



New York

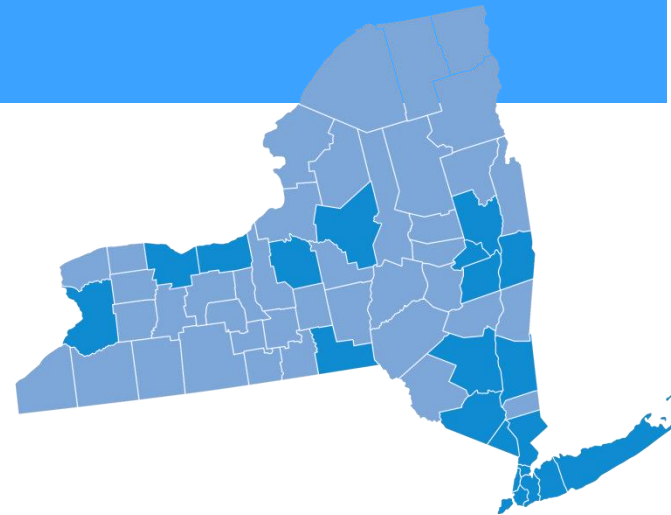
Producer's First Look

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

WellCare Advance (HMO) H3361059

Counties	Albany, Broome, Dutchess, Erie, Monroe, Niagara, Oneida, Onondaga, Orange, Rockland, Saratoga, Schenectady, Ulster, Wayne, Westchester
Premium Part B Giveback	\$0.00
Total Premium (Part C part D)	\$0.00
In-Network Plan Deductible	N/A
Maximum Out of Pocket (MOOP)	\$6,700
Inpatient Hospital - Acute	\$300 co-pay per day for Days 1-5
PCP Office Visits	\$10
Specialist Office Visits	\$35
Over-the-Counter Items	N/A
Medically Necessary Transportation	N/A
Fitness Membership	✓
Dental Benefits	✓
Vision Benefits	✓
Hearing Benefits	✓
Rx Deductible	N/A
Deductible Tiers	N/A
Tier 1: Preferred Generic	N/A
Tier 2: Generic	N/A
Tier 3: Preferred Brand	N/A
Tier 4: Non-Preferred Drug	N/A
Tier 5: Specialty Tier	N/A

New York Market



	WellCare Value (HMO) H3361099	WellCare Choice (HMO-POS) H3361106
Counties	Albany, Broome, Erie, Monroe, Niagara, Oneida, Rensselaer, Rockland, Saratoga, Schenectady	Bronx, Kings, New York, Queens, Richmond
Premium Part B Giveback	\$0.00	\$0.00
Total Premium (Part C part D)	\$0.00	\$0.00
In-Network Plan Deductible	\$190	N/A
Maximum Out of Pocket (MOOP)	\$5,000	\$6,700
Inpatient Hospital - Acute	\$591 co-pay per day for Days 1-3	\$295 co-pay per day for Days 1-6
PCP Office Visits	\$10	\$0
Specialist Office Visits	\$45	\$40
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	\$3	\$0
Tier 2: Generic	\$15	\$15
Tier 3: Preferred Brand	\$47	\$47
Tier 4: Non-Preferred Drug	48%	48%
Tier 5: Specialty Tier	33%	33%

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New York Market



	WellCare Rx (HMO) H3361130	WellCare Choice (HMO) H3361132
Counties	Bronx, Kings, New York, Queens, Richmond	Nassau
Premium Part B Giveback	\$0.00	\$0.00
Total Premium (Part C part D)	\$5.00	\$0.00
In-Network Plan Deductible	N/A	\$250
Maximum Out of Pocket (MOOP)	\$6,700	\$6,700
Inpatient Hospital - Acute	\$250 co-pay per day for Days 1-6	\$500 co-pay per day for Days 1-3
PCP Office Visits	\$0	\$15
Specialist Office Visits	\$30	\$40
Over-the-Counter Items	✓	N/A
Medically Necessary Transportation	✓	N/A
Fitness Membership	✓	✓
Dental Benefits	✓	✓
Vision Benefits	✓	✓
Hearing Benefits	✓	✓
Rx Deductible	\$400	\$0
Deductible Tiers	All	N/A
Tier 1: Preferred Generic	\$2	\$0
Tier 2: Generic	\$9	\$15
Tier 3: Preferred Brand	\$36	\$47
Tier 4: Non-Preferred Drug	48%	48%
Tier 5: Specialty Tier	25%	33%

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New York Market



	WellCare Choice (HMO) H3361133	WellCare Essential (HMO) H3361134
Counties	Ulster	Erie, Niagara, Oneida, Schenectady
Premium Part B Giveback	\$0.00	\$0.00
Total Premium (Part C part D)	\$0.00	\$0.00
In-Network Plan Deductible	\$250	\$190
Maximum Out of Pocket (MOOP)	\$6,700	\$5,000
Inpatient Hospital - Acute	\$575 co-pay per day for Days 1-3	\$300 co-pay per day for Days 1-5
PCP Office Visits	\$10	\$0
Specialist Office Visits	\$50	\$40
Over-the-Counter Items	✓	✓
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	\$4	\$0
Tier 2: Generic	\$15	\$15
Tier 3: Preferred Brand	\$47	\$47
Tier 4: Non-Preferred Drug	48%	48%
Tier 5: Specialty Tier	33%	33%

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**WellCare Preferred (HMO-POS)
H3361135**

Counties Bronx, Kings, New York, Queens, Richmond, Westchester

Premium Part B Giveback	\$0.00
Total Premium (Part C part D)	\$45.00
In-Network Plan Deductible	N/A
Maximum Out of Pocket (MOOP)	\$6,700
Inpatient Hospital - Acute	\$295 co-pay per day for Days 1-6
PCP Office Visits	\$0
Specialist Office Visits	\$20
Over-the-Counter Items	N/A
Medically Necessary Transportation	✓
Fitness Membership	✓
Dental Benefits	✓
Vision Benefits	✓
Hearing Benefits	✓
Rx Deductible	\$0
Deductible Tiers	N/A
Tier 1: Preferred Generic	\$0
Tier 2: Generic	\$15
Tier 3: Preferred Brand	\$47
Tier 4: Non-Preferred Drug	48%
Tier 5: Specialty Tier	33%

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WellCare Liberty (HMO SNP) H3361043

Counties	Albany, Broome, Erie, Monroe, Niagara, Oneida, Orange, Rensselaer, Rockland, Saratoga, Schenectady, Ulster
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	✓
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 Access (HMO SNP) H3361065

Counties	Broome, Dutchess, Erie, Niagara, Oneida, Orange, Rockland, Saratoga, Schenectady, Suffolk, Wayne, Westchester
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	N/A
Fitness Membership	✓
Dental Benefits	N/A
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 Access (HMO SNP) H3361109

Counties Bronx, Kings, Nassau, New York, Queens, Richmond

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	✓
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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