



# Tennessee

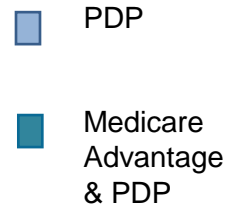
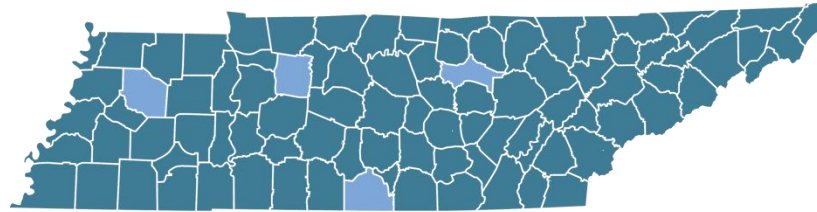
## Producer's First Look

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](http://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)  
H1416027**

**Counties**

Anderson, Bedford, Benton, Bledsoe, Blount, Bradley, Campbell, Cannon, Carroll, Carter, Cheatham, Chester, Claiborne, Cocke, Coffee, Crockett, Davidson, Decatur, Dyer, Fayette, Franklin, Giles, Grainger, Greene, Grundy, Hamblen, Hamilton, Hancock, Hardeman, Hardin, Hawkins, Haywood, Henderson, Henry, Hickman, Houston, Humphreys, Jefferson, Johnson, Knox, Lake, Lauderdale, Lawrence, Lewis, Loudon, Macon, Madison, Marion, Marshall, Maury, McMinn, McNairy, Meigs, Monroe, Montgomery, Moore, Morgan, Obion, Perry, Polk, Rhea, Roane, Robertson, Rutherford, Scott, Sequatchie, Sevier, Shelby, Stewart, Sullivan, Sumner, Tipton, Trousdale, Unicoi, Union, Washington, Wayne, Weakley, Williamson, Wilson

<b>Premium Part B Giveback</b>	\$0.00
<b>Total Premium (Part C part D)</b>	\$0.00
<b>In-Network Plan Deductible</b>	N/A
<b>Maximum Out of Pocket (MOOP)</b>	\$4,500
<b>Inpatient Hospital - Acute</b>	\$325 co-pay per day for Days 1-5
<b>PCP Office Visits</b>	\$10
<b>Specialist Office Visits</b>	\$35
<b>Over-the-Counter Items</b>	✓
<b>Medically Necessary Transportation</b>	✓
<b>Fitness Membership</b>	✓
<b>Dental Benefits</b>	✓
<b>Vision Benefits</b>	✓
<b>Hearing Benefits</b>	✓
<b>Rx Deductible</b>	N/A
<b>Deductible Tiers</b>	N/A
<b>Tier 1: Preferred Generic</b>	N/A
<b>Tier 2: Generic</b>	N/A
<b>Tier 3: Preferred Brand</b>	N/A
<b>Tier 4: Non-Preferred Drug</b>	N/A
<b>Tier 5: Specialty Tier</b>	N/A

**WellCare Value (HMO)  
H1416031**

**Counties**

Anderson, Bledsoe, Blount, Bradley, Campbell, Carter, Claiborne, Cocke, Crockett, Dyer, Fayette, Grainger, Greene, Grundy, Hamblen, Hamilton, Hancock, Hardeman, Hawkins, Haywood, Jefferson, Johnson, Knox, Lake, Loudon, Marion, McMinn, McNairy, Meigs, Monroe, Morgan, Obion, Polk, Rhea, Roane, Scott, Sequatchie, Sevier, Sullivan, Unicoi, Union, Washington, Weakley

<b>Premium Part B Giveback</b>	\$0.00
<b>Total Premium (Part C part D)</b>	\$0.00
<b>In-Network Plan Deductible</b>	N/A
<b>Maximum Out of Pocket (MOOP)</b>	\$6,700
<b>Inpatient Hospital - Acute</b>	\$345 co-pay per day for Days 1-5
<b>PCP Office Visits</b>	\$15
<b>Specialist Office Visits</b>	\$45
<b>Over-the-Counter Items</b>	N/A
<b>Medically Necessary Transportation</b>	N/A
<b>Fitness Membership</b>	✓
<b>Dental Benefits</b>	✓
<b>Vision Benefits</b>	✓
<b>Hearing Benefits</b>	N/A
<b>Rx Deductible</b>	\$0
<b>Deductible Tiers</b>	N/A
<b>Tier 1: Preferred Generic</b>	\$6
<b>Tier 2: Generic</b>	\$20
<b>Tier 3: Preferred Brand</b>	\$47
<b>Tier 4: Non-Preferred Drug</b>	\$99
<b>Tier 5: Specialty Tier</b>	33%

WellCare Dividend (HMO-POS)  
H1416039

**Counties**

Anderson, Bedford, Blount, Cannon, Carroll, Cheatham, Chester, Claiborne, Cocke, Coffee, Crockett, Davidson, Dyer, Fayette, Grainger, Hamblen, Hamilton, Hardeman, Hardin, Haywood, Henderson, Henry, Knox, Lauderdale, Lewis, Macon, Madison, Marshall, Maury, Montgomery, Morgan, Robertson, Rutherford, Sevier, Shelby, Stewart, Sumner, Tipton, Trousdale, Wayne, Williamson, Wilson

<b>Premium Part B Giveback</b>	\$30.00
<b>Total Premium (Part C part D)</b>	\$0.00
<b>In-Network Plan Deductible</b>	N/A
<b>Maximum Out of Pocket (MOOP)</b>	\$6,700
<b>Inpatient Hospital - Acute</b>	To Be Determined
<b>PCP Office Visits</b>	\$10
<b>Specialist Office Visits</b>	\$50
<b>Over-the-Counter Items</b>	✓
<b>Medically Necessary Transportation</b>	N/A
<b>Fitness Membership</b>	✓
<b>Dental Benefits</b>	✓
<b>Vision Benefits</b>	✓
<b>Hearing Benefits</b>	✓
<b>Rx Deductible</b>	\$0
<b>Deductible Tiers</b>	N/A
<b>Tier 1: Preferred Generic</b>	\$6
<b>Tier 2: Generic</b>	\$20
<b>Tier 3: Preferred Brand</b>	\$47
<b>Tier 4: Non-Preferred Drug</b>	\$99
<b>Tier 5: Specialty Tier</b>	33%

# Tennessee Market



## WellCare Rx (HMO) H1416042

### Counties

Anderson, Bedford, Blount, Cannon, Carroll, Cheatham, Chester, Claiborne, Cocke, Coffee, Crockett, Davidson, Dyer, Fayette, Grainger, Hamblen, Hamilton, Hardeman, Hardin, Haywood, Henderson, Henry, Knox, Lauderdale, Lewis, Macon, Madison, Marshall, Maury, Montgomery, Morgan, Robertson, Rutherford, Sevier, Shelby, Stewart, Sumner, Tipton, Trousdale, Wayne, Williamson, Wilson

Premium Part B Giveback	\$0.00
Total Premium (Part C part D)	\$7.40
In-Network Plan Deductible	N/A
Maximum Out of Pocket (MOOP)	\$6,700
Inpatient Hospital - Acute	\$279 co-pay per day for Days 1-7
PCP Office Visits	\$5
Specialist Office Visits	\$40
Over-the-Counter Items	✓
Medically Necessary Transportation	✓
Fitness Membership	N/A
Dental Benefits	✓
Vision Benefits	✓
Hearing Benefits	✓
Rx Deductible	\$400
Deductible Tiers	All
Tier 1: Preferred Generic	\$2
Tier 2: Generic	\$3
Tier 3: Preferred Brand	\$40
Tier 4: Non-Preferred Drug	\$99
Tier 5: Specialty Tier	25%

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## WellCare Access (HMO SNP) H1416035

### Counties

Anderson, Bedford, Benton, Bledsoe, Blount, Bradley, Campbell, Cannon, Carroll, Carter, Cheatham, Chester, Claiborne, Clay, Cocke, Coffee, Crockett, Cumberland, Davidson, Decatur, DeKalb, Dyer, Fayette, Fentress, Franklin, Giles, Grainger, Greene, Grundy, Hamblen, Hamilton, Hancock, Hardeman, Hardin, Hawkins, Haywood, Henderson, Henry, Hickman, Houston, Humphreys, Jackson, Jefferson, Johnson, Knox, Lake, Lauderdale, Lawrence, Lewis, Loudon, Macon, Madison, Marion, Marshall, Maury, McMinn, McNairy, Meigs, Monroe, Montgomery, Moore, Morgan, Obion, Overton, Perry, Pickett, Polk, Rhea, Roane, Robertson, Rutherford, Scott, Sequatchie, Sevier, Shelby, Smith, Stewart, Sullivan, Sumner, Tipton, Trousdale, Unicoi, Union, Van Buren, Warren, Washington, Wayne, Weakley, White, Williamson, Wilson

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

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