

# 2020

Molina Advance  
Screening



Medicare

Dear Broker Partner,

I'm writing to let you know, at Molina Healthcare, we're grateful we can rely on you.

As a trusted advisor to the community, you're an important part of our mission to help those who need it most. Your partnership makes it possible for a great many Molina members to lead healthier lives. You make a lasting difference for our beneficiaries, and everyone we serve.

Now we're excited to partner with you again, and to share an advance screening of our 2020 products with you. We're here to support you in growing your business with Molina. Here's to a healthy, successful year for us all.

Sincerely,



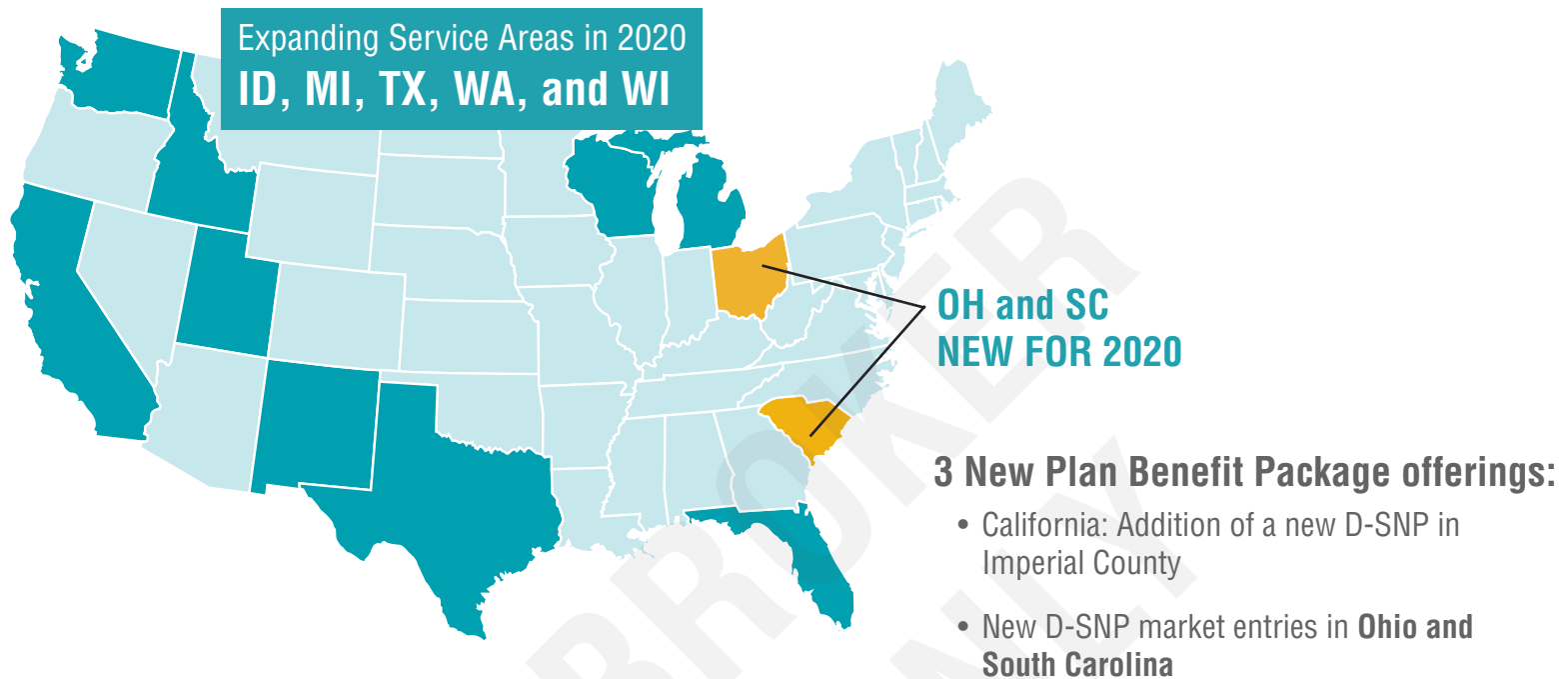
Bryan Keeven

Vice President, National Sales Medicare and Marketplace



# National

## Service Area



State	2019 Existing Medicare Counties	2020 Expansion Medicare Counties	Total 2020 Medicare Counties
CA	5	-	5
FL	6	-	6
ID	9	12	21
MI	8	12	20
NM	12	-	12
OH	-	27	27
SC	-	43	43
TX	6	28	34
UT	9	-	9
WA	8	5	13
WI	3	21	24
<b>Total</b>	<b>66</b>	<b>148</b>	<b>214</b>

# Product Portfolio

## NEW Product Names

- ▶ **D-SNP:** Molina Medicare Complete Care (HMO D-SNP)
- ▶ **MAPD:** Molina Medicare Choice Care (HMO)

## New dental, transportation, and hearing vendors for 2020

Molina Healthcare is thrilled to begin new partnerships with these nationally recognized Companies.



Partnering with customer focused organizations such as Delta Dental, Access2Care and HearUSA will allow Molina to enhance our member's experiences with increased accessibility to services and improved quality in customer care thereby increasing member satisfaction, customer loyalty and retention.



Molina will be transitioning Dental services from Avesis to Delta Dental for our Medicare (HMO and HMO SNP) product lines. Delta Dental is the largest dental insurer in the United States servicing nearly 75 million enrollees. With Delta Dental's directly contracted provider network, Molina members will have greater access to care. For 2020, most Molina Dental plan designs will include preventive services and an annual allowance that can be used toward any type of medically necessary comprehensive service, including dentures!\*



Hearing services will be transitioned from Avesis to HearUSA in 2020. This new partnership allows for greater flexibility for Molina allowing us to offer market specific, hearing aid benefit designs! Members of select plans will now be able to receive two hearing aids at no cost and with no maximum allowance, when they choose from Molina's HearUSA assortment of hearing aids.\*



Beginning 2020, supplemental transportation benefits\* will be administered by Access2Care for most of Molina's Medicare Plans. Access2Care takes prides in their focus on quality and accountability. With a national footprint and advanced customer care technologies, Access2Care has the ability to hone in on member specific requirements and preferences including options for: ride share, mileage reimbursement and special services for those needing routine appointments due to chronic conditions.

\*See plan specific benefit highlights for coverage details.

## Benefit Highlights

Benefit	D-SNP - 001
Max OOP (MOOP)	\$3,400
PCP Copay	20% Coinsurance
Specialist Copay	20% Coinsurance
Urgent Care Copay	20% Coinsurance
<b>Prescription Drug</b>	
Deductible	\$435 (does not apply to T1 or T2)
Copay Tiers	T1 - \$0; T2 - \$0; T3 - \$47; T4 - 41%; T5 - 25% (LIS Copays for qualifying beneficiaries)
<b>Value Added Benefits</b>	
Dental	Preventive Services are covered with a \$2,500 allowance for comprehensive services; including 1 set of dentures (either full or partial) every 3 years.
OTC	\$225 allowance every 3 months with carry over
Hearing	\$0 copay for 1 routine hearing exam every year, and a \$2,000 hearing aid allowance every 2 years.
Transportation	\$0 copay for 48 one-way trips annually
Vision	\$0 copay for 1 routine vision exam every year, and a \$400 eyewear allowance every 2 years.
Meals	\$0 copay for a maximum number of 56 meals post discharge or for members who need the benefit to counteract a chronic illness.
Fitness	\$0 copay. Members have access to contracted Fitness Facilities or Home Fitness Kits.
Routine Chiropractic Services	\$0 copay for 15 visits annually
Worldwide Emergency	\$0 copay with a maximum benefit coverage of \$10,000
Annual Physical Exam	\$0 copay

## Key YOY Benefit Changes



### MOOP reduced

From \$6,700 in 2019 to \$3,400 in 2020.



### OTC benefit increased

From \$167 every 3 months with carry over in 2019 to \$250 every 3 months with carry over in 2020.



### Moving to Delta Dental for 2020!

2019 dental offered a \$1,250 open allowance for preventive and comprehensive services combined with only \$500 allowable for dentures. 2020 will offer preventive services and a \$2,500 open allowance for comprehensive services, including one set of dentures every 3 years!



### Eyewear allowance has increased!

From \$325 every 2 years in 2019 to \$400 every 2 years in 2020.

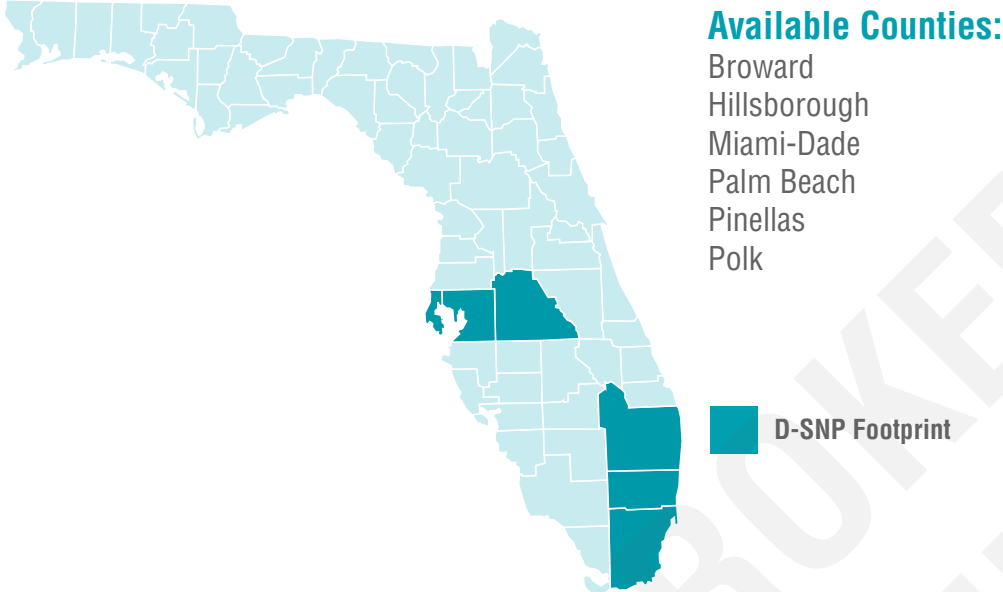


**New Annual physical exam offered.**

## Network Highlights

GROUP/IPA	HOSPITAL/HEALTH SYSTEM
COMMUNITY HEALTH OF SOUTH FLORIDA INC	ADVENTIST
FLORIDA HOSPITAL MEDICAL GROUP	BAYCARE
INTERAMERICAN MEDICAL CENTER GROUP LLC	BROWARD HEALTH
TAMPA GENERAL MEDICAL GROUP	HCA
TENET FLORIDA PHYSICIAN SERVICES	NORTH SHORE MEDICAL CENTER
UMDC DIV OF GENERAL MEDICINE	PALMETTO GENERAL HOSPITAL
UNIVERSITY MEDICAL SERVICE ASSOCIATION INC	UNIVERSITY OF MIAMI

## Service Area Map



## Key Molina Contacts

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<b>POD</b>	MolinaHealthcare.com/ProviderSearch
<b>Online Pharmacy</b>	MolinaHealthcare.com/ProviderSearch
<b>Broker Portal</b>	<a href="https://molina.callidusinsurance.net/ICM/">https://molina.callidusinsurance.net/ICM/</a>