



South Carolina

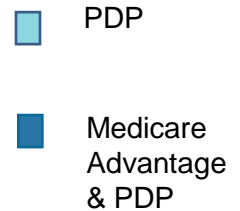
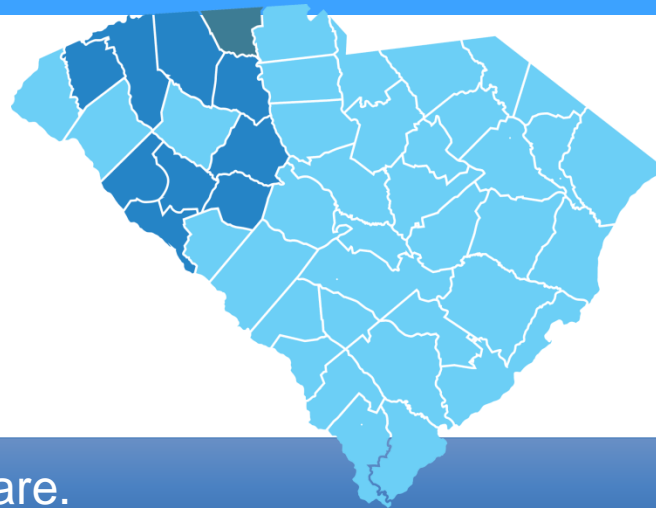
Producer's First Look

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

South Carolina Market



	WellCare Advance (HMO) H1416027	WellCare Value (HMO) H1416037
Counties	Abbeville, Cherokee, Greenville, Greenwood, McCormick, Newberry, Pickens, Saluda, Spartanburg, Union	Abbeville, Cherokee, Greenville, Greenwood, McCormick, Newberry, Pickens, Saluda, Spartanburg, Union
Premium Part B Giveback	\$0.00	\$0.00
Total Premium (Part C part D)	\$0.00	\$0.00
In-Network Plan Deductible	N/A	N/A
Maximum Out of Pocket (MOOP)	\$4,500	\$6,700
Inpatient Hospital - Acute	\$325 co-pay per day for Days 1-5	\$400 co-pay per day for Days 1-4
PCP Office Visits	\$10	\$20
Specialist Office Visits	\$35	\$40
Over-the-Counter Items	✓	✓
Medically Necessary Transportation	✓	✓
Fitness Membership	✓	✓
Dental Benefits	✓	✓
Vision Benefits	✓	✓
Hearing Benefits	✓	✓
Rx Deductible	N/A	\$0
Deductible Tiers	N/A	N/A
Tier 1: Preferred Generic	N/A	\$0
Tier 2: Generic	N/A	\$20
Tier 3: Preferred Brand	N/A	\$47
Tier 4: Non-Preferred Drug	N/A	45%
Tier 5: Specialty Tier	N/A	33%

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South Carolina Market



WellCare Access (HMO SNP) H1416036

Counties	Abbeville, Cherokee, Greenville, Greenwood, McCormick, Newberry, Pickens, Saluda, Spartanburg, Union
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	
Tier 3: Preferred Brand	\$0 Preferred Generics & Preferred Brand
Tier 4: Non-Preferred Drug	Generics: \$0 / \$1.20 / \$3.30 / 15%
	Brands: \$0 / \$3.70 / \$8.25 / 15%
Tier 5: Specialty Tier	

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