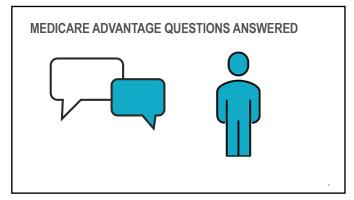


2023 MEDICARE ADVANTAGE

Participant Guide

Updated: 04/11/23







MEDICARE ADVANTAGE (MA) PLANS

4

OVER 65 MARKET The SD & IA over 65 population will continue to increase, at an expected rate of around 12% annually

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MEDICARE ADVANTAGE (MA) PLANS

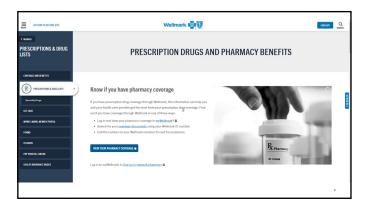
Blue Medicare Advantage HMOSM
Blue Medicare Advantage PPOSM
Blue Medicare Advantage PPOSM
Blue Medicare Advantage Enhanced PPOSM
Blue Medicare Advantage SM Valor PPO
Blue Medicare Advantage PPO | Avera (SD Only)

- Prescription drug coverage¹
- Delta Dental® Coverage
- · Vision and hearing coverage
- Meal program (following an inpatient or SNF discharge)
- Wellness and fitness



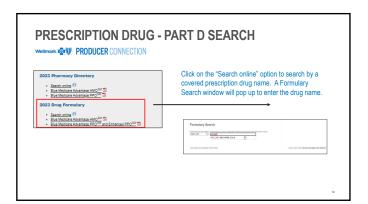




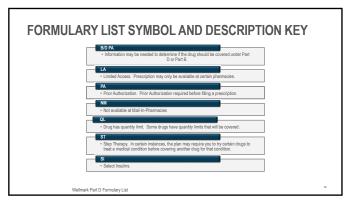












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PART D PRESCRIPTION DRUGS - NEW INSULIN BENEFIT*

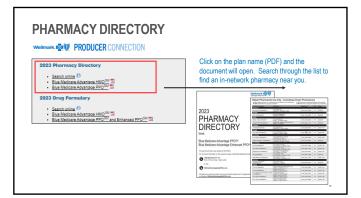
SENIOR SAVERS MODEL (INSULIN SAVING) PROGRAM

This program features a broad set of formulary insulins and coverage throughout the initial coverage and coverage gap phases of the Part D drug coverage.

The cost share will not be more than \$35 for a one-month supply of each insulin product covered by our plan, no matter what cost-sharing tier it's on. A 100-day supply has a \$105 copay.

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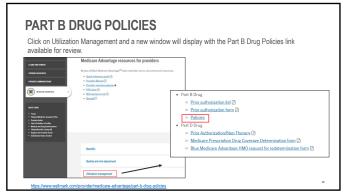












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PART B PRESCRIPTION DRUGS (OUTPATIENT)

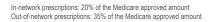
Coverage may include:

- Some antigens
- Blood clotting factors by injection
- Injectable and infused drugs
- Oral End-Stage Renal Disease (ESRD) drugs
- Home health nurse or aide to provide the injection drug if caregivers are unable to give injections

COST OF PART B PRESCRIPTION DRUGS

Members will have a coinsurance for Part B covered prescriptions obtained in:

- · Doctors' office
- Pharmacy
- · Hospital outpatient setting



Examples are for providers that accept Medicare assignment.

Prescription Drug Coverage (medicare.gov)



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PART B EXAMPLE

Part B Prescription Drug: **Denosumab Products** (**Prolia® and Xgeva®**)

List Price (billed cost): \$1,564.31* Member cost share: 20% allowed amount Member out-of-pocket: \$312.86

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IMMUNIZATIONS

Under the Inflation Reduction Act (IRA) there is no coinsurance, copayment, or deductible for the pneumonia, influenza, Hepatitis B, and COVID-19 vaccines (\$0 cost to the member). In addition, per CMS, there is no beneficiary cost sharing on the ingredient cost or any associated sales tax, dispensing fee, or vaccine administration fee regardless of tier placement or benefit phase.

Other Covered Medicare Part B drugs include:

- Hepatitis A
- Measles, mumps, and rubella (MMR)
- Meningococcal serogroups
- Tetanus and diphtheria toxoids (Td)
- Tetanus and diphtheria toxoids and acellular pertussis (Tdap) Varicella
- Zoster vaccine, recombinant

We also cover some vaccines under Part D benefits.

Refer to the WAHP Evidence of Coverage (EOC) for cost shares associated with other Part B covered vaccines.





DURABLE MEDICAL EQUIPMENT (DME)

DME may include:

- Blood sugar meters Blood sugar test strips Canes Canes Continuous passive motion machines, devices & accessories Continuous Positive Airway Pressure (CPAP) machines Pressure-reducing support surfaces Suction pumps Traction equipment tast/www.metaces.com/contenses.com/

- Crutches
 Home infusion services
 Hospital beds
 Infusion pumps & supplies
 Lancet devices & lancets
 Nebulizers & nebulizer medications
 Oxygen equipment & accessories
 Patient iffs
 Walkers
 Walkers

- WalkersWheelchairs & scooters

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DURABLE MEDICAL EQUIPMENT

Example: CPAP Machine - Per CMS guidelines this type of equipment is required as a monthly rental.

- If the member rents the CPAP, the provider will bill the insurance for the allowed amount each month for the rental period.
- If the member purchased the CPAP outright instead of renting, only one month would be reimbursed and the remaining amount would be the members liability.



BLUE MEDICARE ADVANTAGESM PPO VALOR (MA ONLY)

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VETERAN ELIGIBLE POPULATIONS (MA ONLY)

The best population for this product is the veteran population on TRICARE FOR LIFE. It provides access to rich medical and supplemental benefits while continuing to allow members to use their TRICARE benefits to cover prescription drugs.

TRICARE® is a regionally managed health care program for active duty and retired members of the uniformed services, their families and survivors. Members may seek care from military and non-military providers and pharmacies that are in-network.

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COORDINATION OF BENEFITS

Tricare For Life is a secondary payor for civilian providers and facilities

- · Primary when in active duty
- · Secondary when inactive
- Medicare Advantage Only (without PDP) is applicable to retired and inactive members

Using Other Health Insurance | TRICARE

TRICARE® FORMS AND CLAIMS

TRICARE® becomes the first payer for pharmacy benefits when not covered by the other plan, such as with the Wellmark Blue MA Valor PPO

File a claim online or by mail - DD Form 2642 and send to TRICARE $\!\!^{\otimes}\!\!$.

Member Claims Reimbursement

| March Member Claims Reimbursement | March Member Claims |

Frequently Asked Questions | TRICARE https://www.tricare.mil/CoveredServices

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VETERAN HEALTH CARE ELIGIBLE

The U.S. Department of Veterans Affairs (VA) provides medical benefits to veterans.

Individuals who served on active duty and didn't get a dishonorable discharge may be able to get VA health care benefits.

The VA set up Priority Groups to make sure certain groups of veterans can be enrolled before others; i.e. veterans with service-connected disabilities, veterans awarded the purple heart, service time, etc.

VA.g

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OTHER PRIVATE HEALTH CARE WITH VA ELIGIBLE BENEFITS

VA health care providers are under no obligation to prescribe a medication recommended by a private health care provider.

The VA will only provide medications that are prescribed by authorized providers in conjunction with VA medical care.

For the VA to pay for services, you must go to a VA facility or have the VA pre- authorize services in a non-VA facility.

How Medicare works with other insurance | Medicare



CIVILIAN HEALTH AND MEDICAL PROGRAM OF VETERANS AFFAIRS

- CHAMPVA is a Department of "Veterans Affairs" program that provides coverage to the spouses and children of a veteran that was permanently injured/disabled or died in the line of duty.
- To be eligible for CHAMPVA, the person cannot be eligible for TRICARE.
- Coordination of benefits Other health insurance is allowed. The MA Only product is primary and CHAMPVA is secondary (member is responsible for secondary payor filing).

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LOW OR NO-PREMIUM MEDICARE ADVANTAGE PLANS

How is it possible to have either no cost or a very low cost for Medicare Advantage premiums and still have great coverage and benefits?

How does the company afford to insure members if they aren't paying very much to have the plan?

HOW DOES IT WORK?

The government created Medicare Advantage plans several years ago to be offered by private insurance companies.

As a result, the government is transferring the financial risks to a private company that assumes the risk but also any reward for a competitive and well managed plan.





Medicare reimburses the insurance carrier a variable payment based on the state and county the beneficiary resides.

The insurance carrier must implement programs to manage risk, provide quality service and improve health outcomes.





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HOW DOES IT WORK



Medicare provides a monthly reimbursement* to Wellmark on the members' behalf based on the state, county, and plan star rating.



Most Medicare Advantage plans are paid enough by the government to offer very low – sometimes even $\$ premium plans.

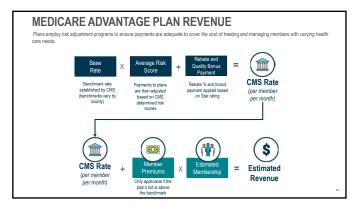


That's how Medicare Advantage plans manage their costs!

Reimbursement amounts from CMS are based on different factors such as country of residence and are subject to change year to year

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HOW DOES IT WORK 2023 CMS Average Regional Benchmark Rebate and Quality Rates Per Member Per Month* Bonus Payment County: SD or IA Counties Region: 19 Star Rating: New Plan Rating to 5 Star Rating <3.5 Stars 0.0% 3.5 Stars 0.0% 65% 4 Stars 5.0% 65% 5% Bonus Rate 4.5-5 Stars 5.0% 70% \$1,116.21 \$1,107.91 \$1,083.26



HOW MUCH DOES MEDICARE PAY MA PLANS



The exact amount Medicare pays these private insurance companies is complex, but it's **based on a bidding process** and a **risk adjustment**. The funding is different for each county.



Medicare is mainly **funded by payroll taxes**, so ultimately, all of us are funding the Medicare Advantage plans.

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SKILLED NURSING & HOME CARE

SKILLED NURSING & HOME CARE



What are skilled nursing services and home care?

What is covered for skilled nursing under Medicare Advantage?

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SKILLED NURSING FACILITY (SNF)

A skilled nursing facility provides skilled care such as nursing or rehabilitation services to individuals who can no longer care for themselves following an injury or illness.

It can be a separate facility, or part of a hospital, or other health care facility.

Note: Wellmark contracts with Medicare to provide Medicare Part A and B benefits as Part C - Medicare Advantage. Skilled Nursing falls under Part A (hospital insurance).

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REQUIREMENTS FOR SKILLED NURSING FACILITY

Requirements to be eligible for coverage:

- · Prior authorization
- The member has Medicare Part A and has days available in the benefit period.

 Plan covers 100 days each benefit period. No prior

 - The benefit period starts again when the member has not utilized SNF for 60 days.

 Opays restart as new benefit period begins.

 New benefit periods do not restart due to a change in diagnosis, condition or calendar year.



COVERED SERVICES

Medicare-covered services for skilled nursing facility care include:

- A semi-private room
 Meals, including special diets
- Skilled nursing care
 Physical therapy, Occupational therapy, Speech-language pathology services, Medical social services
- Medications
 Medical supplies and equipment used in the facility
- Ambulance transportation (when other transportation endangers your health) to the nearest supplier of needed services that aren't available at the SNF
- Laboratory tests ordinarily provided by SNFs
- Physician/Practitioner services



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SKILLED NURSING FACILITY (SNF) MEDICARE **ADVANTAGE**

Members cost share and coverage conditions are based on the Wellmark Advantage Health Plan (WAHP).

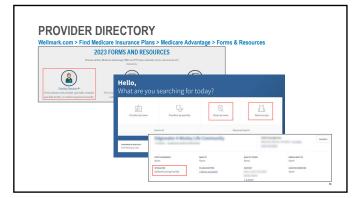
- Requirements to be eligible for SNF
- The coverage period of 100 days per benefit period
- The three-day hospital stay requirement under Original Medicare is waived for all WAHP
- The yearly maximum out-of-pocket cost share amount is based upon the WAHP plan option.

SNF Care Coverage (medicare.gov)

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SKILLED NURSING FACILITY COST SHARE - IOWA um Out-of-Pock \$3,750 / \$6,700 \$0 copay per day for days 1-20 \$184 copay per day for days 21-55 \$0 copay per day for days 56-100 \$0 copay per day for days 56-100 / \$0 copay per day for days 56-100

BENEFIT CATEGORIES	BLUE MEDICARE ADVANTAGE VALOR PPO Combined In-network & Out-of-network	BLUE MEDICARE ADVANTAGE PPO AVERA Avera Network / PPO In-network & Out-of-network	BLUE MEDICARE ADVANTAGE PPO Combined In-network & Out-of-network	MEDICARE ADVANTAGE ENHANCED PPO Combined In-network & Out-of- network
Premium	\$0	\$0	\$19	\$69
Maximum Out-of- Pocket (MOOP)	\$4,500	\$3,755 IN / \$7,500 OON	\$4,200	\$3,800
Days/Copay	\$0 copay per day for days 1-20	\$0 copay per day for days 1-20	\$0 copay per day for days 1-20	\$0 copay per day for days 1-20
Days/Copay	\$187 copay per day for days 21-55	\$187 copay per day for days 21-55	\$187 copay per day for days 21-55	\$187 copay per day for days 21-4
Days/Copay	\$0 copay per day for days 56-100	\$0 copay per day for days 56-100	\$0 copay per day for days 56-100	\$0 copay per day for days 49-100





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HOSPICE COVERAGE

Patients with Medicare Part A can get hospice care benefits if they meet the following criteria:

- Receive care from any Medicare –certified hospice program.
- Attending physician (if they have one) and the hospice physician/medical director certifies them as terminally ill, with a medical prognosis of 6 months or less to live if the illness runs its normal course
- Hospice doctor can be a network provider or an out-ofnetwork provider.



https://www.cms.gov/medicare/medicare-fee-for-service-payment/hospice Wellmark 2023 Evidence of Coverage for Blue Medicare Advantage HMO

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HOSPICE COVERAGE

Hospice coverage is paid by Original Medicare, rather than the Blue Medicare Advantage HMO, PPO and Enhanced PPO plan.

- $\bullet \quad \text{Members pay the covered plan cost-sharing amount for in-network services}.\\$
- Members pay the covered cost sharing under Fee-for-Service Medicare (Original Medicare).
- If a service is a covered service under the Blue Medicare Advantage plans and is not covered under Medicare Part A or B, Blue Medicare Advantage will continue to cover plan-covered services. The member will be responsible for the plan cost share amount of the service.

 $\underline{\text{https://www.cms.gov/medicare/medicare-fee-for-service-payment/hospice}}$

HOSPICE BENEFITS & SERVICES COVERED

- Services from a hospice-employed physician, nurse practitioner (NP), or other physicians chosen by the patient
- . Nursing care
- . Medical equipment
- . Medical supplies
- Drugs to manage pain and symptoms
- . Hospice aide and homemaker services
- Physical therapy
- Occupational therapy

Medicare may pay for other reasonable and necessary hospice services in the patient's plan of care (POC). The hospice program must offer and arrange these services.

. Medical social services . Dietary counseling

. Individual and family or just family grief and

loss counseling before and after the

Short-term inpatient pain control and

. Speech-language pathology services

symptom management and respite care

Spiritual counseling

patient's death

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MEDICARE TRIAL RIGHT GUIDELINES

Member enrolled in **Medicare Advantage** during

- During their first 12 months, MA members may choose to leave their MA plan and return to Original Medicare and enroll in a Med Supp option and purchase Part D & other Specialty
- · Health questions not required.

Enrolled in Med Supp and moved to MA during AEP or OEP:

- During their first 12 months, MA members may choose to return to their original Med Supp carrier & previous Med Supp plan (if still available).
- · Health questions not required

TRIAL RIGHT ELIGIBILITY REQUIREMENTS WELLMARK-TO-WELLMARK PLAN MEMBERS

- Wellmark's trial right period for Wellmark-to-Wellmark plan movement allows re-enrollment without answering health questions up to 24 months following the WAHP effective date.
- Wellmark allows a WAHP member to disenroll from the Medicare Advantage plan and enroll in a Wellmark Medicare Supplement plan during the Annual Enrollment Period (Oct. 15 – Dec. 7 effective Jan. 1) without requiring health questions up to 24 months following the WAHP effective date.



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TRIAL RIGHT ELIGIBILITY REQUIREMENTS WELLMARK-TO-WELLMARK PLAN MEMBERS

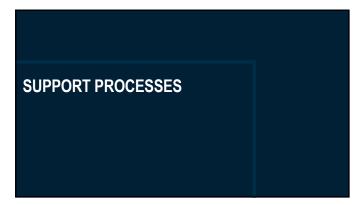
Wellmark-to-Wellmark movement is allowed for MA enrollments effective on or after Jan. 1, 2022, and is limited to beneficiaries who:

- Join WAHP when they are first eligible for Medicare, and within 13-24 months of joining, they decide
 they want to switch to Original Medicare.
- In this case the beneficiary has the right to buy a MedicareBlueSM Supplement plan at prevailing rates without answering health questions.
- Drop a Wellmark Medicare Supplement plan to join a WAHP for the first time, they've been in the plan for up to 24 months, and they want to switch back.
 - In this case the beneficiary has the right to return to the Wellmark Medicare Supplement policy they had before joining the WAHP at prevailing rates without answering health questions.

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WELLMARK-TO-WELLMARK TRIAL RIGHT SCENARIOS

Scenario	Med Adv Policy Effective Date	Date Policy Change is Submitted	Effective Date of Med Supp	Months Between Effective Dates	Valid to Switch to Med Supp	Reason
1	12/1/2023	11/1/2025	1/1/2026	25	No	Effective Date out of 24-month window
2	12/1/2023	11/1/2024	1/1/2025	13	Yes	Effective Date within 24 months and during AEP
3	10/1/2023	10/1/2023	1/1/2024	14	No	Not during AEP
4	10/1/2023	11/1/2023	1/1/2024	14	Yes	Effective Date within 24 months and during AEP
5	4/1/2023	4/1/2024	1/1/2025	20	No	Not during AEP
6	4/1/2023	10/15/2024	1/1/2025	20	Yes	Effective Date within 24 months and during AEP





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PREMIUM PAYMENTS

Members can have premiums deducted from their **Social Security** check or benefit;

Premium may be paid by check.

Premiums can be set up for an automatic **electronic funds transfer** (charge of bank or credit or debit account).

Note: If setting up automatic transfer, it may take up to three weeks for the initial transaction. Clients will need to make other arrangements for the first month, such as pay by check.



PREMIUM PAYMENTS

Best Practice for Collecting Initial MA Premiums
At the time of application, agents should collect two months of

- This includes the first month of premium* and the current month premium.
- Automatic payments will occur by EFT or SSN deductions after three weeks
- If the client does not wish to pay the first two months by check, they will receive a paper billing notice requesting the outstanding amount.



"Retroactive premium based on the effective date of MA plan



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BILLING - 50% CAP ON ORIGINAL MEDICARE SERVICES

CMS Regulation: In order for an Original Medicare in-network or out-of-network item or service category to be considered a plan benefit, plans may not pay less than 50% of the contracted (Medicare allowable) rate and cost sharing for services cannot exceed 50% of the total MA plan financial liability for the benefit.

- If a plan uses a coinsurance method of cost-sharing, then the coinsurance for an in-network or out-of-network service category cannot exceed 50%.
- If a plan uses a copay method of cost-sharing, then the copay for an out-of-network original Medicare service category cannot exceed 50% of the average Medicare rate in that are.
- The 50% cap is in addition to any other caps. Thus, for those service categories subject to feefor-service cost-sharing limits (e.g. 20% coinsurance) the plan may not charge more than the fee-for-service cost-sharing limit.

 $\underline{https://www.cms.gov/Regulations-and-Guidance/Guidance/Manuals/downloads/mc86c04.pdf}$

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50% CAP ON ORIGINAL MEDICARE SERVICES

Example

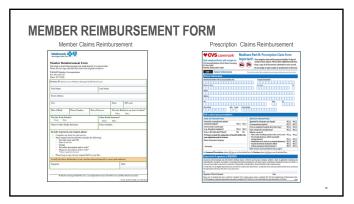
MA plan copay for chiropractic visit \$20.00.

Chiropractic provider billed \$35.00 for the service.

\$35 X 50% cap = \$17.50

The member responsibility is \$17.50 vs. the plan copay amount of \$20.00.





INTERNATIONAL CLAIM FORM

As members travel outside of the United States, they have the security of emergency and urgent coverage worldwide with all Blue Medicare Advantage PPOSM and Blue Medicare Advantage HMOSM plans.

The Blue Cross Blue Shield Global® Core International Claim Form is to be used to submit institutional and professional claims for benefits for covered services received outside the United States, Puerto Rico and the U.S. Virgin Islands.

international-claim-form.pdf (wellmark.com)

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WHERE TO GO FOR HELP OR INFORMATION - MEDICARE ADVANTAGE SUPPORT

Reference the Wellmark Advantage Frequently Asked Question guide located on Producer Connection. Producer Connection > Medicare Advantage > Tools and Resources > Agent Training

Wellmark @ PRODUCER CONNECTION
Blue Medicare Advantage ⁵⁰⁴ Apent Training

Bullow Advance April Training structure

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- 2 For additional Medicare Advantage questions, please contact your General Agency, if applicable.
- For general Medicare Advantage information, if there is no GA and/or additional agent assistance needed, the next contact is Agent Services Line: 855-716-557. Agents should <u>always</u> request a call reference number (a number should be offered, but if not, please ask for one).
- ♠ For client-specific Medicare Advantage information, the next step for agent contact is:

 Client Services o HMO plans: 855-716-2555 o PPO plans: 855-716-2544
- If after completing step 1- 4 the issue is still unresolved, contact Wellmark Sales Representatives.
 Blue Medican Advantage Agent Training (realmark com)

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