



Florida

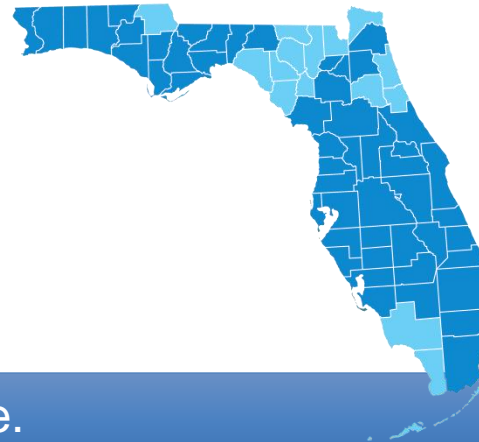
Producer's First Look

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

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Why WellCare?



■ PDP

■ Medicare Advantage & PDP

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!

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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

Florida Market



	WellCare Dividend (HMO) H1032032	WellCare Dividend (HMO) H1032040
Counties	Hernando, Hillsborough, Martin, Okeechobee, Pinellas	Miami-Dade
Premium Part B Giveback	Yes	Yes
Total Premium (Part C part D)	\$0.00	\$0.00
In-Network Plan Deductible	N/A	N/A
Maximum Out of Pocket (MOOP)	\$6,700	\$6,700
Inpatient Hospital - Acute	\$150 co-pay per day for Days 1-5	\$0 co-pay per day for Days 1-90
PCP Office Visits	\$0	\$0
Specialist Office Visits	\$20	\$0
Over-the-Counter Items	√	√
Medically Necessary Transportation	N/A	√
Fitness Membership	√	√
Dental Benefits	√	√
Vision Benefits	√	√
Hearing Benefits	√	√
Rx Deductible	\$0	\$0
Deductible Tiers	N/A	N/A
Tier 1: Preferred Generic	\$0	\$0
Tier 2: Generic	\$0	\$0
Tier 3: Preferred Brand	\$25	\$25
Tier 4: Non-Preferred Drug	\$75	\$50
Tier 5: Specialty Tier	33%	33%

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	WellCare Value (HMO) H1032073	WellCare Value (HMO-POS) H1032079
Counties	Duval	Alachua, Bay, Calhoun, Escambia, Franklin, Gadsden, Gulf, Holmes, Jefferson, Liberty, Madison, Okaloosa, Wakulla, Washington
Premium Part B Giveback	No	No
Total Premium (Part C part D)	\$0.00	\$0.00
In-Network Plan Deductible	N/A	N/A
Maximum Out of Pocket (MOOP)	\$6,700	\$6,700
Inpatient Hospital - Acute	\$195 co-pay per day for Days 1-8	\$225 co-pay per day for Days 1-7
PCP Office Visits	\$0	\$0
Specialist Office Visits	\$35	\$25
Over-the-Counter Items	N/A	√
Medically Necessary Transportation	N/A	N/A
Fitness Membership	√	N/A
Dental Benefits	√	√
Vision Benefits	√	√
Hearing Benefits	√	√
Rx Deductible	\$0	\$0
Deductible Tiers	N/A	N/A
Tier 1: Preferred Generic	\$0	\$0
Tier 2: Generic	\$5	\$10
Tier 3: Preferred Brand	\$35	\$40
Tier 4: Non-Preferred Drug	47%	48%
Tier 5: Specialty Tier	33%	33%

	WellCare Essential (HMO-POS) H1032091	WellCare Value (HMO-POS) H1032133
Counties	Martin, Okeechobee, Orange, Osceola, Polk, Seminole, St. Lucie, Sumter, Volusia	Brevard, Broward, Charlotte, DeSoto, Glades, Hardee, Hendry, Indian River, Lake, Lee, Manatee, Polk, Sarasota, Walton
Premium Part B Giveback	No	No
Total Premium (Part C part D)	\$0.00	\$0.00
In-Network Plan Deductible	N/A	N/A
Maximum Out of Pocket (MOOP)	\$6,700	\$6,700
Inpatient Hospital - Acute	\$95 co-pay per day for Days 1-7	\$199 co-pay per day for Days 1-6
PCP Office Visits	\$0	\$0
Specialist Office Visits	\$15	\$35
Over-the-Counter Items	√	√
Medically Necessary Transportation	N/A	N/A
Fitness Membership	√	√
Dental Benefits	√	√
Vision Benefits	√	√
Hearing Benefits	√	√
Rx Deductible	\$0	\$0
Deductible Tiers	N/A	N/A
Tier 1: Preferred Generic	\$0	\$0
Tier 2: Generic	\$0	\$10
Tier 3: Preferred Brand	\$35	\$45
Tier 4: Non-Preferred Drug	\$75	48%
Tier 5: Specialty Tier	33%	33%

	WellCare Essential (HMO-POS) H1032174	WellCare Dividend (HMO) H1032179
Counties	Hernando, Hillsborough, Miami-Dade, Pasco, Pinellas	Broward, Indian River, Lake, Manatee, Marion, Orange, Osceola, Palm Beach, Pasco, Polk, Seminole, Volusia
Premium Part B Giveback	No	Yes
Total Premium (Part C part D)	\$0.00	\$0.00
In-Network Plan Deductible	N/A	N/A
Maximum Out of Pocket (MOOP)	\$6,700	\$6,700
Inpatient Hospital - Acute	\$0 co-pay per day for Days 1-90	\$150 co-pay per day for Days 1-5
PCP Office Visits	\$0	\$0
Specialist Office Visits	\$5	\$20
Over-the-Counter Items	√	√
Medically Necessary Transportation	N/A	N/A
Fitness Membership	√	√
Dental Benefits	√	√
Vision Benefits	√	√
Hearing Benefits	√	√
Rx Deductible	\$0	\$0
Deductible Tiers	N/A	N/A
Tier 1: Preferred Generic	\$0	\$0
Tier 2: Generic	\$0	\$0
Tier 3: Preferred Brand	\$15	\$35
Tier 4: Non-Preferred Drug	\$75	\$75
Tier 5: Specialty Tier	33%	33%

Florida Market



	WellCare Dividend (HMO) H1032180	WellCare Reserve (HMO) H1032183
Counties	Alachua, Brevard, Charlotte, Duval, Escambia, Gadsden, Highlands, Jefferson, Lee, Leon, Sarasota, St. Lucie, Walton	Broward, Indian River, Martin, Okaloosa, Okeechobee, Palm Beach, Santa Rosa
Premium Part B Giveback	Yes	No
Total Premium (Part C part D)	\$0.00	\$9.50
In-Network Plan Deductible	N/A	N/A
Maximum Out of Pocket (MOOP)	\$6,700	\$6,700
Inpatient Hospital - Acute	\$400 co-pay per day for Days 1-4	\$450 co-pay per day for Days 1-3
PCP Office Visits	\$0	\$0
Specialist Office Visits	\$40	20%
Over-the-Counter Items	√	N/A
Medically Necessary Transportation	N/A	N/A
Fitness Membership	√	N/A
Dental Benefits	√	√
Vision Benefits	√	√
Hearing Benefits	√	√
Rx Deductible	\$0	\$400
Deductible Tiers	N/A	Tiers 2-5
Tier 1: Preferred Generic	\$0	\$0
Tier 2: Generic	\$10	\$20
Tier 3: Preferred Brand	\$45	\$47
Tier 4: Non-Preferred Drug	46%	50%
Tier 5: Specialty Tier	33%	25%

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WellCare Select (HMO SNP) H1032061

Counties	Broward, Hernando, Hillsborough, Indian River, Manatee, Martin, Miami-Dade, Okeechobee, Orange, Osceola, Pasco, Pinellas, Polk, Seminole, St. Lucie, Sumter, Volusia
Premium Part B Giveback	No
Total Premium (Part C part D)	\$0.00
In-Network Plan Deductible	N/A
Maximum Out of Pocket (MOOP)	\$6,700
Inpatient Hospital - Acute	\$95 co-pay per day for Days 1-5
PCP Office Visits	\$0
Specialist Office Visits	\$10
Over-the-Counter Items	N/A
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	

WellCare Access (HMO SNP) H1032124

Counties

Alachua, Bay, Bradford, Brevard, Broward, Calhoun, Charlotte, Citrus, Clay, DeSoto, Duval, Escambia, Franklin, Gadsden, Glades, Gulf, Hardee, Hendry, Hernando, Highlands, Hillsborough, Holmes, Indian River, Jefferson, Lake, Lee, Leon, Levy, Liberty, Madison, Manatee, Marion, Martin, Okaloosa, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk, Santa Rosa, Sarasota, Seminole, St. Lucie, Sumter, Union, Volusia, Wakulla, Walton, Washington

Premium Part B Giveback	No
Total Premium (Part C part D)	\$0.00
In-Network Plan Deductible	N/A
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	

WellCare Access (HMO SNP) H1032170	
Counties	Miami-Dade
Premium Part B Giveback	No
Total Premium (Part C part D)	\$0.00
In-Network Plan Deductible	N/A
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	

WellCare Liberty (HMO SNP) H1032175

Counties	Alachua, Bay, Bradford, Brevard, Broward, Calhoun, Charlotte, Citrus, Clay, DeSoto, Duval, Escambia, Franklin, Gadsden, Glades, Gulf, Hardee, Hendry, Hernando, Highlands, Hillsborough, Holmes, Indian River, Jefferson, Lake, Lee, Leon, Levy, Liberty, Madison, Manatee, Marion, Martin, Okaloosa, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk, Santa Rosa, Sarasota, Seminole, St. Lucie, Sumter, Union, Volusia, Wakulla, Walton, Washington
Premium Part B Giveback	No
Total Premium (Part C part D)	\$0.00
In-Network Plan Deductible	N/A
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	

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WellCare Liberty (HMO SNP) H1032176	
Counties	Miami-Dade
Premium Part B Giveback	No
Total Premium (Part C part D)	\$0.00
In-Network Plan Deductible	N/A
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	

**WellCare Select (HMO SNP)
H1032182**

Counties

Alachua, Bay, Bradford, Brevard, Calhoun, Charlotte, Citrus, DeSoto, Duval, Escambia, Franklin, Gadsden, Glades, Gulf, Hardee, Hendry, Holmes, Jefferson, Lee, Leon, Levy, Liberty, Madison, Okaloosa, Palm Beach, Santa Rosa, Sarasota, Union, Wakulla, Walton, Washington

Premium Part B Giveback	No
Total Premium (Part C part D)	\$0.00
In-Network Plan Deductible	N/A
Maximum Out of Pocket (MOOP)	\$6,700
Inpatient Hospital - Acute	\$195 co-pay per day for Days 1-5
PCP Office Visits	\$0
Specialist Office Visits	\$10
Over-the-Counter Items	N/A
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	

