

2024 BeWellnm Kickoff Meeting



Welcome to the 2024 BeWellnm Kickoff Meeting!

To get us started, some housekeeping items.



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Today's Agenda

Time	Торіс	Presenter	
7:30 - 8:05am	Light breakfast	All	
8:05 - 8:20am	05 - 8:20am BeWellnm Welcome and Housekeeping Tonya Bruno, BeWellnm		
8:20 - 8:35am	New Mexico Office of Superintendent of Insurance (OSI)	Cynthia Cisneros, Public Outreach Coordinator, Life & Health Division	
8:35 - 9:00am	Ambetter from Western Sky Community Care, Inc.	Jeff Donegan, Sales Manager	
9:00 -9:25am	Presbyterian Health Plan, Inc.	Lenore Foreman, Account Manager	
9:25 - 9:50am	United Healthcare, Inc.	Timothy Patterson, Market and Sales Manager	
9:50 - 10:15am	Blue Cross Blue Shield of New Mexico	Manuel Gelabert, Sr. Producer Sales Consultant	
10:15 - 10:40am	Molina Healthcare	Gene Wedgeworth, Marketplace Sales Manager	
10:40 - 10:55am	New Mexico Human Service Department	Jeanelle Romero, Acting Bureau Chief - Communication& Education Bureau	
10:55 - 11:10am	New Mexico Medical Insurance Pool	Elizabeth Quirante, Program Manager	
11:10 - 11:30am	Questions	All	
11:30 - noon	Networking	All	



New Mexico Office of Superintendent of Insurance (OSI)

Cynthia Cisneros, Public Outreach Coordinator, Life & Health Division

New Mexico Office of Superintendent of Insurance



Open Enrollment PY24

or,

How the Health Care Affordability Fund Will Continue to Lower 2024 Costs on beWellnm

Presented by: Cynthia C Cisneros, Public Outreach Coordinator

Major benefits for New Mexicans in 2024

The Inflation Reduction Act is still in effect and will continue to lower premiums for NewMexicans.

New Mexico's Health Care Affordability Fund willmaintain existing cost savings plans and introduce new initiatives to benefit beWellnm enrollees.

Clear Cost plans is the latest initiative that will be available for people searching for accessible and affordable health care they can understand.



New Mexico Premium Assistance

Who is eligible?

• Individuals and families up to 400% FPL who qualifyfor federal premium tax credits on beWellnm

What does it do?

- Provides no-cost premium options up to 200% FPL
- Reduces premiums for those between 200-400% FPL
- Provides no-cost premium options for Native Americans up to 300% FPL who qualify for beWellnm and reduced premiums between 300-400% FPL



New Mexico's Premium Sliding Scale

Federal Poverty Leve 1	NM Sliding Scale (Premium as % of income)	ACA/IRA Sliding Scale (Premium as % of income)
Up to 150% FPL	0%	0%
150-200% FPL	0%	0-2%
200-250% FPL	0-2%	2-4%
250-300% FPL	2-5%	4-6%
300-400% FPL	5-8.5%	6-8.5%
400%+ FPL	8.5% (no state funds)	8.5%



State Out-of-Pocket Assistance (SOPA)

Who is eligible?

Individuals and families up to 300% FPL who qualifyfor federal premium tax credits on beWellnm

What does it do?

Reduces deductibles, maximum out-of-pocket limits, copays, and coinsurance for certain plans



TURQUOISE PLANS

Turquoise Plans are plans that have extra savings on out-of-pocket costs that are provided by the State of New Mexico.

Consumers will see a "Turquoise Plan" banner when shopping for a health plan. This easily identifies the plans that qualify for extra savings.

There are <u>three</u> levels of Turquoise Plans, based on household income.

Enrollees under 200% FPL must pick a Silver plan to get SOPA and enrollees between 200-300% FPL must pick a Gold plan to get SOPA. During the shopping process, these plans will be labeled as "Turquoise Plans."



TURQUOISE PLAN UPDATES FOR 2024

- Turquoise 4 (85% AV) enrollees (250-300% FPL) will now qualify for Turquoise 3 (90% AV).
- For Turquoise Plans, primary care and generic drugs must use co-pays and a deductible cannot apply to these services.
- MOOP limit adjustments
 - Reduced MOOP limits for Turquoise 1 Plans
 - Turquoise 2-3 MOOP limits adjusted based on federal requirements, resulting in slight increase
- The out-of-pocket design for all Turquoise Variants must reflect features of the underlying plan.



NEW for PY24 Clear Cost Plans A new way to compare plans on beWellnm

Designed to make it easier to understand and choose a health plan that better fits their needs.

Every insurer offering coverage in the Marketplace must offer:

- 1 Silver,
- 1 Gold, and
- Turquoise variants.



What Makes Clear Cost Plans Different?

- Co-pays, not coinsurance
- Most services no deductible
- Medical services are organized into simple low/mid/high- cost categories
- It offers the same cost-sharing options and pre-deductible coverage from each carrier
- Clear Cost Plans will be clearly marked when people enrolling see their options on beWellnm.com



The Small Business Initiative

- Initiative still available through HCAF
- Businesses up to 50 employees
- 10% discount on premiums

- No longer available on beWellnm
- Available off-exchange
- Offered by BCBSNM, Presbyterian Health Plan, and United Healthcare



Contact Us

Colin Baillio 505.490.3178 colin.baillio@osi.nm.gov







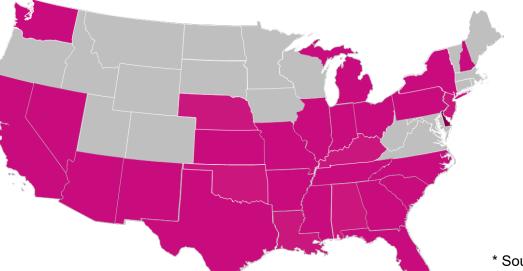
Ambetter from Western Sky Community Care, Inc. Jeff Donegan, Sales Manager

Who We Are

Est. 2013

Ambetter is available in 28 states across the country

Ambetter is offered by **Centene Corporation** and its **State Health Plans including Western Sky Community Care, Inc.**



Centene is a **Fortune 25**

company on the 2023 Fortune 500 with over

30 years

in the managed care industry*

Ambetter is available 28 states

* Source: FORTUNE 500® LIST (2023) https://fortune.com/company/centene/fortune500/ Ambetter from Western Sky Community Care, Inc. is

certified as a Qualified Health Plan issuer

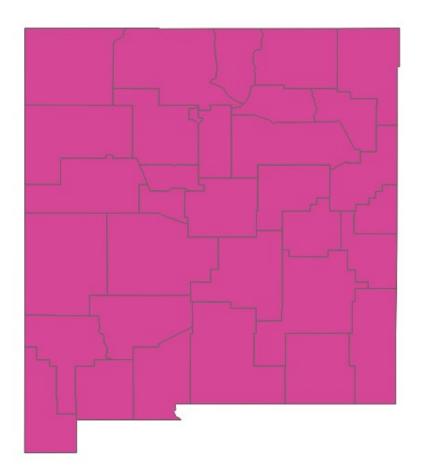
on the Health Insurance Marketplace

Plans are designed to deliver high-quality, locally-based healthcare to members



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Service Areas



In 2024, Ambetter from Western Sky will continue to cover New Mexico, including all 33 counties in the Land of Enchantment!



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PY2024

2024 New Mexico Big Picture

- Open enrollment dates for On Exchange are November 1, 2023 January 15, 2024.
- Open enrollment dates for Off-Exchange plans are November 1, 2023-December 15, 2023.
- State & Federal health insurance subsidies will continue in PY2024.
- Ambetter members may be eligible for available subsidies if they qualify based on income and purchase a plan from beWellnm.
- Behavioral Health and Substance Use Disorder must be offered at no cost for all plans, this includes inpatient, outpatient, Urgent Care and Prescription Drugs.
- UNM Hospitals in network.





New Mexico Ambetter Portfolio Overview

Bronze | Silver | Gold (Core) Portfolio

- Features Ambetter's broadest provider network
- Choose Bronze | Silver | Gold network when searching Ambetter Guide
- Members can visit any in-network primary care provider (no referrals needed)
- Referrals may be required for specialist providers (except for OB/GYNS)
- Available statewide in New Mexico







Silver

Focused Silver

- Focused Turquoise 1 with EXTRA SAVINGS
- Focused Turquoise 2 with EXTRA SAVINGS

Clear Cost Silver

- Clear Cost Turquoise 1 with EXTRA SAVINGS
- Clear Cost Turquoise 2 with EXTRA SAVINGS

Clear cost plans are new standardized plans with standardized copays for most covered services, to ensure lower out of pocket costs.

You can help clients find in-network providers with the online Ambetter Guide <u>https://guide.ambetterhealth.com/</u>

Note: 2024 Ambetter Health plan and portfolio is pending CMS guidance. Information provided may change after August 25, 2023.

- Ambetter's broadest provider network
- Plans available statewide in NM.
- Plans do not have vision and dental offering for adults
 - Plans do offer pediatric vision for children under 19.
- Lowest cost Silver w/copays: Focused Silver
- New Plans: Clear Cost Gold and Clear Cost Silver

Turquoise plans are variants of the base Clear Cost, Complete Gold and Focused Silver plans and are available through beWellnm to those who qualify. These are plans that offer state out of pocket assistance to lower costs.





Fo	ocused Silver (2024)		Turquoise Plans	
	Base	73%AV	95% AV	99% AV
Deductible	\$7,000	\$5,100	\$0	\$0
Max Out of Pocket	\$8,300	\$6,950	\$1,100	\$80
Coinsurance	50%	50%	30%	30%
Telehealth/Virtual Care	No Charge	No Charge	No Charge	No Charge
PCP Visits	\$45	\$35	\$0	\$0
Specialist Visits	\$100	\$85	\$5	\$3
Lab	\$50	\$40	\$0	\$0
Preferred Generic/Generic Rx	\$3/\$25	\$3/\$20	\$0/\$0	\$0/\$0
Preferred Rx	\$75	\$70	\$20	\$20
Urgent Care/Virtual UC*	\$60/\$0	\$50/\$0	\$10/\$0	\$5/\$0



C	lear Cost Silver (2024)		Turquoise Plans	
	Base	73%AV	95% AV	99% AV
Deductible	\$5,000	\$4,500	\$100	\$0
Max Out of Pocket	\$8,950	\$7,450	\$1,000	\$200
Coinsurance	0%	0%	0%	0%
Telehealth/Virtual Care	No Charge	No Charge	No Charge	No Charge
PCP Visits	\$50	\$40	\$5	\$0
Specialist Visits	\$100	\$90	\$10	\$3
Lab	\$100	\$90	\$10	\$3
Preferred Generic/Generic Rx	\$35/\$35	\$30/\$30	\$3/\$3	\$0/\$0
Preferred Rx	\$50	\$45	\$10	\$3
Urgent Care/Virtual UC*	\$100/\$0	\$90/\$0	\$10/\$0	\$3/\$0



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Complete Gold Turquoise 3 (2024)

Plan Highlights	Price
Deductible	\$850
Max Out of Pocket	\$1,600
Coinsurance	20%
PCP Visit	\$15
Telehealth/Virtual Care	No Charge
Specialist Visit	\$35
Lab	\$15
Preferred Generic/Generic RX	\$3/\$15 Copay
Preferred RX	\$30
Urgent Care/Virtual UC*	\$35/\$0



Clear Cost Gold Turquoise 3 (2024)

Plan Highlights	Price
Deductible	\$850
Max Out of Pocket	\$1,600
Coinsurance	20%
PCP Visit	\$15
Telehealth/Virtual Care	No Charge
Specialist Visit	\$35
Lab	\$15
Preferred Generic/Generic RX	\$3/\$15 Copay
Preferred RX	\$30
Urgent Care/Virtual UC*	\$35/\$0



Additional Benefits

All Ambetter Health Plans Include

- Comprehensive major medical coverage
 - Ambulatory patient services (outpatient services)
 - Emergency services
 - Hospitalization
 - Pregnancy, maternity, and newborn care
 - Prescription drugs
 - Rehabilitative and habilitative services and devices
 - Laboratory services
 - Preventive and wellness services and chronic disease management
 - Pediatric services, including oral and vision care
- Medical management programs
- Behavioral Health and Substance Use Disorder must be offered at no cost for all plans, this includes inpatient, outpatient, Urgent Care and Prescription Drugs
- No exclusions for pre-existing conditions
- Local health plan staff





Additional Information

Renewal Letters - Continuance

- Members will be informed their plan is staying the same – plan coverage and benefits remain the same.
- New ID Cards for 2024 Ambetter plans will be mailed in December.
- Members will receive plan change renewal letters if they have been automatically enrolled in a similar plan due to plan consolidation or termination.



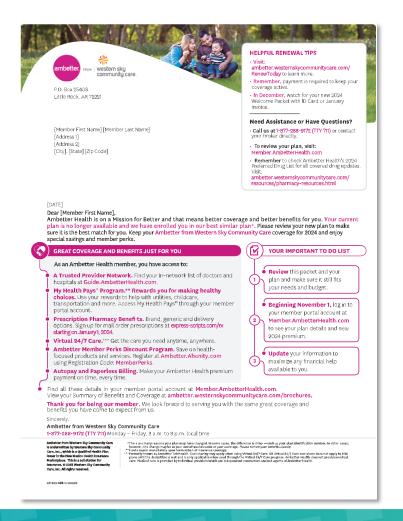




Additional Information (Continued)

Renewal Letters – Plan Change

- Members will be informed their plan is changing to a similar plan
 - benefits and cost sharing may be different, so members should check to make sure the new plan meets their needs and budget.
- New ID Cards for 2024 Ambetter plans will be mailed in December.







Additional Information (Continued)

Renewal Letters – Auto Renewals

- Members who do not want or need to take any action on their plan
 - No life changes to report
 - No income changes to report
 - Keep paying premium
- Renewal letters will mail by October 31, 2023
- If members have life/income changes, they can make updates through beWellnm.





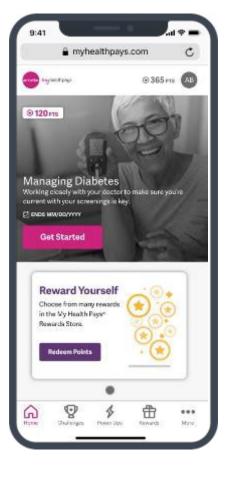


Value Added Offering

My Health Pays

- Earn points by completing specific health screenings and participating in fun and easy activities
- Clinical Rewards
 - Onboarding & Wellbeing Survey
 - PCP Wellness Exam
 - Comprehensive Diabetes Screenings
 - Quality Measures:
 - Childhood Immunizations (Children)
 - Vision Screening (Children)
 - Cervical Cancer Screening (Women)
 - Breast Cancer Screening (Women)
 - Cholesterol Screening (Men)
 - Colorectal Cancer Screening (Men)
 - Blood Pressure Screening (Adult)
- Focus on eating right, moving more, being well and saving smart
- Use points to shop our online rewards store
- These are not benefits and can be discontinued at any time

My Health Pays® rewards cannot be used to pay premiums or for cost sharing purposes in NM.



*Restrictions apply. Visit Member.AmbetterHealth.com for more details. Funds expire immediately after termination of insurance coverage. Rewards program is subject to change.

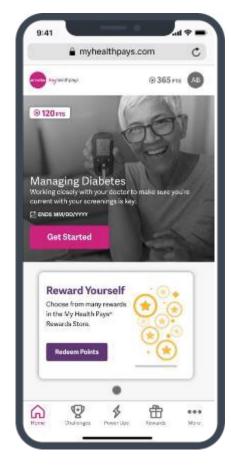




Value Added Offering (Continued) My Health Pays

Monthly Bills:

- Utilities (gas, water, electric)
- Telecommunications (Cellphone bill)
- Transportation
- Education
- Rent



My Health Pays® rewards cannot be used to pay premiums or for cost sharing purposes in NM.

*Restrictions apply. Visit Member.AmbetterHealth.com for more details. Funds expire immediately after termination of insurance coverage. Rewards program is subject to change.





Value Added Offering (Continued)

My Health Pays Rewards

NEW MEXICO				
REWARD ACTIVITIES:	POINTS	\$ VALUE		
Onboarding	500	\$50		
Annual Wellness Exam & Preventive Screenings	Up to 2000	Up to \$200		
Health Management (e.gdiabetes management)	Up to 1000	Up to \$100		
Online Activities	Up to 2000	Up to \$200		
REWARDS CAN BE USED FOR:				
Monthly Bills : Utilities (gas, electric, water), Telecommunications (cell phone bill), Transportation***, Education, Rent, Childcare				
Merchandise				
Purchases at the My Health Pays Online Store				

Visit Member.AmbetterHealth.com for more details.

* Some restrictions apply

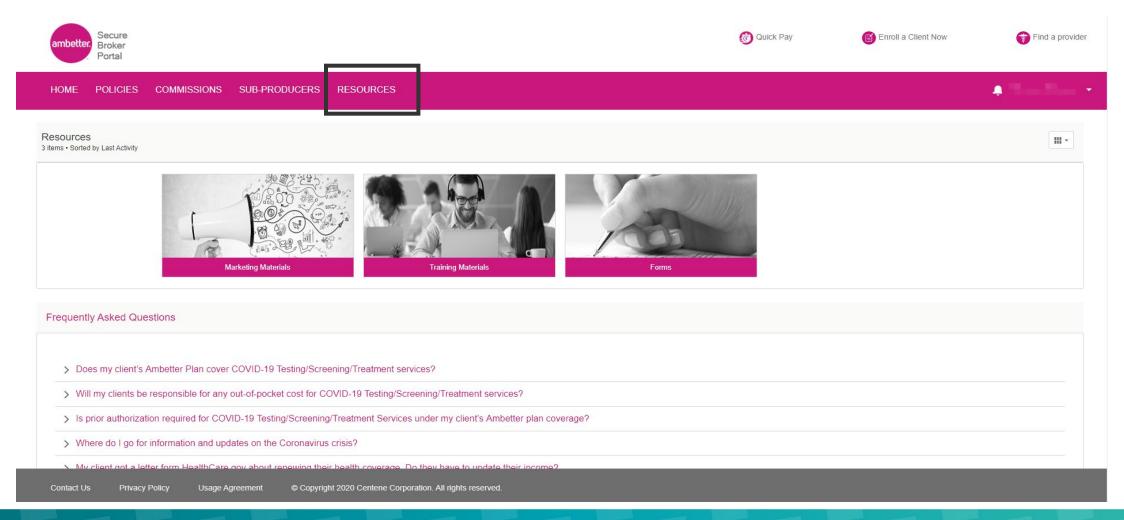


My Health Pays® rewards cannot be used to pay premiums or for cost sharing purposes in NM.



Resources for Brokers/ECs

Broker Portal Resources







Resources for Brokers/Ecs

How to Find A Provider Tool

eambetter. Log in Sign up Guide ENGLISH ~ **Ambetter Guide** Find nearby in-network care Log in for the most accurate results Search without logging in Logging in helps us find you the most accurate results Choose one of these options: for your plan. > Your home state Log in > Ambetter member ID number > Last 6 digits of your SSN Don't have a plan?



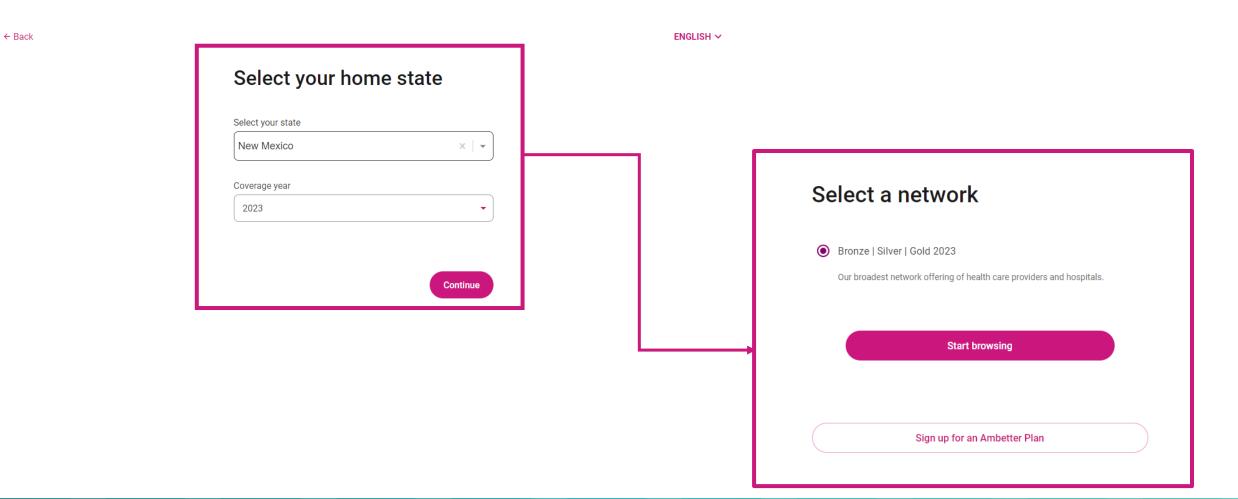
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More

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Resources for Brokers ECs

How To Find A Provider Tool







How To Find A Provider Tool

	Find Care Advanced Search Saved Providers	Sign up Log in
State: New Mexico Network	k Year: 2023 Provider Network: Bronze Silver Gold EDIT	ENGLISH 🛩

Find nearby in-network care					
Search by name, specialty, NPI, procedure (required) Primary Care Provider	×	Address, city, county, or zipcode (required)	×	Search	Advanced Search

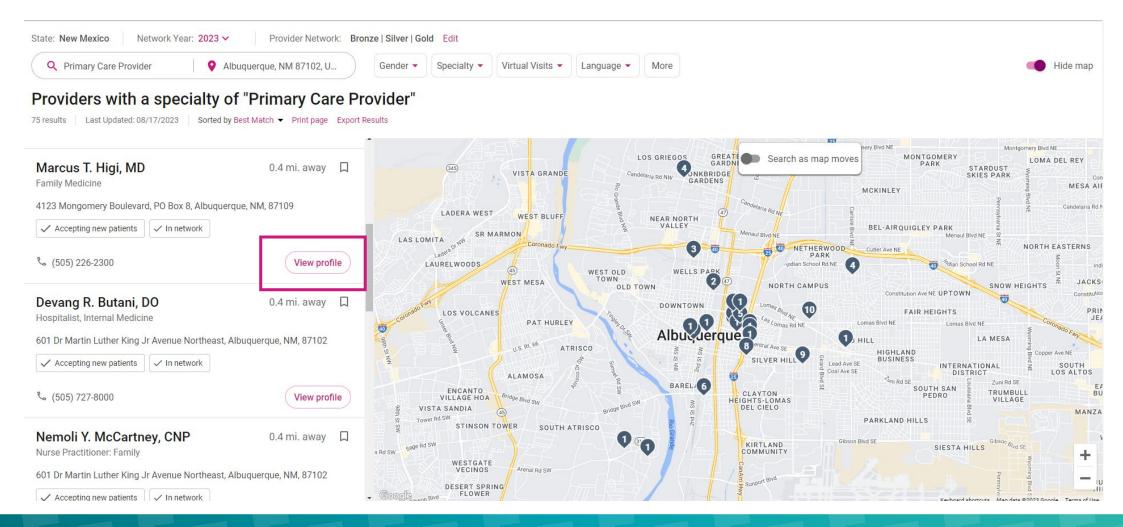
Talk to a medical professional now





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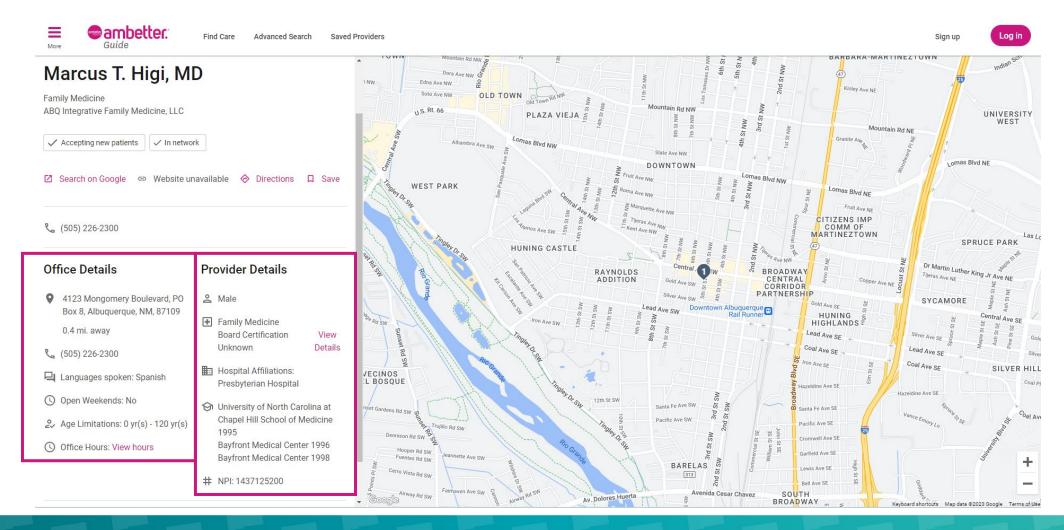
How To Find A Provider Tool





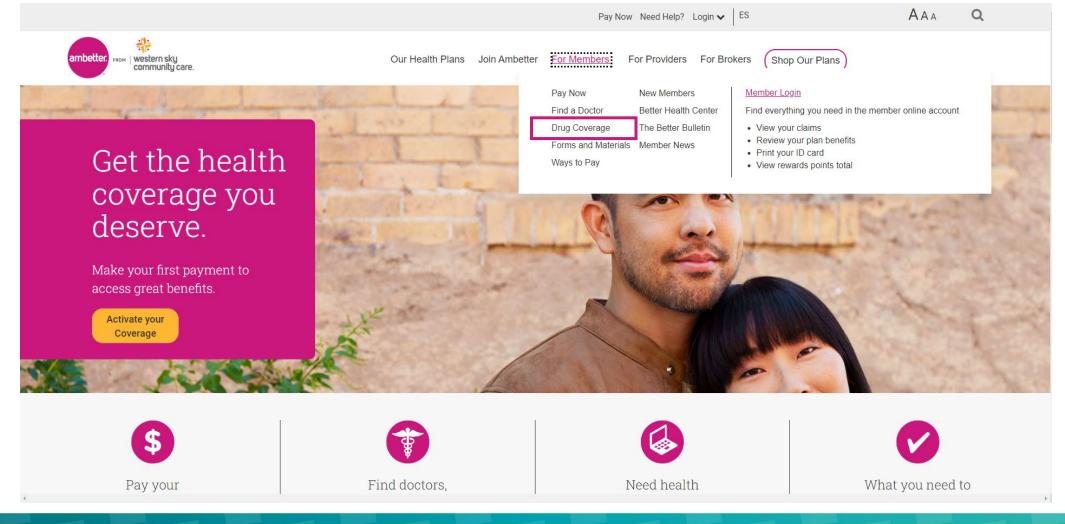
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How To Find A Provider Tool





Formulary List





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Resources for Brokers ECs Formulary List



Our Health Plans Join Ambetter For Members For Providers For Brokers

Shop Our Plans

Pharmacy Resources

We are committed to providing appropriate, high-quality, and cost-effective drug therapy to all Ambetter members.

- 2023 Formulary/Prescription Drug List(PDF)
- 2023 Formulary Changes (PDF)
- <u>2022 Preferred Drug List (PDF)</u>
- CoverMyMeds
- 90-Day Extended Supply Medications (PDF)
- Extended Day Supply Pharmacies are now listed in our Find a Provider tool
- Prescription Claim Reimbursement Form (PDF)

Non-formulary drugs and exception to step therapy requests. You have the right to request coverage for drugs not on the formulary or to request exemption to our step therapy criteria. To exercise this right, please speak to your provider. Your provider can request coverage of non-formulary drugs or an exemption to our step therapy criteria through our regular Prior Authorization process.

Save Money and Get Your Prescriptions Delivered to Your Door!

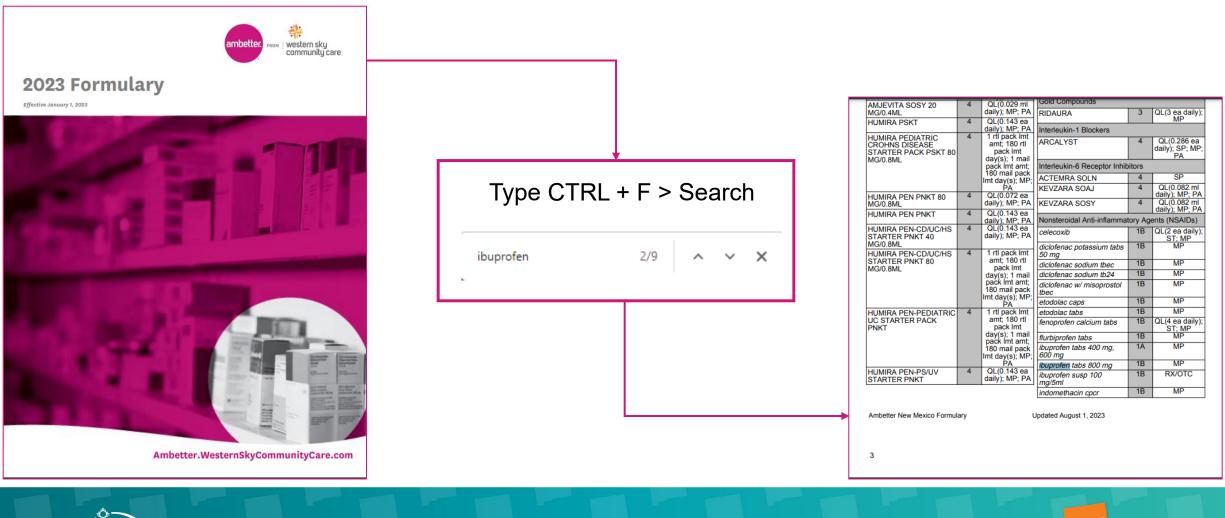
CVS Mail Order

As an Ambetter member, you can maximize your pharmacy benefits by filling your prescriptions with CVS Caremark Mail Service Pharmacy, the only in-network mail order pharmacy. Eligible members pay only 2.5x* their regular copay for a three-month fill. Delivery is free and can be to your home, workplace, or any address you choose.





Formulary List





Point of Contact for Brokers/ECs

Contact Information

Broker Sales Support:

Research_member inquiries

- Enrollment status
 - Paid to dates
 - ID card requests

Commissions

- Statement requests
- <u>Res</u>earch commission discrepancies
- EFT enrollment assistance

Broker Web Support Tool

- Education on broker web tools
- Password resets
- Troubleshooting (i.e. missing members, web tools not working properly)

Find a Provider Assistance Broker Demographic Changes Contracting follow-up

855.700.7985 Option 2 ambetterbrokers@centene.com

Broker Sales:

- Currently appointed Agency looking to contract new Agents
- Education of the commission structure and bonus programs
- Product Training and Training new Agents on Ambetter tools
- Marketing collateral request
- Open Enrollment planning and strategic development

855.700.7985 Option 3 ambettersales@centene.com

Member Services: 833.945.2029 Website: ambetter.westernskycommunitycare.com



Point of Contact for Brokers/ECs

Contact Information

Jeff Donegan - Sales Manager Phone: 602-883-3064 Email: <u>Jeffrey.H.Donegan@centene.com</u> Darren Colledge - Account Executive III Phone: 602-883-3032 Fmail: Darren.M.Colledge@centene.com Megan Walsh – Account Executive II Phone: 312-619-3094 Email: <u>Megan.Walsh@centene.com</u> Paulina Vasquez – Account Executive II - Phone: 480-482-4134 Email: Paulina.Vasquez@centene.com Grace LaFrossia – Account Executive II - Phone: 619-541-3632 Email: Grace.LaFrossia@centene.com



Contact Information

Website: <u>ambetter.westernskycommunitycare.com</u> Member Services: 833-945-2029

The benefits, rates and costs in these advertisements are available. A person should not send money to the issuer of the health benefit plan in response to the advertisement. A person cannot obtain coverage under the health benefit plan until the person completes an application for coverage. This policy has exclusions, limitations, reduction of benefits, and terms under which the policy may be continued in force or discontinued. This policy has provisions relating to renewability, cancellability, and termination. For costs and complete details of the coverage, call or write your insurance producer or the company, whichever is applicable.



Questions?



Presbyterian Health Plan, Inc.

Lenore Foreman, Account Manager

Who We Are **PRESBYTERIAN** Health Plan, Inc.

- Founded in New Mexico in 1908, Presbyterian Healthcare Services is a locally owned healthcare system of nine hospitals, a medical group, and a health plan.
- Presbyterian's health system serves New Mexico residents in our clinics, hospitals, and as members of our health plan.
- Owned by Presbyterian Healthcare Services, Presbyterian Health Plan, Inc. was formed in 1985.
- Sources: Presbyterian Health Plan membership data as of June 2023 and <u>www.phs.org</u>



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Who We Are PRESBYTERIAN Health Plan, Inc.



Our Integrated System

As part of an integrated healthcare system, Presbyterian offers patients throughout New Mexico access to dedicated primary care providers, as well as highly specialized care, including cancer care, heart and vascular care, and behavioral health.

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Standardized and Turquoise Plans

What is a Standardized Plan?

- A Standardized Plan offers consumers a simplified and streamlined shopping experience. Standardized Plans are designed to improve cost predictability and encourage use of certain high-value health services, such as primary care, by lowering out-of-pocket costs for those services.
 - **Source:** beWellnm Standardized Health Plan Requirements for the PY2024, pg. 1

• What is a Turquoise Plan?

• A Turquoise Plan, or State Out-of-Pocket Assistance (SOPA) plan, is designed to reduce cost-sharing, or out-of-pocket costs. Turquoise plans have lower out-of-pocket maximums, deductibles, copayments, and coinsurance applied to essential health benefits (EHB) provided by in-network providers, compared to the base plan. For PY2024, there are 3 levels of Turquoise plans: Level 1 and Level 2 for Silver Plans, and Level 3 for Gold Plans. The beWellnm application will automatically apply the correct variant based on the consumer's income. For PY2024, the maximum out-of-pocket limit for Turquoise Plans cannot exceed \$500 (\$1,000 for families) for households up to 150% Federal Poverty Limit (FPL), and \$3,150 (\$6,300 for families) for households between 150.01-300% FPL.

• Source: beWellnm Essentionals PY2024 training, Lesson 4, Part 3 - Understanding Eligibility

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2024 Plan Offerings PRESBYTERIAN Health Plan, Inc.



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Plan Offerings PRESBYTERIAN Health Plan, Inc.

- The Clear Cost Plans Clear Cost Gold Plan, Clear Cost Gold Plan– Limited Service Area, Clear Cost Silver Plan, and Clear Cost Silver Plan – Limited Service Area
 - Standardized Plans
 - Easily comparable with cost predictability
 - Pediatric Vision
 - Low out-of-pocket costs for services (i.e., copays)
 - Encourages Primary and Preventive Care
 - Offered in both of our networks
- Source: beWellnm Final Proposed Standardized Health Plan Requirements

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Additional Plan Benefits PRESBYTERIAN Health Plan, Inc.

- The Non-Standardized Plans Gold Select w/GYM Limited Service Area, Gold+ w/TytoHome and GYM – Limited Service Area, Silver Qualified HDHP Plan w/GYM, Silver 5000 w/GYM, Silver Select 5000 w/GYM – Limited Service Area, Silver Select 7000 w/GYM – Limited Service Area, Bronze Select 6800 w/GYM – Limited Service Area and Bronze 9450 plan w/GYM plans include:
 - Free Gym/Fitness Center Membership
 - Adult and Pediatric Vision
 - Talk Space
 - Assist America*
 - TruHearing*

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*Disclaimer: Value added products and services are not insurance benefits and may be discontinued at any time.



Services PRESBYTERIAN Health Plan, Inc.

- All plans include:
 - Telehealth
 - Pres RN Nurse Advice Line
 - Clickotine
 - Wellness at Work Platform
 - Mail Order Pharmacy Service
 - Local Customer Service
 - myPRES
 - MyChart
 - Personalized Provider Directory









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Service Areas **PRESBYTERIAN** Health Plan, Inc.

Plan options for residents of any New Mexico County.

- These plans use the Individual and Family or Group HMO/POS network:
 - Clear Cost Gold Plan
 - Clear Cost Silver Plan
 - Silver Qualified HDHP Plan w/GYM
 - Silver 5000 w/GYM
 - Bronze 9450 plan w/GYM

Limited Service Area plan options for residents of Bernalillo, Sandoval, Valencia, Torrance, and Santa Fe Counties.

- Limited Service Area plans use the Individual Select HMO network:
 - Clear Cost Gold Plan– Limited Service Area
 - Gold Select w/GYM Limited Service Area
 - Gold+ w/TytoHome and GYM Limited Service Area
 - Clear Cost Silver Plan Limited Service Area
 - Silver Select 5000 w/GYM Limited Service Area
 - Silver Select 7000 w/GYM Limited Service Area
 - Bronze Select 6800 w/GYM Limited Service Area

The benefit information provided is a brief summary, not a comprehensive description of benefits, limitations and/or exclusions. For more information, contact us1-866-869-7737 or refer to the Subscriber Agreement and/or Summary of Benefits Coverage, which can be found online at <u>www.phs.org/formsanddocuments</u>. Learn more about Presbyterian's Nondiscrimination Notice and Interpreter Services - https://www.phs.org/Pages/nondiscrimination.aspx

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Service Areas **PRESBYTERIAN** Health Plan, Inc.

Individual and Family <u>or</u> Group HMO/POS network



Medical Group



Limited Service Area plans use the Individual Select HMO network:





And many more, use our Provider Directory to search provider groups and independent providers in both networks online at <u>www.phs.org/find-a-doctor</u>

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Point of Contact for Brokers/ECs PRESBYTERIAN Health Plan, Inc.

Lenore Foreman

- Individual Plan Account Manager
- Phone: (505) 923-8537
- Email: Iforeman@phs.org
- Karen Bailey
 - Broker Operations Manager
 - Email: Producerinfo@phs.org

- Individual and Family Plans Sales Contact Center
 - Phone: 1-866-869-7737, option 4 (toll-free)
 - Email: <u>iplan@phs.org</u>
 - Website: <u>www.phs.org/iplan</u>

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The Egg PRESBYTERIAN Health Plan, Inc.

OUR PURPOSE

Presbyterian exists to ensure all of the patients, members and communities we serve can achieve their best health.

OUR VISION

Earning the letter through the Presbyterian Promise:

Dear Presbyterian, Thank you for respecting me as an individual and supporting my health journey by providing compassionate, safe, high-quality care and coverage. Presbyterian makes healthcare easy and affordable for me and my family.

- Patients and Members

OUR CULTURE

How we work matters here. Built on a legacy of CARES Commitments, together, we create a reliable and just culture where every person belongs, contributes, feels safe, is respected and experiences joy. We value trust, communication and each individual's dignity and well-being. We are One Presbyterian – a diverse, connected community where teamwork makes the difference.

OUR STRATEGY

Create an easier, better way for patients and members to achieve their best health by integrating and innovating healthcare and health coverage. We will lead the nation in better health and healthcare by delivering the **Promise** to patients and members, supporting our workforce to **Thrive**, and committing to **Grow** in and outside of New Mexico.

A PRESBYTERIAN

Presbyterian exists to ensure all of the patients, members and communities we serve can achieve their best health.

Since 1995, the Egg has helped guide our decisions and connected us to our purpose at Presbyterian. This updated Egg will continue to guide us through the challenges and opportunities of a new era, with fresh thinking and a focus on what is most important – helping our patients and members achieve their best health.

Reminder: Brokers must be contracted and appointed with all of the carriers offering health plans through beWellnm for Plan Year 2024.

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Questions?



United Healthcare of New Mexico, Inc.

Timothy Patterson, Market and Sales Manager

Who We Are

Help people live healthier lives and to help make the health system work better for everyone

- We believe we have a distinctive role to play in the transformation that is underway in the nation's health to shape a more sustainable health system for the future. That's why we are strategically addressing these key factors to help lead the way forwards by offering:
 - Affordable coverage: we make health coverage more affordable by taking costs out of the system
 - **High quality**, **supported care**: we will transform care be delivering high quality care that supports the member at every point on the care journey

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Service Areas

- Statewide Entry
 - Albuquerque(Rating Area-1)
 - Farmington (Rating Area-2)
 - Dona Ana (Rating Area-3)
 - Santa Fe (Rating Area-4)
 - Rural New Mexico (Rating Area-5)

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Plan Feature/Service	Silver Value	Silver Advantage	Gold Value	Gold Advantage	Silver Clear Cost	Gold Clear Cost
Annual Deductible (Individual)	\$4,250	\$2,500	\$1,500	\$950	\$5,000	\$3,000
Annual MOOP (Individual)	\$9,450	\$9,450	\$9,000	\$7,000	\$8,950	\$5,300
Default Coinsurance	40%	30%	20%	20%	N/A	N/A
PCP Office Visit	\$40	\$65	\$25	\$20	\$50	\$20
Specialist	\$85	\$110	\$50	\$50	\$100	\$60
ER	40% 🗸	\$1,000	20% 🗸	20% 🗸	\$300 🗸	\$150 √
Urgent Care	\$50	\$65	\$35	\$35	\$100	\$60
Inpatient Hospitalization	40% 🗸	30% 🗸	20% 🗸	20% 🗸	\$300 🗸	\$150 √
Mental Health Office Visit	\$0	\$0	\$0	\$0	\$0	\$0
Surgery - Outpatient	40% 🗸	30% 🗸	20% 🗸	20% 🗸	\$300	\$125
Lab Testing – Outpatient (Office)	\$15	\$10 🗸	\$10	\$10	\$100	\$60
Lab Testing – Outpatient (Hospital)	\$75	\$100 ✓	\$100	\$65	\$100	\$60
X-Rays and Diagnostic Imaging (Office)	40% 🗸	30% 🗸	20% 🗸	\$65	\$100	\$60
X-Rays and Diagnostic Imaging (Hospital)	50% 🗸	50% 🗸	40% 🗸	\$100	\$100	\$60
Major Diagnostic (Office)	40% 🗸	30% 🗸	20% 🗸	\$210	\$100	\$60
Major Diagnostic (Hospital)	50% 🗸	50% ✓	40% 🗸	\$350	\$100	\$60
Prescription Drug – Rx Tier 2 (Generic)	\$3	\$3	\$3	\$1	\$35	\$20
Prescription Drug – Rx Tier 3 (Non- preferred Generic, Preferred Brand)	\$30 ✓	\$60 ✓	\$50	\$45	\$50	\$30
Prescription Drug – Rx Tier 4 (Preferred Specialty Drugs)	40% 🗸	40% 🗸	37% 🗸	30% ✓	\$100	\$75
Prescription Drug – Rx Tier 5 (Non- Preferred Brand)	40% 🗸	40% 🗸	37% 🗸	30% ✓	\$250 ✓	\$100 🗸
Prescription Drug – Rx Tier 6 (Non- Preferred Specialty Drugs)	50% 🗸	50% 🗸	50% 🗸	40% 🗸	\$250	\$190

PY2024 Offerings

- Turquoise plans are health plans that have state out-ofpocket assistance (SOPA) applied to reduce out-ofpocket costs for consumers. In plan year 2024, each Turquoise variant will closely resemble the general features of its standard variant.
- Clear Cost plans are required standardized plans that New Mexico requires all issuers to offer. These plans are available on the Gold and Silver metal tiers and have a mostly all-copay structure.

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Check (\checkmark) indicates that this benefit is subject to the annual deductible.



Plan Details

- \$0 Virtual Urgent Care (Does not apply to Clear Cost Plans)
- \$3 or less Tier 2 (Generic) Rx (Does not apply to Clear Cost Plans)
- \$20 or less labs on all Silver Value, Gold Value, and Gold Advantage + variants
- \$0 insulin on all Silver Value and Advantage and Gold Value and Advantage + variants
- Digital Fitness Access + Member Incentives

**These value-added benefits could be discontinued at any time.

*This policy has exclusions, limitations, reductions of benefits, and terms under which the policy may be continued in force or discontinued. For costs and complete details of the coverage, review your plan documents, call, or write your insurance agent or the company, whichever is applicable. Plan specifics and benefits vary by coverage area and by plan category. Please review plan details to learn more.

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- Access to a suite of tools and resources through Jarvis
- Stay up-to-date with relevant news and other key information
- Access your book of business and search for application status
- Access age-in reports (turning 26 and turning 65)
- Use quick links to access helpful resources such as the Jarvis getting started guide, agent toolkit and more
- Need Help? Use the Producer Help Desk's (PHD) contract information or click "PHD Chat" to start a live chat session for assistance

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Point of Contact for Brokers/ECs

Timothy Patterson, Market Sales Manager Email: timothy_patterson@uhc.com Phone: (952) 908-8864



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Closing Notes

Remember to contract with United Healthcare to offer Individual and Family plans in New Mexico for plan year 2024.

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Reminder

Brokers must be contracted and appointed with all of the carriers offering health plans through beWellnm for Plan Year 2024.

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Questions?



Blue Cross Blue Shield New Mexico

Manuel Gelabert, Sr. Producer Sales Consultant

Before We Get Started...

- This presentation focuses on topics related to the individual market and onexchange plans.
- This presentation, and the information contained within it, is current as of September 22. It is subject to change based on subsequent federal and state laws, regulations and guidance.
- This presentation, and the information contained within it, is being shared for informational purposes only. It does not constitute legal, compliance or tax advice. If brokers, agents, or enrollment counselors have questions, they should contact their legal, compliance or tax professionals.
- This information is preliminary in nature and is being shared for educational and training purposes only. It may not be used for any other purposes, including marketing.

This presentation is for educational and training purposes only. The policies mentioned contain exclusions, limitations, and terms under which they may be continued in force or discontinued. For costs and complete details of the coverage, please contact your broker or Blue Cross and Blue Shield of New Mexico (BCBSNM).

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Who We Are...



- We're Not Going Anywhere...
 - Blue Cross and Blue Shield of New Mexico has been serving New Mexico communities for more than 80 years
 - We offer statewide HMO plans
 - We have **59** of New Mexico's hospitals in our HMO network



Who We Are...

- And we're not standing still
 - When it comes to change, Blue Cross and Blue Shield of New Mexico (BCBSNM) has the infrastructure, expertise, and personnel to assess plan design, analyze the market and competition, meet consumer needs and implement regulations when needed.
 - What guides Blue Cross and Blue Shield of New Mexico through change? Our dedication to expanding access to high quality, costeffective health care and to equipping our members to make the best health care decisions for themselves and their families.
 - Since Blue Cross and Blue Shield of New Mexico is customer owned, we can approach the critical issues affecting health care financing, access and delivery with a balanced, long-term perspective.





2024 BCBSNM Highlights

- ALL PLANS ARE RENEWING: All of our existing QHP plans will be renewed
- NEW PLANS: STANDARDIZED SILVER AND GOLD
 - Clear Cost Silver Plan
 - Clear Cost Gold Plan
- SOPA PLANS:
 - The Clear Cost Silver Plan has two SOPA variants
 - Clear Cost Turquoise 1
 - Clear Cost Turquoise 2
 - The Clear Cost Gold Plan has one SOPA variant
 - Clear Cost Turquoise 3

Clear Cost Plans are brand new health plans that all insurers on beWellnm must offer starting in 2024. Clear Cost Plans have predictable copays and cover most services without a deductible. Every insurer now offers Clear Cost Plans with the same out-of-pocket costs for most covered services, making it easier to compare important differences, like which doctors and medications are covered.

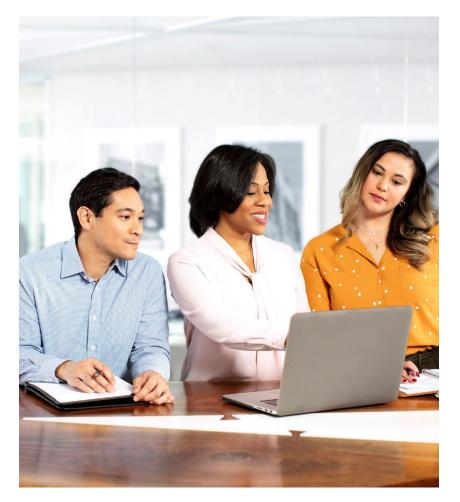
Turquoise variants are the OSI prescribed cost share reduction plans. For on-exchange gold plans, issuers must offer a CSR/Turquoise variant with an 85% AV. For on-exchange silver, issuers must offer a 96% and 99% to replace the 87% and 94% CSRs typically found on silver plans.

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Actuarial Expertise in the Market = Rate Stability



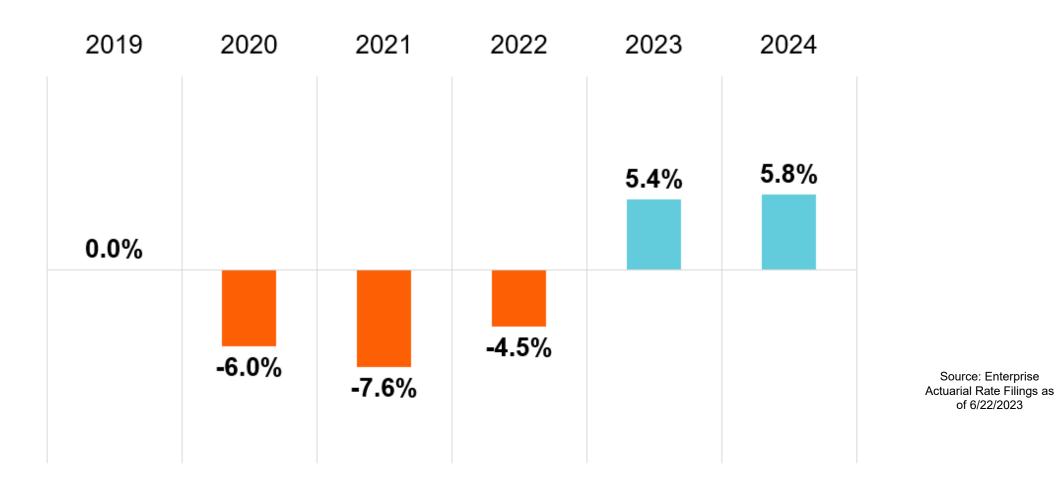
- Rates fluctuate due to various factors, but our commitment to providing you with access to high-quality, affordable healthcare coverage remains our top priority
- Our rate increases have stayed under 6% in PY2023 and PY2024
 - BCBSNM's rate increases of under 6% represent an average across all rating areas weighted by population

PY 2023 Source: www.healthinsurance.org/health-insurance-marketplaces/new-mexico/





Rate Stability (PY2019 to PY 2024)





BCBSNM 2024 On-Exchange Plans

Blue Community Silver HMO

- Silver Plan deductibles range from \$75-\$5,500
- Primary Care office visit copayments range from \$5-\$70
- Free MDLIVE[®] virtual visits

Blue Community Gold HMO

- Gold Plans deductibles ranging from \$750-\$3,000
- Primary Care Office visit copayments range from \$15-\$35
- Free MDLIVE virtual visits

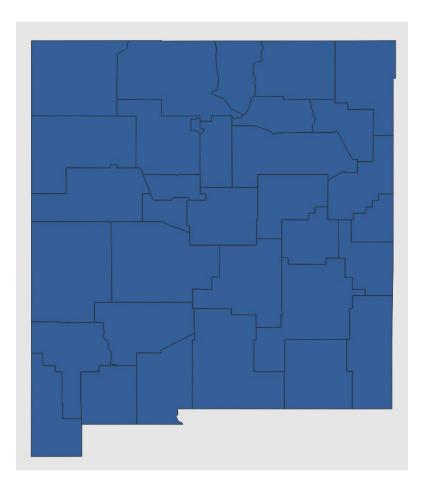




Blue Community HMO NetworkSM

- Statewide network
- Hospitals include acute care, behavioral health, rehabilitation, skilled nursing and long-term acute care hospitals
- Professionals include PCPs, BH and specialists; unique providers only
- Includes contracted providers within 100 miles of NM border (updated OSI guidelines)

Source: Network status as of 6/23/2023. Hospitals: contracted facilities in NM and contiguous Counties within 100 miles of the NM border (include acute care, BH, long-term acute care, skilled nursing, and rehabilitation); Providers: PCPs, BH, and specialist in NM and contiguous Counties within 100 miles of the NM border. Professional counts reflect unique providers only.







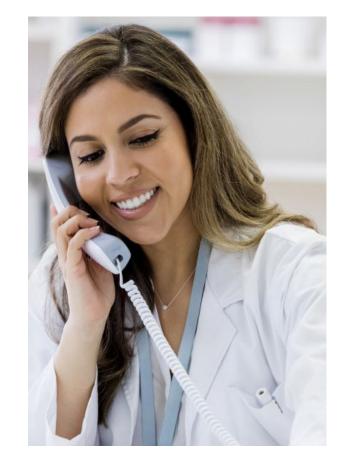
Blue Community HMO Network

Market	Key Hospitals
Albuquerque	Lovelace (Downtown/Westside/Women's) UNM Hospitals
Rio Rancho	UNM Sandoval Regional Medical Center
Santa Fe	CHRISTUS St. Vincent Regional Medical Center
Farmington	San Juan Regional Medical Center
	Memorial Medical Center Mountainview Regional Hospital Three Crosses Regional Hospital
Las Cruces	
	ork participation status current as of 6/14/2023. Participation is subject to change.
PROPRIETARY AND CONFIDENTIAL This information is	preliminary in nature and is being shared for educational and training purposes only. It may not be used for any other purposes, including marketing.
	Eastern NM Medical Center Lovelace Regional Hospital

Blue Community HMO Network

Additional Hospitals

Alamogordo | Gerald Champion Regional Artesia | Artesia General Hospital **Clayton** | Union County General Hospital **Gallup** | Rehoboth McKinley Hospital **Grants** | Cibola General Hospital Las Vegas | Alta Vista Regional Hospital Los Alamos | Los Alamos Medical Center Lovington | Nor Lea General Hospital Raton | Miners Colfax Medical Center Santa Rosa | Guadalupe County Hospital **Silver City** | Gila Regional Medical Center **Taos** | Holy Cross Hospital Truth or Consequences | Sierra Vista Hospital



Network participation status current as of 6/14/2023. Participation is subject to change.





Prescription and Pharmacy

Preferred Pharmacies

Albertsons Independent Pharmacies Walgreens Walmart Sam's Club

Retail stores in the Preferred Pharmacy Network offer members prescriptions with a lower possible cost-share amount. Pharmacies in the Preferred Pharmacy Network are subject to change. 5-Tier and 6-Tier prescription benefit structure drives utilization toward preferred generic, preferred brand and preferred specialty prescriptions

 Generic, brand and specialty drugs each have preferred and nonpreferred benefit levels

• Pharmacies fall into 3 categories:

- 1. Preferred pharmacies (listed to the left): Over 200+ throughout NM
- 2. Non-preferred, but still in network. Member cost share may be higher when using a Non-preferred pharmacy than when using a Preferred pharmacy.
- 3. Out of network pharmacies. There is no benefit when members use out of network pharmacies.
- 90-day supply: Options for obtaining a 90-day supply of medications are available at 3x the 30-day retail copay from a Preferred Network pharmacy and from mail order
- Specialty Pharmacy Program: Self-administered products are standardly covered under the pharmacy benefit while physician-administered products are covered under the medical benefit





5-Tier and 6-Tier Design

5-Tier	6-Tier		
Generic	Preferred Generic		
Preferred Brand	Non-Preferred Generic		
Non-Preferred Brand	Preferred Brand		
	Non-Preferred Brand		
Preferred Specialty	Preferred Specialty		
Non-Preferred Specialty	Non-Preferred Specialty		



MedsYourWay®

- MedsYourWay is a systematic program that allows pharmacies to process claims for a specific set of medications with an automatic price comparison. Members will pay the lower price between a participating drug discount card (DDC) or their plan benefit cost share at the point of sale
 - This program does not include all retail pharmacies and is not available for mail order
 - Member level opt-out is available

Example: Current State	Example: Future State
Member searches for lower costs on covered medication using DDC	Member presents BCBS insurance card at the retail pharmacy
Member presents DDC at the retail pharmacy to obtain lower price for	 MedsYourWay automatically searches available discounts and applies the
covered medication	DDC cost or member cost share per benefits - whichever is lower
Money paid out of pocket by the member for the medication is not credited	Money paid out of pocket by the member for the medication is credited to the
to member accumulators	member accumulators
 We do not have visibility to claims where DDC is utilized 	 We have visibility to claims where DDC is utilized

Market Segment Impact	State Impac t	Effective Date
MedsYourWay® is not insurance. It is a drug discount card program that compares the plan cost share amount and then applies the lower available price. MedsYourWay	drug discount card Is administered by	price for an eligible medication at participating in-network retail pharmacies to the member's benefit Prime Therapeutics, LLC. Not all retail pharmacies may participate with MedsYourWay® pricing.





Additional Benefits: Telemedicine Benefits

- Member cost share for telemedicine visits are the same as in-person visits.
 - For example, if a member's cost share is \$35 for a PCP office visit, the telemedicine services cost share would be the same.
- Members will be able to access their medically necessary, covered benefits through local network providers who deliver services through telemedicine.
- Members will have to contact providers to determine if they offer telemedicine visits.
- Telemedicine visits are not limited to any particular provider type as it is a site of care.



Additional Benefits: Virtual Visits from MDLIVE®

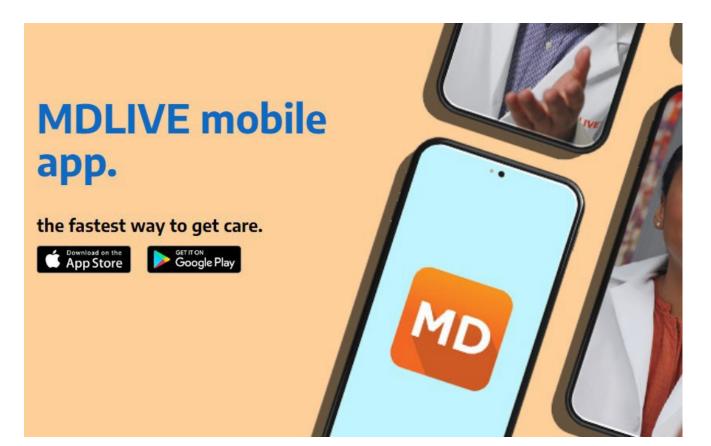
- MDLIVE is our non-emergency urgent care, behavioral health, dermatology, and virtual primary care solution (on demand or by appointment)
 - Members may select an MDLIVE PCP as their provider
- Members have convenient access to care, from redirection away from Emergency Room and Urgent Care visits
- Enables members to visit with a board-certified doctor or therapist by phone, online video or mobile app
- Behavioral Health Services: therapists by phone, video or mobile app 24/7/365





Additional Benefits: Virtual Visits from MDLIVE®

- Fast, hassle-free care from board-certified doctors and licensed therapists
 - Members can access MDLIVE providers via an app:
 - Google Play rating: 4.6/5 with 9,000+ reviews and 500,000+ downloads
 - Apple's App Store rating: 4.7/5 with 78,000+ reviews and 2,000,000+ downloads



For providers licensed in New Mexico and the District of Columbia, Urgent Care service is limited to interactive online video; Behavioral Health service requires video for the initial visit but may use video or audio for follow-up visits, based on the provider's clinical judgment. Behavioral Health is not available on all plans. MDLIVE is a separate company that operates and administers Virtual Visits for Blue Cross and Blue Shield of New Mexico. MDLIVE is solely responsible for its operations and for those of its contracted providers. MDLIVE[®] and the MDLIVE logo are registered trademarks of MDLIVE, Inc., and may not be used without permission. Blue Cross[®], Blue Shield[®] and the Cross and Shield Symbols are registered service marks of the Blue Cross and Blue Shield Association, an association of independent Blue Cross and Blue Shield Plans.





Additional Benefits: Virtual Visits from MDLIVE®

Availability

Ages

- Medical: All ages
 - Urgent Care
 - Virtual Primary Care
- Virtual Primary Care: 18+
- Dermatology: All ages
- Behavioral Health: 10+

Languages Available

- MDLIVE website available in English and Spanish
- National network of providers who speak a variety of languages
- Translation services available by contacting MDLIVE's call center

24/7/365

• Service availability is dependent upon where the member is physically located at the time of the consultation

Types of Care Available

Virtual Primary Care (new)

 Routine care for chronic conditions (e.g., Type 2 diabetes, high blood pressure)

Dermatology (new)

 Thousands of hair, skin, and nail conditions (e.g., acne, skin infections, suspicious spots and moles)

Behavioral Health (plan specific)

 e.g., depression and anxiety, stresses of everyday life, and marital challenges

Urgent Care

• e.g., allergies, cough, COVID-19, and UTIs

Seamless Access

Access MDLIVE portal from

- Blue Access for Members
- Mobile App
- Integrated with Provider Finder®

Warm transfers from

- BCBSNM Health Advocates
- BCBSNM Customer Advocates
- 24/7 Nurseline

Prescriptions can be sent to the member's pharmacy of choice. Controlled substances for more than a 30-day supply of prescription drugs are not available.





2024 Stand-Alone Dental QHPs

- Members changing health plans for 2024 with a dental policy need to re-enroll for dental
- When enrolling or re-enrolling a member in medical coverage, review dental coverage carefully
- Our new BlueCare DentalSM 1C plan features the lowest rates

BlueCare DentalSM 1A & BlueCare Dental 4 KidsSM 1A:

- 100% coverage on most preventive services with innetwork dentists
- Low \$25 deductible for innetwork services
- Savings on all dental procedures up to annual \$1,500 max; unlimited annual max on BlueCare Dental 4 Kids 1A

BlueCare DentalSM 1B & BlueCare Dental 4 KidsSM 1B:

- Lower monthly premium (compared to 1A plans)
- Most preventive services at in-network dentists covered at 90% under BlueCare Dental and at 80% under BlueCare Dental 4 Kids
- \$50 deductible for in-network services
- Savings on all dental procedures up to annual \$1,000 max; unlimited annual max on BlueCare Dental 4 Kids 1B

BlueCare Dental 1C:

- Lowest monthly premium (compared to 1A and 1B plans)
- 80% coverage on most preventive services provided by in-network dentists
- \$50 deductible for in-network services
- Savings on all dental procedures up to annual \$1,000 max

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2024 Stand-Alone Dental QHPs: In Network Benefits

Benefits	BlueCare Dental ^{sм} 1A High Family Plan ¹	BlueCare Dental 4 Kids ^s ™ 1A High Pediatric Plan⁴	BlueCare Dental ^s 1B Low Family Plan¹	BlueCare Dental sM 4 Kids sM 1B² Low Pediatric Plan	BlueCare Dental ^{sм} 1C Low Family Plan		
Individual Deductible (Family deductible equals 3 times individual)	\$25	\$25	\$50	\$50	\$50		
Annual BenefitMaximum	\$1,500 ²	N/A	\$1,000 ²	N/A	\$1,000 ²		
Diagnostic Evaluations	no charge ³	no charge ³	10% ³	20%3	20% ³		
Preventive	no charge ³	no charge ³	10% ³	20%3	20% ³		
Diagnostic Radiographs	no charge ³	no charge ³	10% ³	20%3	20% ³		
Miscellaneous Preventive Services	20%	20%	10%	20%	20%		
Basic Restorative	20%	20%	30%	50%	50%		
Non-Surgical Extractions	20%	20%	30%	50%	50%		
Non-Surgical Periodontal	20%	20%	30%	50%	50%		
Adjunctive Services	20%	20%	30%	50%	50%		
Endodontics	20%	20%	50%	50%	50%		
Oral Surgery	20%	20%	50%	50%	50%		
Surgical Periodontal	20%	20%	50%	50%	50%		
Major Restorative	50%	50%	50%	50%	50%		
Prosthodontics	50%	50%	50%	50%	50%		
Miscellaneous Restorative & Prosthodontics Services	50%	50%	50%	50%	50%		
Orthodontics ⁶ (up to age 19)	50% ⁵	50% ⁵	50% ⁵	50%5	50% ⁵		
Out of Pocket Maximum	Applies to Pediatric Plans Only						

Out-of-Pocket Maximum

Applies to Pediatric Plans Only SMDental 1A, refer to BlueCare Dental 4 KidsSM 1A for plan details for depandents under age 18 K shoosing Blue Wal benefit maximum does not combute recent DentalSM 1B, refer to BlueCare Dental 4 KidsSM 1B for plan Care Dental™ 1B, relet to buecate bottom..... Idren or medically necessary orthodontia for members up to age 19.-





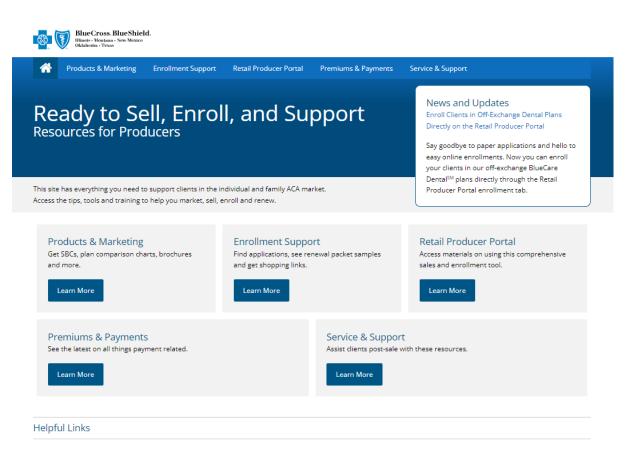
2024 Schedule of Benefits: 4 Kids 1B Plan

Program Basics	Participating Dentist	Out-of-Network Dentist **		
Annual Maximum Benefit	Unlimited	Unlimited		
Out-of-Pocket Maximum	1 Child = \$400 2+ Children = \$800	None		
Deductible (In/Out-of-Network accumulate together)	\$50 Individual / \$150 Family	\$50 Individual / \$150 Family		
Covered Services				
Diagnostic Evaluations	20%, (Deductible waived)	40%, (Deductible waived)		
Preventive Services	20%, (Deductible waived)	40%, (Deductible waived)		
Diagnostic Radiographs	20%, (Deductible waived)	40%, (Deductible waived)		
Miscellaneous Preventive Services	20%, after Deductible	40%, (Deductible waived)		
Basic Restorative Services	50%, after Deductible	70%, after Deductible		
Non-Surgical Extractions	50%, after Deductible	70%, after Deductible		
Non-Surgical Periodontal Services	50%, after Deductible	70%, after Deductible		
Adjunctive Services	50%, after Deductible	70%, after Deductible		
Endodontic Services	50%, after Deductible	70%, after Deductible		
Oral Surgery Services	50%, after Deductible	70%, after Deductible		
Surgical Periodontal Services	50%, after Deductible	70%, after Deductible		
Major Restorative Services	50%, after Deductible	70%, after Deductible		
Prosthodontic Services	50%, after Deductible	70%, after Deductible		
Miscellaneous Restorative and Prosthodontic Services	50%, after Deductible	70%, after Deductible		
Implants	Not Covered	Not Covered		
Orthodontics 1	50%, (Deductible waived)	70%, (Deductible waived)		



Resources for Brokers/ECs: Producer Readiness Microsite

- Everything you need, all in one place
 - Medical and dental brochures
 - Plan comparison charts
 - Summaries of benefits and coverage (each with a link to the associated benefit booklet)
 - Sizzle sheets
 - And more







Resources for Brokers/ECs: Producer Supply Portal

- Customized materials on demand
 - Access marketing materials for
 - Under 65 ACA Market
 - Over 65
 - Medicare Supplement
 - Medicare Advantage with Prescription Drugs (MAPD)
 - Prescription Drug Plans (PDP)
 - Digital only and print files available



lueCross. BlueShield

WELCOM

ortal is dedicated to making your supply order process as easy as possibl

or new portal users: A temporary password will be emailed to you once your access has been activated.	
you are a BCBS Producer/Agent, you must use your complete nine (9) digit BCBS producer/agent ID number as your user name.	
Il other users must use your first initial and last name (all lower-case), ie: Betty Bluebear would be bbluebear as your user name.	
our user name along with the temporary password provided to you can gain access to our complete library of available materials.	
le ve kept the process simple, but if you have any questions related to the supply portal, please feel free to contact us at 888.655-1357 or email us at	
cbssupport@summit.dm.com.	
I other inquiries should be sent to the Producer Hotline at <u>emsalessupport@bcbstk.com</u> .	
TTENTION! Producers/Agencies are required to complete the annual HCSC Medicare Certification and Training program prior to marketing, selling	
r servicing Blue Cross MedicareRx (PDP) SM and Blue Cross Medicare Advantage (MAPD) SM plans/products. Producers/Agencies are only able to	
ccess supplies once the certification training has been completed. To access the certification training, please visit hcsc.cmpsystem.com for details.	
he 2022 & 2023 certification curricula are available.	
elcome to the Blue Cross and Blue Shield Producer Supply Portal. For newly certified producers, this is the tool you can use to download sales and	
nrollment kits for:	
Medicare Advantage Plans	
Medicare Part D Prescription Drug Plans	
Medicare Supplement Plans	
hank you!!	





Resources for Brokers/ECs: Blue Access for ProducersSM (BAPSM)

- Tools available to keep you on track
 - Commission statements
 - Product information
 - Downloadable forms
 - Producer news and updates





Individual and Family Plans

We want to do everything possible to make sure your customers become our members. That's why we have a variety of plans and programs to meet the unique needs of individuals and families, whether just starting out, starting a family or starting planning for retirement. Let us help you find the right plan, with the tools that make it easy for them to shop, enroll and start using their benefits.

Explore Our Plans





Point of Contact for Brokers/ECs

For any questions, please reach out to Senior Producer Sales Consultant, Manny Gelabert at

manuel_Gelabert@bcbsil.com

Contacts for Producers						
Pre-Sale Support	866-446-5685					
Post-Sale Support	888-222-0572					
Producer Service Center	855-782-4272					
Customer Service	866-236-1702					
beWellnm Help Desk	833-862-3935					

Please do not share contact details with consumers.





Questions?



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Molina Healthcare

Gene Wedgeworth, Marketplace Sales Manager



20**24**

Molina Healthcare of New Mexico, Inc. Marketplace



Your NM Marketplace Sales Team



Gene Wedgeworth, Marketplace Sales Manager Cell: 972-210-9437 <u>Gene.Wedgeworth@MolinaHealthcare.com</u>

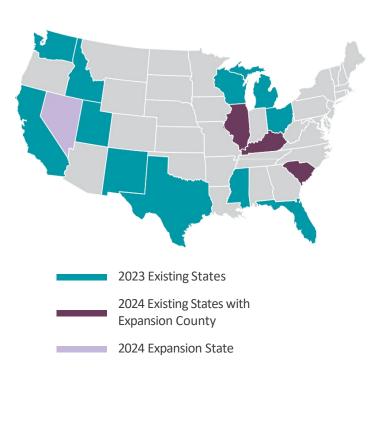


Aldo Loayza, Marketplace Sales Manager Cell: 385-522-3865 <u>Aldo.Loayza@MolinaHealthcare.com</u> Para asistencia en Español



National 2024 Footprint

Service Area



States	NEW Counties	2023 Existing	
/	Effective 2024	Counties	Total
Mark			
et			

Total	32	344	376
WI	0	29	29
WA	0	18	18
UT	0	13	13
ТХ	0	14	14
SC	2	43	45
OH	0	63	63
NV	7	0	7
NM	Statewide	33	33
MS	Statewide	82	82
MI	0	17	17
KY	22	3	25
IL	1	4	5
ID	0	7	7
FL	0	12	12
CA	0	6	6

State Coverage: New Mexico







Molina Healthcare of New Mexico, Inc

Disclaimer

"This policy has exclusions, limitations and terms under which the policy may be continued in force or discontinued. For costs and complete details of the coverage, call your insurance agent or Molina Healthcare."



Hospitals – New Mexico

Bernalillo County:

- Lovelace Medical Center Downtown
- Lovelace Westside Hospital
- Lovelace Women's Hospital
- UNM Cancer Research and **Treatment Center**
- UNM Health Sciences Center

Chaves County:

- Eastern New Mexico Medical Center
- Lovelace Regional Hospital Roswell

Cibola County:

Cibola General Hospital

Colfax County:

Miners Colfax Medical Center

Curry County:

Clovis Plains Regional

Dona Ana County:

Mountain View Regional Medical Center

Eddy County:

- Artesia General Hospital
- Carlsbad Medical Center
- Guadalupe County Hospital

Grant County:

Gila Regional Medical Center

Lea County:

- Lea Regional Medical Center
- Nor Lea Hospital District

Lincoln County:

Lincoln County Medical Center

Luna County:

Mimbres Memorial Hospital

McKinley County:

 Rehoboth McKinley Christian Health Care Services

Otero County:

· Gerald Champion Regional Medical Center

Quay County:

• Dan C Trigg Memorial Hospital

Rio Arriba County:

Presbyterian Espanola Hospital

Roosevelt County:

Roosevelt General Hospital

San Juan County:

San Juan Regional Medical Center

Sandoval County:

UNM Sandoval Regional Medical Center

Santa Fe County:

- Presbyterian Medical Center
- Christus St Vincent Physicians Medical Center
- St Vincent Hospital

Sierra County:

Sierra Vista Hospital

Socorro County:

Socorro General Hospital

Taos County:

Holy Cross Hospital

Union County:

Union County General Hospital

Las Vegas, NM:

Alta Vista Regional Hospital

El Paso. TX:

- El Paso Children's Hospital
- The Hospitals of Providence East Campus
- The Hospitals of Providence Horizon City Campus
- The Hospitals of Providence Memorial Campus
- The Hospitals of Providence Transmountain Campus



Molina Healthcare of New Mexico

Turquoise Plans

- Turquoise Plans are health plans that have State Out-of-Pocket Assistance (SOPA) applied to reduce out-of-pocket costs for consumers.
- Two Turquoise plans are required to be offered with every bundle of Silver plans.
- One Turquoise plan is required to be offered with every bundle of Gold plans
- For Turquoise Variants, primary care and generic drugs must use co-pays and a deductible cannot apply to these services.
- The income limit for Turquoise 3 Variants is raised to 300% FPL. Issuers are no longer required to submit Turquoise 4 Variants.
- Issuers are required to offer the Standardized Health Plans adopted by the beWellnm Board of Directors, including Turquoise Variants.



Plan Information – New Mexico

	Go	ld 1		Clear C	ost Silver		Clear Cost Gold	
	Gold 1 On Exchange with Low Cost Generic Drugs	Turquoise 3 with Low Cost Generic Drugs and EXTRA SAVINGS	Clear Cost Silver 73	Clear Cost Silver On Exchange	Clear Cost Turquoise 1 with EXTRA SAVINGS	Clear Cost Turquoise 2 with EXTRA SAVINGS	Clear Cost Gold On Exchange	Clear Cost Turquoise 3 with EXTRA SAVINGS
Value Basics								
Teladoc Virtual Care Visits 24/7/365	No charge	No charge	No charge	No charge	No charge	No charge	No charge	No charge
Annual Wellness Visit - Adults	No charge	No charge	No charge	No charge	No charge	No charge	No charge	No charge
Routine Preventive Screenings - Children & Adults	No charge	No charge	No charge	No charge	No charge	No charge	No charge	No charge
Routine Vision Exams, and Eyewear - Children (Ages 0-18)	No charge	No charge	No charge	No charge	No charge	No charge	No charge	No charge
Preventive Prescription Drugs	No charge	No charge	No charge	No charge	No charge	No charge	No charge	No charge
24 Hour Nurse Line	No charge	No charge	No charge	No charge	No charge	No charge	No charge	No charge
Benefits and Cost Share Highlights								
Deductible (Ind/Fam)	\$1,550 / \$3,100	\$500 / \$1,000	\$4,500 / \$9,000	\$5,000 / \$10,000	\$0 / \$0	\$100 / \$200	\$3,000 / \$6,000	\$500 / \$1,000
Drug Deductible (Ind/Fam)	Comb. w/Med	Comb. w/Med	Comb. w/Med	Comb. w/Med	Comb. w/Med	Comb. w/Med	Comb. w/Med	Comb. w/Med
Out of Pocket Max (Ind/Fam)	\$8,100 / \$16,200	\$3,000 / \$6,000	\$7,450 / \$14,900	\$8,950 / \$17,900	\$200 / \$400	\$1,000 / \$2,000	\$5,300 / \$10,600	\$2,400 / \$4,800
Emergency Room Facility	25%	10%	\$255 after ded	\$300 after ded	\$30	\$40 after ded	\$150 after ded	\$75 after ded
Urgent Care Services	\$20	\$10	\$90	\$100	\$3	\$10	\$6O	\$20
Inpatient Services								
Inpatient Facility Fee	25% after ded	10% after ded	\$255 after ded	\$300 after ded	\$30	\$40 after ded	\$150 after ded	\$75 after ded
Inpatient Physician Fee	25% after ded	10% after ded	\$255 after ded	\$300 after ded	\$30	\$40 after ded	\$150 after ded	\$75 after ded
Outpatient Professional Office Visits Service	s							
Primary Care	\$20	\$10	\$40	\$50	\$O	\$5	\$20	\$7
Specialty Care	\$50	\$25	\$90	\$100	\$3	\$10	\$60	\$20
Rehabilitative and Habilitative Services	\$20	\$10	\$40	\$50	\$0	\$5	\$20	\$7
Mental / Behavioral Health Services / Substance Abuse Services	\$O	\$O	\$0	\$0	\$0	\$O	\$0	\$0

Services Without Any Deductible

Note: "Mail-order is available for non-specialty drugs marked "MAIL" on the formulary. For mail-order Rx, a 90-day supply is provided at two-and-a-half times (2.5x) the 30-day retail cost-sharing amount.



9440

Plan Information – New Mexico

	Go	ld 1		Clear Co	ost Silver		ClearCo	st Gold
	Gold 1 On Exchange with Low Cost Generic Drugs	Turquoise 3 with Low Cost Generic Drugs and EXTRA SAVINGS	Clear Cost Silver 73	Clear Cost Silver On Exchange	Clear Cost Turquoise 1 with EXTRA SAVINGS	Clear Cost Turquoise 2 with EXTRA SAVINGS	Clear Cost Gold On Exchange	Clear Cost Turquoise 3 with EXTRA SAVINGS
Outpatient Hospital Facility Services								
Outpatient Facility Fee	25% after ded	10% after ded	\$250	\$300	\$5	\$35	\$125	\$60
Outpatient Professional Fee	25% after ded	10% after ded	\$250	\$300	\$5	\$35	\$125	\$60
Advanced Imaging and Specialized Scanning Services	25% after ded	10% after ded	\$90	\$100	\$3	\$10	\$60	\$20
Routine X-Ray and Diagnostic Services	25% after ded	10% after ded	\$90	\$100	\$3	\$10	\$60	\$20
Laboratory Tests	\$15	10% after ded	\$90	\$100	\$3	\$10	\$60	\$20
Prescription Drugs [§]								
Preventive Drugs	No Charge	No Charge	No Charge	No Charge	No Charge	No Charge	No Charge	No Charge
Tier-1: Preferred Generic	\$15	\$5	\$30	\$35	\$O	\$3	\$20	\$5
Tier-2: Preferred Brand and Non-Preferred Generic	\$50 after ded	\$35 after ded	\$45	\$50	\$3	\$10	\$30	\$10
Tier-3: Preferred Specialty	30% after ded	20% after ded	\$95	\$100	\$10	\$25	\$75	\$50
Tier-4: Non-Preferred Brand	30% after ded	20% after ded	\$205 after ded	\$250 after ded	\$15	\$50 after ded	\$100 after ded	\$100 after ded
Tier-5: Non-Preferred Specialty	30% after ded	20% after ded	\$240	\$250	\$25	\$65	\$190	\$125

Services Without Any Deductible

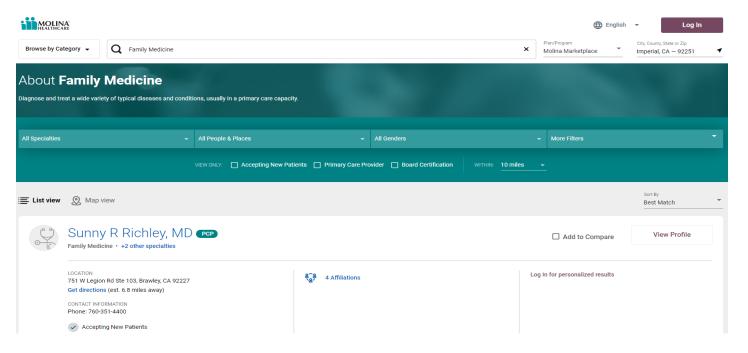
Note: "Mail-order is available for non-specialty drugs marked "MAIL" on the formulary. For mail-order Rx. a 90-dav supply is provided at two-and-a-half times (2.5x) the 30-dav retail cost-sharina amount.

31432MP24NMEN



Provider Online Directory

- Seamless, user-friendly digital experience for members and brokers.
- Available through MolinaMarketplace.com
 - Select 'Find a Doctor' from the Member drop-down list



https://molina.sapphirethreesixtyfive.com/



Provider Online Directory

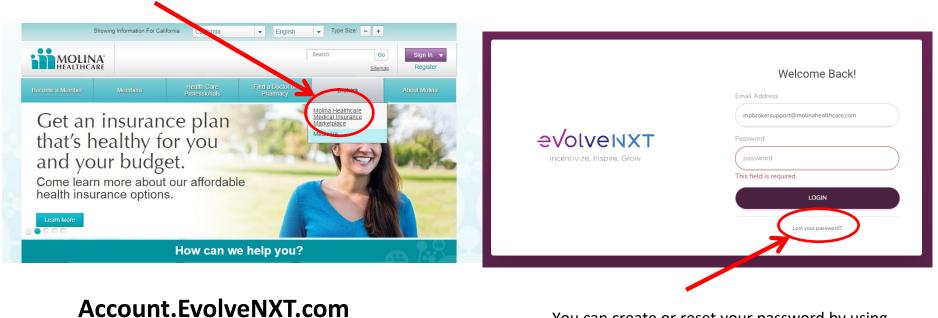
MOLINA HEALTHCARE					English	- Log In			
Browse by Category 🗸 🔍	Q General Practice ×			Plan/Program Molina Marketpla	ace	City, County, State or Zip Imperial, CA – 92251			
About General Practice									
Diagnose and treat a wide variety of typi	ical diseases and conditions, often	in a primary care capacity.							
All Specialties	✓ All People & Places		All Genders		More Filters	Ť			
	VIEW ONLY: C Accept	ing New Patients 🗌 Prim	nary Care Provider WITHIN:	10 miles 🔹					

e e	George C Fareed, MD General Practice · Infectious Disease		Add to Compare View Profile		Members can now search,	
	LOCATION 385 W Main St, El Centro, CA 92243 Get directions (est. 7.9 miles away) CONTACT INFORMATION Phone: 760-482-9100 Composed Composed Compose	දිදු 2 Affiliations	Log In for personaliz	zed results	view, and complete their own PCP Self-Selection via the My Molina Member Portal or New Provider Online Directory for primary subscribers	



New Broker Portal!

Easy Access to Broker Support and Member Service Tools



You can create or reset your password by using this link, your username is your email address





Book of Business Search with Member level data

Filter your Molina BoB Search by Effective Date, Grace Period Status, or Paid Thru Date

MOLINA	Book of Business Search							
NAVIGATION								
O DASHBOARD	Member First Name	Member First Name		1	HIX ID		Subscriber ID	
BOOK OF BUSINESS SEARCH	Broker NPN		Effective From		Effective To		Paid Through Date	
DOCUMENTS & RESOURCES								
MY CREDENTIALS >	Status	State		DOB From		DOB To		
MY ACCOUNT		•	-					
MEMBER CASES				SEARCH	DOWNLOAD			
S WORKFLOWS	Member Membe First Last	HIX ID Subscr	Product	Effective Application Date _{↑↓} Date _{↑↓}	End Status Broker Date ↑↓ ↑↓ NPN ↑	First	roker Total Pa Last Total Thro Jame ↑↓ Premium ↑↓ Da	Net Due
	Name ^{↑↓} Name		†↓ †↓	, T↓ T↓		↓ Name †↓ N	Jame ↑↓ Premium _{↑↓} Da	ate †↓ Amount †↓



Broker Resources:

Main Number: 1-855-885-3179

Hours: 6:00 AM - 6:00 PM MT, Monday - Friday

New Broker Portal: <u>account.evolvenxt.com</u>

Broker Services — #1 | MPBrokerSupport@MolinaHealthcare.com

• Member access to care issues, billing discrepancies, terminations in error

Broker Care Team — # 2 | MPBrokerCareTeam@MolinaHealthcare.com

• Member access to care issues, billing discrepancies, terminations in error

Commission Team — #3 | <u>MPBrokerCommissionInquiry@MolinaHealthcare.com</u>

• Broker Book of Business reconciliation for missing or unpaid policies

Contracting Inquiries — #4 | MPBrokerContracting@MolinaHealthcare.com

• Appointment requests, E&O/license/contact information updates





Sales Managers – Western Region



Amy DeMarco — Director of Sales Western Region (CA, ID, NM, TX, UT, WA) Amy.DeMarco@MolinaHealthcare.com (657) 243-7461

Sales Managers



Gene Wedgeworth New Mexico & North Texas Gene.Wedgeworth@MolinaHealthcare.com

(972) 210-9437



Andrea Espinoza California Andrea.Espinoza@MolinaHealthcare.com (442) 300-4292



Gabriel Arguello South Texas & Nevada Gabriel.Arguello@MolinaHealthcare.com (210) 517-4814



Casey Meehan Washington Casey.Meehan@MolinaHealthcare.com (360) 764-6816



Rhonda Clarke Idaho & Utah Rhonda.Clarke@MolinaHealthcare.com (385) 707-3981



Sales Managers – Eastern Region



Fabian Guardarrama — Director of Sales Eastern Region (FL, IL, KY, MI, MS, OH, SC, WI) Fabian.Guardarrama@MolinaHealthcare.com (305) 807-2172

Sales Managers



Aldo Loayza Spanish — All States Aldo.Loayza@MolinaHealthcare.com (385) 522-3865



Kahassai Tafese Kentucky, Michigan, & Ohio Kahassai.Tafese@MolinaHealthcare.com (614) 623-8267



Tina Moseley Martinez South Florida & South Carolina <u>Tina.Martinez1@MolinaHealthcare.com</u> (786) 837-4844



Lindsay Scruggs Florida & Mississippi Lindsay.Scruggs@MolinaHealthcare.com (305) 587-6449



Kristin Nickel Illinois & Wisconsin Kristin.Nickel@MolinaHealthcare.com (262) 229-0955



Member Resources Important Websites

New Provider Directory | https://molina.sapphirethreesixtyfive.com/?ci=nm-marketplace

Brand-new provider directory platform designed to enhance the Molina member experience by enabling ease of use and ease of search to pinpoint the right provider information in order to obtain the right care.

NM Enrollment Site | https://getcovered.bewellnm.com/individual/

One-time payment site that does not require a member portal login and can be accessed without a subscriber ID, just last 4 of SSN, DOB, and ZIP code.

Molina Marketplace Site | <u>https://molinamarketplace.com</u>

Award-winning public website with ACA-specific content and easy-to-access resources geared toward our brokers, members, and providers.



Member Resources:

Important Member Services Numbers

State	Member Services Number			
California	(888) 858-2150			
Florida	(888) 560-5716			
Idaho	(833) 657-1981			
Illinois	(833) 644-1623			
Kentucky	(833) 644-1621			
Michigan	(888) 560-4087			
Mississippi	(866) 472-9484			
Nevada	(833) 671-0051			

State	Member Services Number		
New Mexico	(888) 295-7651		
Ohio	(888) 296-7677		
South Carolina	(855) 885-3176		
Texas	(888) 560-2025		
Utah	(888) 858-3973		
Washington	(888) 858-3492		
Wisconsin	(888) 560-2043		



Thank you!

400 Tijeras Ave NW, Suite 200, Albuquerque, NM, 87102 <u>MolinaMarketplace.com</u>



Questions?



New Mexico Human Service Department

Jeanelle Romero, Acting Bureau Chief –Communication & Education Bureau







2024 BEWELL NM OPEN ENROLLMENT KICK OFF JEANELLE ROMERO ACTING BUREAU CHIEF, COMMUNICATION & EDUCATION BUREAU, MEDICAL ASSISTANCE DIVISION



SEPTEMBER 27, 2023

BEFORE WE START...

On behalf of all colleagues at the Human Services Department, we humbly acknowledge we are on the unceded ancestral lands of the original peoples of the Apache, Diné and Pueblo past, present, and future.

With gratitude we pay our respects to the land, the people and the communities that contribute to what today is known as the State of New Mexico.



Evening drive through Corrales, NM in October 2021. By HSD Employee, Marisa Vigil



MISSION



To transform lives. Working with our partners, we design and deliver innovative, high quality health and human services that improve the security and promote independence for New Mexicans in their communities.



and staff the best and most convenient access to services and information.

communication to grow and reach our professional goals.

HSD'S SOCIAL IMPACT: NM BENEFITS FROM MODERN AND RESPONSIVE SOCIAL SAFETY NET

HSD's programs have had the following social impact:



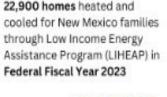
provided to New Mexicans through Supplemental Nutrition Assistance Program (SNAP) over the last 12 months



the ability to visit a doctor, afford medication and immunizations through Medicaid in June 2023

934,305 individuals provided





LIHEAP

7,962 families provided shelter and necessities through Temporary Assistance for Needy Families (TANF) in June 2023

TANE

\$124.76* per month on average through child support to help kids be happy and healthy over the last 12 months 216,488 New Mexico adults supported by Behavioral Health programs and services** from July 2022 - June 2023



*collections include current support and arrears debt to the custodial parent and/or the state.

SEHAVIORAL HEALTH

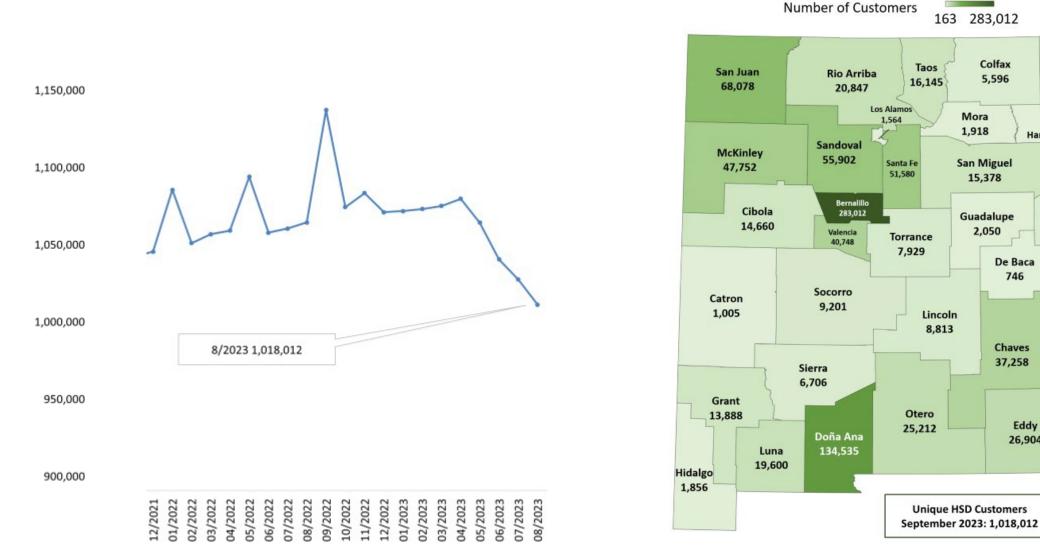
last updated: 7/26/33

**BH services include those covered through Medicaid and other sources (federal and general funds). The total is affected by a 3 month claim lag and therefore this measure is updated quarterly.



https://sites.google.com/view/nmhsdscorecard

UNIQUE HSD CUSTOMERS SEPTEMBER 2023





Colfax

5,596

De Baca 746

Chaves

37,258

Union

1,421

Quay

4,925

Curry

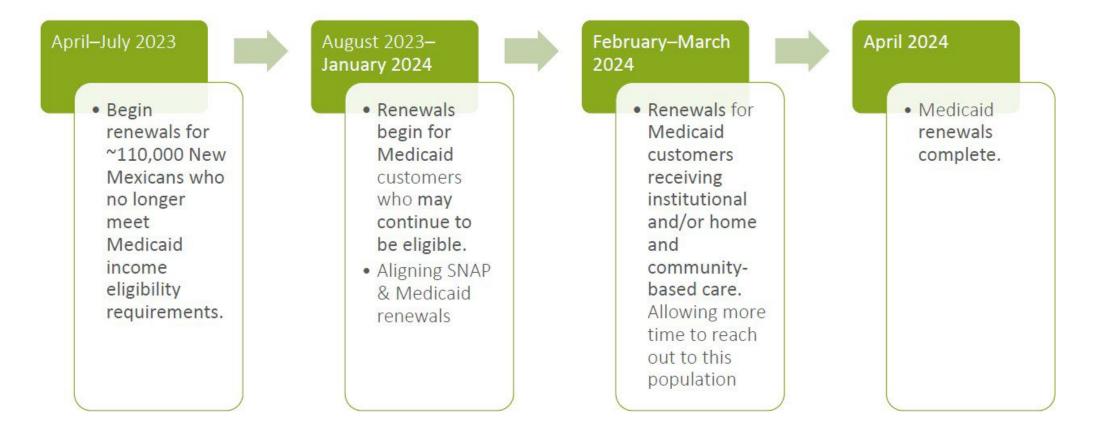
25,977

Roosevelt

8,032

Harding, 163

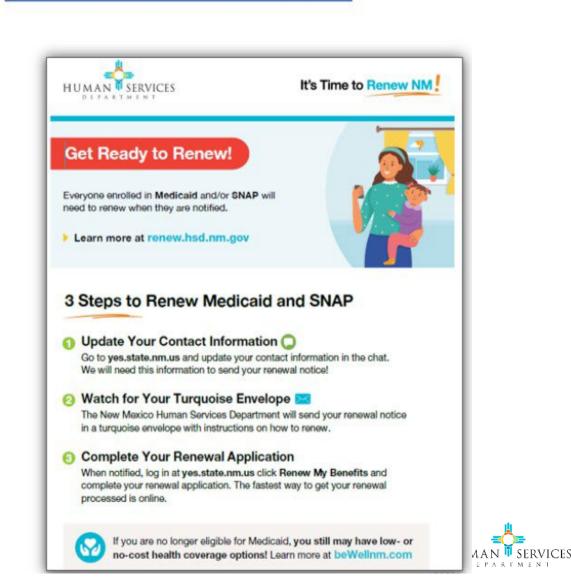
HSD WILL COMPLETE ALL MEDICAID RENEWALS FROM APRIL 2023 TO APRIL 2024





It's Time to Renew NM

- Renew NM is a statewide public awareness and multimedia campaign that provides resources and information to HSD customers and community partners about how and when to renew Medicaid & SNAP benefits.
- 3 important steps to remember:
 - Update your contact info.
 - Look for your Turquoise envelope.
 - Submit your renewal.



RENEW.HSD.NM.GOV

HOW CAN HSD CUSTOMERS RENEW THEIR BENEFITS?

- Fastest and easiest way to renew benefits is by accessing your YESNM account at <u>www.yes.state.nm.us</u>.
- Other options include:
 - By mail: to CASA, P.O. Box 830, Bernalillo, NM 87004
 - In-person at a local HSD field office:

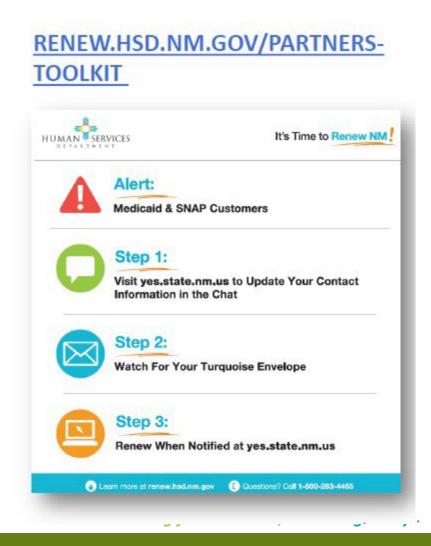
https://www.hsd.state.nm.us/looki ngforassistance/field_offices_1/

Questions? Call 1-800-283-4465



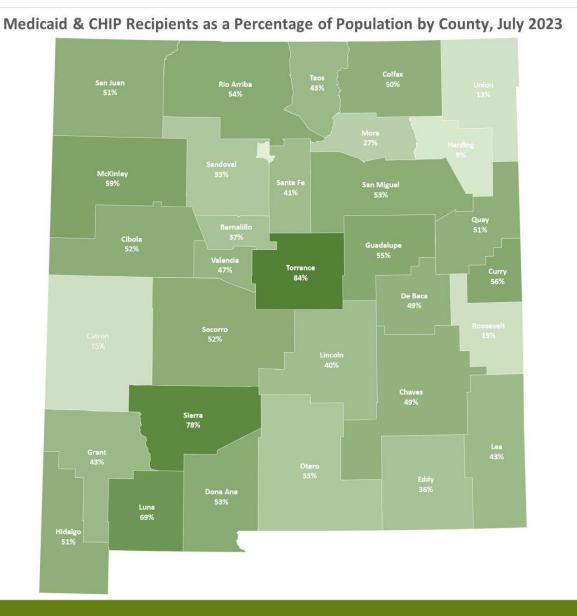
BECOME A RENEW NM PARTNER!

- If you are a provider, health care organization, community organization, business, government employee, community member, or community leader, we need your help.
- HSD created Renew NM communications, posters, flyers, social media posts, text messaging, and much more.
- You can use these free and ready to use material to help keep New Mexico covered. Check out your <u>Renew NM</u> <u>Partners page</u> now.



TRACKING MEDICAID ENROLLMENTS: POST-PHE HIGHLIGHTS

- Feb. 2020 835,440
- March 2023 1,001,136
- July 2023 911,126
- 43% of New Mexicans currently enrolled in Medicaid, July 2023 (48% at the March peak)
- 83% are enrolled in managed care
- 62% of New Mexicans under 21 enrolled in Medicaid-CHIP (56% pre-PHE)



ES

HSD UNWINDING SCORECARD







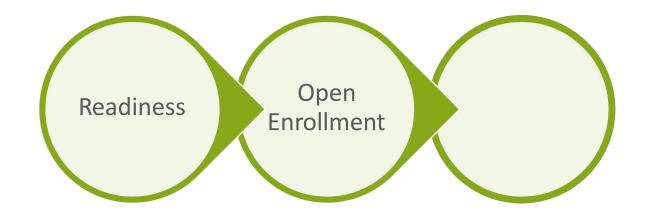
New Mexico Human Services Department - PHE Unwinding (google.com)

MCO AWARDS

Turquoise Care MCOs

New Contracts Effective 7/1/2024

- United Healthcare
- Molina
- Blue Cross Blue Shield
- Presbyterian CISC MCO





TURQUOISE CARE PROCUREMENT TIMELINE

Release of RFP and Procurement Library	September 30, 2022	
Acknowledgment of Receipt Form due to HSD	October 17, 2022	
Pre-Proposal Conferences – Morning: RFP; Afternoon: Actuarial	October 18, 2022	
Deadline for submission of RFP questions for HSD response	October 28, 2022	
HSD's final date to post responses to questions and Amendment(s) to RFP	November 18, 2022	
Submission of Proposal – Deadline: 5:00 pm MST	December 2, 2022	
Evaluation and Scoring of Proposals	December 5, 2022 – January 13, 2023	
Notifications to Offerors that do not meet Mandatory Requirements	December 16, 2022	
Scheduled Notice of Intent to Award	January 16, 2023	
Termination of RFP	January 30, 2023	

Reinstatement of RFP	August 10, 2023		
Notice of Intent to Award	August 10, 2023		
Send Updated Model Contract to Plans	August 31, 2023		
Contract Negotiations	September 7 - September 28, 2023 MCOs to review and respond by submitting the negotiation template, due 9/18/2023		
CMS Contract Approval Period	September 29, 2023 (Submit Model Contract to CMS for approval)		
Signature process (Contractors and State)	September 29, 2023 - October 13, 2023		
ANTICIPATED Contract Award Date	October 16, 2023		
Protest period – fifteen (15) days from contract award	October 16, 2023 - October 30, 2023		
Submission of Transition Management Agreement	October 31, 2023		
Transition Management Agreement Effective Date	October 31, 2023		
Effective Date for Readiness Period (no compensation)	October 31, 2023		
Readiness Period	November 1, 2023 - June 30, 2024		
Go-Live Date	July 1, 2024		

HUMAN P SERVICES

Questions?



Investing for tomorrow, delivering today.

New Mexico Medical Insurance Pool

Elizabeth Quirante, Program Manager

New Mexico Medical Insurance Pool Update

2024 OE Marketplace Kickoff Event October 18, 2023

Presented By: Elizabeth Quirante, Program Manager Sylvie Waffelaert, Clinical Manager

New Mexico Medical Insurance Pool (NMMIP)

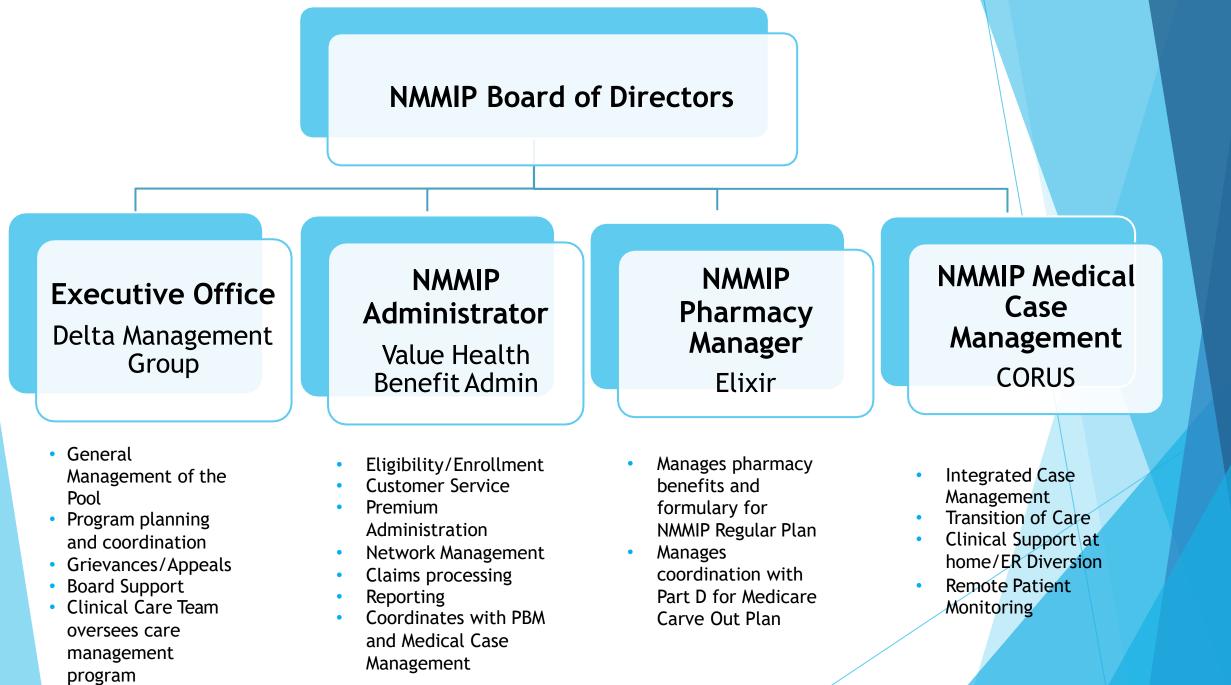
• Legislatively created in 1987 as non-profitentity whose Purpose is:

• "...to provide access to health insurance coverage to all residents of New Mexico who are denied adequate health insurance and are considered uninsurable."

Governance and Administration

- Board of Directors (11 members)
 - Superintendent of Insurance (Chair), Insurance Reps (4), Physician, Statewide Health Planner, Consumers (2), and Community Members (2)

- Administration By Contract through Procurement Process:
 - Executive Office ~ Delta Management Group
 - Plan and Network Administrator ~ Value Health Benefit Administrators



Demographics and Statistics

Active Policyholders as of 7/31/2023: 4,476

- Percentage enrolled in the Low-Income Premium Program: 75%
- Percentage sponsored by a Third Party: 15%
 - Third Party Payors: Department of Health, American Kidney Fund, etc.

Enrollment by plan:

- NMMIP Plan 4,155
- Medicare Carve Out 321
- Average age: 46

Eligibility Requirements

- Resident of NM; and
- Been Rejected for Individual Comprehensive Coverage (*Rejection of coverage = ineligible for any other coverage*), or
- If an individual has lost their previous coverage, with no gap of greater than 95 days, they can enroll.

*Individuals are not eligible if they can be covered under a Group Insurance Plan, Medicaid, or Medicare (if they are over 65).

Premium Rates

- Based on AGE, DEDUCTIBLE and REGION. Set by the Board annually.
- Currently set at 110% of "Standard Risk Rate"
- Low-Income Premium Program offers discounted premiums for those with incomes < 400% FPL

Low-Income Premium Program

Qualifying Income Guidelines - 2023

Household	0-199% of Poverty	200-299% of Poverty	300-399% of Poverty	
Size	75% Premium Reduction	50% Premium Reduction	25% Premium Reduction	
1	\$27,044	\$40,634	\$54,225	
2	\$36,437	\$54,747	\$73,057	
3	\$45,830	\$68,860	\$91,890	
4	\$49,253	\$74,003	\$98,753	
5	\$64,615	\$97,085	\$129,555	

Full Premium Examples 2023 Bernalillo Co.

Age	500 Deductible	1000 Deductible	2000 Deductible	5000 Deductible
0-14	\$315	\$275	\$221	\$153
20	\$399	\$349	\$281	\$194
25	\$413	\$361	\$291	\$201
35	\$503	\$440	\$354	\$244
45	\$594	\$520	\$418	\$289
55	\$918	\$802	\$646	\$446
64	\$1,235	\$1079	\$868	\$600

Medicare Carve Out Plan

- Individuals under the age of 65 and on Medicare due to a disability can apply for the Medicare Carve Out Plan through NMMIP
- Medicare A and B are primary, the Medicare Carve Out plan is a secondary plan.
- Medicare Carve Out members must enroll in a Part D plan and pay the monthly premium. NMMIP will pay the out-of-pocket costs for medications on the Part D formulary.

NMMIP Benefit Designs/Network

• The current plan design is an EPO (Exclusive Provider Organization) that utilizes the Private HealthCare Systems Network (PHCS). This plan design allows access to contracted providers out of state, but only covers out-of-network claims in urgent, emergent or "surprise billing" circumstances.

The Benefit Plans are as follows:

- \$500 Deductible/\$5,000 Max OOP
- \$1,000 Deductible/\$5,000 Max OOP
- \$2,000 Deductible/\$6,000 Max OOP
- \$5,000 Deductible/\$7,350 Max OOP

Broker Commission

- Brokers assisting a new applicant into the NMMIP are eligible to receive a one-time commission of \$300 after the policy has become effective.
- Brokers assisting a NMMIP member transitioning out of NMMIP into the Exchange or Medicaid are eligible to receive a \$300 fee.
- https://nmmip.org/blog/broker-information/

NMMIP's Clinical Care Management

- Integrated Intensive Care Management Facilitate communication and help identify needs to manage patient care.
- Transition of care discharge planning starts the date of admission by communication with the facility and the member.
- Clinical Support at Home/Emergency Room Diversion A care plan is created that addresses the member's needs, reviews the social determinants of health and communicates among the other providers involved in the member's care.
- Remote patient monitoring supports members at home to monitor vitals, provide video/telephonic visits and decrease the need for urgent/ER visits.

Contact Information

- NMMIP Executive Office/Delta Consulting Group
 - PO BOX 6726 Santa Fe, NM 87502
 - 1223 S St Francis Dr., Suite B Santa Fe, NM 87505
 - (505) 424-7105 Office
 - (505) 424-7107 Fax
 - Kristina Leeper, Executive Directory:
 - (505) 577-5739, cell
 - kleeper@nmmip.org
 - Elizabeth Quirante, Program Manager:
 - (505) 424-7105
 - <u>equirante@nmmip.org</u>
- Sylvie Waffelaert, Clinical Manager
 - 505-336-0146, cell
 - <u>swaffelaert@nmmip.org</u>
- Sharon Kelly, Clinical Systems Director
 - 505-336-0173, cell
 - <u>skelly@nmmip.org</u>

- ValueHealth Benefit Administrators
 - PO BOX 1090 Great Bend, KS 67530
 - Physical: 2015 16th St
 - 1-844-728-7896 Phone
 - 1-620-793-1199 Fax



Questions

Networking



BeWellnm.com | 1.833.ToBeWell

