairfield, Hartford, Tolland
Premium Part B Giveback	\$0.00	\$0.00
Total Premium (Part C part D)	\$0.00	\$0.30
In-Network Plan Deductible	\$147	N/A
Maximum Out of Pocket (MOOP)	\$5,000	\$4,700
Inpatient Hospital - Acute	\$475 co-pay per day for Days 1-3	\$350 co-pay per day for Days 1-5
PCP Office Visits	\$0	\$0
Specialist Office Visits	\$45	\$35
Over-the-Counter Items	✓	✓
Medically Necessary Transportation	✓	✓
Fitness Membership	✓	✓
Dental Benefits	✓	✓
Vision Benefits	✓	✓
Hearing Benefits	✓	✓
Rx Deductible	\$0	\$400
Deductible Tiers	N/A	Tiers 2-5
Tier 1: Preferred Generic	\$5	\$2
Tier 2: Generic	\$15	\$11
Tier 3: Preferred Brand	\$47	\$46
Tier 4: Non-Preferred Drug	48%	50%
Tier 5: Specialty Tier	33%	25%

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WellCare Access (HMO SNP) H0712005

Counties	Fairfield, Hartford
Premium Part B Giveback	\$0.00
Total Premium (Part C part D)	\$0.00
In-Network Plan Deductible	\$0
Maximum Out of Pocket (MOOP)	\$6,700
Inpatient Hospital - Acute	\$0 co-pay up to 90 days per admission
PCP Office Visits	\$0
Specialist Office Visits	\$0
Over-the-Counter Items	✓
Medically Necessary Transportation Trips	✓
Fitness Membership	✓
Dental Benefits	✓
Vision Benefits	✓
Hearing Benefits	✓
Rx Deductible	\$0
Deductible Tiers	Tiers 2-5
Tier 1: Preferred Generic	
Tier 2: Generic	\$0 Preferred Generics & Preferred Brand
Tier 3: Preferred Brand	Generics: \$0 / \$1.20 / \$3.30 / 15%
Tier 4: Non-Preferred Drug	Brands: \$0 / \$3.70 / \$8.25 / 15%
Tier 5: Specialty Tier	

