



Texas

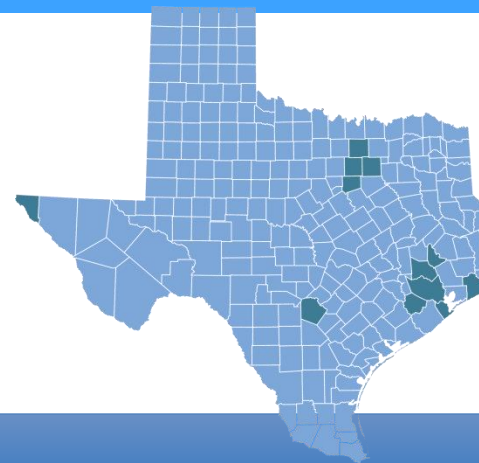
Producer's First Look

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

| | WellCare Value (HMO-POS) H1264004 | WellCare Dividend (HMO) H1264008 |
|---|---|---|
| Counties | Bexar, Dallas, Denton, El Paso, Fort Bend, Galveston, Harris, Jefferson, Johnson, Montgomery, Tarrant | Bexar, Dallas, Denton, El Paso, Fort Bend, Galveston, Harris, Jefferson, Johnson, Montgomery, Tarrant |
| Premium Part B Giveback | \$0.00 | \$15.00 |
| 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 | \$325 co-pay per day for Days 1-5 | \$350 co-pay per day for Days 1-5 |
| PCP Office Visits | \$0 | \$5 |
| Specialist Office Visits | \$40 | \$45 |
| Over-the-Counter Items | N/A | √ |
| 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 | \$4 | \$0 |
| Tier 2: Generic | \$20 | \$20 |
| Tier 3: Preferred Brand | \$47 | \$47 |
| Tier 4: Non-Preferred Drug | 48% | 48% |
| Tier 5: Specialty Tier | 33% | 25% |

Texas Market



| | WellCare Essential (HMO-POS) H1264019 | WellCare Dividend Prime (HMO) H1264022 |
|---|--|---|
| Counties | Bexar, Harris | Denton, El Paso, Fort Bend, Harris |
| Premium Part B Giveback | \$0.00 | \$40.00 |
| 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 | \$295 co-pay per day for Days 1-6 | \$350 co-pay per day for Days 1-5 |
| PCP Office Visits | \$5 | \$5 |
| Specialist Office Visits | \$35 | \$50 |
| Over-the-Counter Items | N/A | N/A |
| Medically Necessary Transportation | N/A | N/A |
| Fitness Membership | √ | N/A |
| Dental Benefits | √ | √ |
| Vision Benefits | √ | √ |
| Hearing Benefits | √ | √ |
| Rx Deductible | \$0 | \$200 |
| Deductible Tiers | N/A | Tiers 2-5 |
| Tier 1: Preferred Generic | \$0 | \$0 |
| Tier 2: Generic | \$7 | \$20 |
| Tier 3: Preferred Brand | \$30 | \$47 |
| Tier 4: Non-Preferred Drug | 48% | 48% |
| Tier 5: Specialty Tier | 33% | 25% |

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| WellCare Access (HMO SNP) H1264007 | |
|---|--|
| Counties | Bexar, Dallas, Denton, Fort Bend, Galveston, Harris, Jefferson, Johnson, Montgomery, Tarrant |
| 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 | \$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 | N/A |
| Dental Benefits | √ |
| Vision Benefits | √ |
| Hearing Benefits | √ |
| Rx Deductible | \$0 |
| Deductible Tiers | All |
| Tier 1: Preferred Generic | |
| Tier 2: Generic | |
| 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) H1264018 | |
|---|--|
| Counties | El Paso |
| 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 | \$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 | N/A |
| Dental Benefits | √ |
| Vision Benefits | √ |
| Hearing Benefits | √ |
| Rx Deductible | \$0 |
| Deductible Tiers | All |
| Tier 1: Preferred Generic | Generics: \$0 / \$1.20 / \$3.30 / 15% Brands: \$0 / \$3.70 / \$8.25 / 15% |
| Tier 2: Generic | |
| Tier 3: Preferred Brand | |
| Tier 4: Non-Preferred Drug | |
| Tier 5: Specialty Tier | |

| WellCare Liberty (HMO SNP) H1264020 | |
|---|--|
| Counties | Bexar, El Paso, Harris, Jefferson |
| 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 | \$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 | N/A |
| Dental Benefits | √ |
| Vision Benefits | √ |
| Hearing Benefits | N/A |
| Rx Deductible | \$0 |
| Deductible Tiers | All |
| Tier 1: Preferred Generic | Generics: \$0 / \$1.20 / \$3.30 / 15% Brands: \$0 / \$3.70 / \$8.25 / 15% |
| Tier 2: Generic | |
| Tier 3: Preferred Brand | |
| Tier 4: Non-Preferred Drug | |
| Tier 5: Specialty Tier | |

| WellCare Liberty (HMO SNP) H1264021 | |
|---|--|
| Counties | Dallas, Denton, Fort Bend, Galveston, Johnson, Montgomery, Tarrant |
| 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 | \$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 | N/A |
| Dental Benefits | √ |
| Vision Benefits | √ |
| Hearing Benefits | N/A |
| Rx Deductible | \$0 |
| Deductible Tiers | All |
| Tier 1: Preferred Generic | Generics: \$0 / \$1.20 / \$3.30 / 15% Brands: \$0 / \$3.70 / \$8.25 / 15% |
| Tier 2: Generic | |
| Tier 3: Preferred Brand | |
| Tier 4: Non-Preferred Drug | |
| Tier 5: Specialty Tier | |

