

*****FOR AGENT USE ONLY*****

2018 Humana MAPD and PDP Plan Summary

**Individual Medicare
Northeast Market**

Humana

Please note: The information included in this document is for training purposes only and is not approved for public distribution. The following pages are summaries of the 2018 MAPD and PDP plan highlights. For more complete benefit information, please refer to the appropriate Summary of Benefits and/or Evidence of Coverage.

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August 2017

Dear Valued Humana Agent,

Welcome to the Northeast Market resource book for 2018!

Thank you for your commitment to providing Medicare beneficiaries with an opportunity to join the Humana family. We value your contributions and hope that you find this new resource useful.

Happy Selling in 2018 and BEYOND!

Cara Brown
Market Director

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Downstate New York

Local Market Contacts

Market Office

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Territory: Brooklyn, Queens, Asian Markets

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Upstate New York, Maine, and New Hampshire

Local Market Contacts

Market Office

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Market Office

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Market Office

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Territory: **New York Counties** - Albany, Clinton, Columbia, Dutchess, Essex, Franklin, Fulton, Greene, Hamilton, Herkimer, Jefferson, Lewis, Montgomery, Oneida, Orange, Putnam, Rensselaer, Saratoga, Schenectady, Schoharie, St. Lawrence, Sullivan, Warren Washington; **New Jersey Counties** - Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union, Warren; **Connecticut**; **Massachusetts**; **Rhode Island**; **Vermont**;

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Territory: **New York Counties** - Allegany, Broome, Cattaraugus, Cayuga, Chautauqua, Chemung, Chenango, Cortland, Delaware, Erie, Genesee, Livingston, Madison, Monroe, Niagara, Onondaga, Ontario, Orleans, Oswego, Otsego, Schuyler, Seneca, Steuben, Tioga, Tompkins, Ulster, Wayne, Wyoming, Yates

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Additional Contact Information

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Market Map



Wellington Suarez – Queens, New York, Bronx

Gloria Vizcarrondo – Brooklyn, Staten Island

Cara Brown (Interim) – Nassau, Suffolk

Terry Tang – Asian Markets

Market Map





New York Highlights: Northeast Downstate

Benefit Highlights

- \$0 Premium Plan
- Part B Giveback Plan
- Full Product Continuum
- DSNP in NYC
- ED Rx Covered on High Option Plan
- Plans with premium covered by LIS and SPAP (EPIC)
- Plans include Dental / Vision / Hearing / OTC (up to \$100 CARD on DSNP), Acupuncture and Transportation

Network Highlights

- Northwell
- Advantage Care
- Mt. Sinai
- One Medical
- Lutheran
- NYU
- Flushing Hospital
- Jamaica Hospital
- Brooklyn Hospital
- Wyckoff Hospital
- Kingsbrook Jewish Hospital
- Lenox Hill
- Staten Island North Hospital
- Staten Island South Hospital

Competitive Advantages

- Strong National Brand Recognition In Market
- Local Market office and Support Team
- Year Round Selling opportunities: Dual Eligible Plans and EPIC Opportunity creating a SEP





New York Highlights: Northeast Downstate

HMO

H3533-021

Premium: \$27.70

MOOP: \$6,500

PCP /SPEC: \$0 / \$15

Inpatient: \$225 1-5

Rx Included or No Rx: Included

Contract/PBP: H3533-021

Group ID: *To be provided between late Sept. & 10/1*

BSN: *To be provided between late Sept. & 10/1*

Serving Counties:

Bronx
Kings
New York
Queens
Richmond

HMO

H3533-023

Premium: \$ 69

MOOP: \$3,300

PCP /SPEC: \$0 / \$15

Inpatient: \$190 1-5

Rx Included or No Rx: Included

Contract/PBP: H3533-023

Group ID: *To be provided between late Sept. & 10/1*

BSN: *To be provided between late Sept. & 10/1*

Serving Counties:

Bronx
Kings
New York
Queens
Richmond
Nassau
Suffolk (Partial)

HMO

H3533-027

Premium: \$0 with \$50 Part B
Giveback

MOOP: \$6,700

PCP / SPEC: \$10 / \$50

Inpatient: \$1,000 Plan Ded
\$650 per stay

Rx Included or No Rx: Included

Contract/PBP: H3533-027

Group ID: *To be provided between late Sept. & 10/1*

BSN: *To be provided between late Sept. & 10/1*

Serving Counties:

Bronx
Kings
New York
Queens
Richmond
Nassau
Suffolk (Partial)

HMO

H3533-010

Premium: \$29.00

MOOP: \$6,700

PCP / SPEC: \$0 / \$35

Inpatient: \$295 1-6

Rx Included or No Rx: Included

Contract/PBP: H3533-010

Group ID: *To be provided between late Sept. & 10/1*

BSN: *To be provided between late Sept. & 10/1*

Serving Counties:

Nassau
Suffolk (Partial)



New York Highlights: Northeast Downstate

HMO

Dual SNP NYC H3533-004

Premium: \$0

MOOP: \$0

PCP /SPEC: \$0 / \$0

Inpatient: \$0

Rx Included or No Rx: Included

Contract/PBP: H3533-004

OTC: \$100 CARD

Group ID: *To be provided between
late Sept. & 10/1*

BSN: *To be provided between late
Sept. & 10/1*

Serving Counties:

Bronx

Kings

New York

Queens

Richmond

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New York Highlights: Northeast Upstate

Benefit Highlights

- \$0 Premium Plan in total footprint
- Part B Giveback Plan
- Full Product Continuum
- DSNP – full year sales opportunity
- Plans with premium covered by LIS and SPAP (EPIC)
- Plans include Dental / Vision / Hearing / OTC (up to \$100 CARD on DSNP), and Transportation

Network Highlights

- Lourdes
- UHS
- St James
- Mercy
- Arnot
- Saratoga Hospital
- Endwell Family Group
- Guthrie
- Robert Packer
- JAMA
- WCA
- UMPC
- St. Peter's Hospital
- Ellis Hospital
- Community Care

Competitive Advantages

- Strong National and local Brand Recognition In Market
- Local Market offices and Support Team
- Year Round Selling opportunities: Dual Eligible Plans and EPIC Opportunity creating a SEP





New York Highlights: Northeast Upstate

LPPO

H5970-016

MA Only (VA Plan)

Premium: \$0 with \$40 Part B Giveback
MOOP: \$4,500 / \$10,000
PCP / SPEC: \$0 / \$40 30% OON
Inpatient: \$350 1-5 / 30% OON
Rx Included or No Rx: NOT Included
Contract/PBP: H5970-016
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Allegany, Broome, Cattaraugus, Chautauqua, Chemung, Chenango, Cortland Schuyler, Steuben, Tioga, Yates, Cayuga, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, Albany, Greene, Montgomery, Rensselaer Saratoga, Schenectady

LPPO

H5970-001

Premium: \$39
MOOP: \$6,700 / \$10,000
PCP / SPEC: \$5/\$40 \$30/\$60
Inpatient: \$295 1-6 / \$395 1-7
Rx Included or No Rx: Included
Contract/PBP: H5970-001
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Allegany, Cattaraugus, Chautauqua, Chenango, Cortland, Schuyler, Yates, Broome, Chemung, Steuben, Tioga

LPPO

H5970-017

Premium: \$0
MOOP: \$6,700 / \$10,000
PCP / SPEC: \$10/\$50 \$40 / \$70
Inpatient: \$395 1-4 / \$700 1-14
Rx Included or No Rx: Included
Contract/PBP: H5970 – 017 (757)
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Allegany, Cattaraugus, Chautauqua, Chenango, Cortland, Schuyler, Yates, Broome, Chemung Steuben, Tioga

LPPO

H5970-018

Premium: \$0 with \$40 Part B Giveback
MOOP: \$6,700 \$10,000
PCP / SPEC: \$15 / \$50 50% / 50%
Inpatient: \$850 IN and OON Ded \$650 /stay IN, 50% OON
Rx Included or No Rx: Included
Contract/PBP: H5970 – 018 (763)
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Allegany, Broome, Cattaraugus, Chautauqua, Chemung, Chenango, Cortland Schuyler, Steuben, Tioga, Yates, Cayuga, Herkimer, Jefferson Lewis, Madison, Oneida, Onondaga, Oswego, Albany Greene, Montgomery, Rensselaer, Saratoga, Schenectady

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New York Highlights: Northeast Upstate

LPPO

H5970-019

Premium: \$35.20

MOOP: \$6,700 / \$10,000

PCP / SPEC: \$15 \$50 / 50% OON

Inpatient: \$279 1-7 / 50% OON

Rx Included or No Rx: Included

Contract/PBP: H5970-019

Group ID: *To be provided between
late Sept. & 10/1*

BSN: *To be provided between late
Sept. & 10/1*

Serving Counties: Cayuga,
Herkimer, Jefferson, Lewis,
Madison, Oneida, Oswego
Onondaga

LPPO

H5970-008

Premium: \$65

MOOP: \$6,700 / \$10,000

PCP / SPEC: \$10/\$50, \$25/\$60

Inpatient: \$360 1-4 / \$495 1-6

Rx Included or No Rx: Included

Contract/PBP: H5970-008

Group ID: *To be provided between
late Sept. & 10/1*

BSN: *To be provided between late
Sept. & 10/1*

Serving Counties: Albany, Greene,
Montgomery, Rensselaer,
Saratoga, Schenectady

LPPO

H5970-015

Premium: \$0

MOOP: \$6,700 / \$10,000

PCP / SPEC: \$10/\$50 \$40/\$70

Inpatient: \$395 1-4 / \$700 1-14

Rx Included or No Rx: Included

Contract/PBP: H5970-015

Group ID: *To be provided between
late Sept. & 10/1*

BSN: *To be provided between late
Sept. & 10/1*

Serving Counties: Cayuga,
Herkimer, Jefferson, Lewis,
Madison, Oneida, Onondaga,
Oswego, Albany, Greene,
Montgomery, Rensselaer, Saratoga,
Schenectady

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New York Highlights: Northeast Upstate

HMO

H3533-020

Premium: \$0
MOOP: \$6,700
PCP /SPEC: \$5 / \$45
Inpatient: \$350 1-5
Rx Included or No Rx: Included
Contract/PBP: H3533-020
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties:
Broome
Chemung
Steuben
Tioga

HMO

H3533-002

Dual SNP

Central NY Expanding to Southern Tier

Premium: \$0
MOOP: \$0
PCP /SPEC: \$0
Inpatient: \$0
Rx Included or No Rx: Included
Contract/PBP: H3533-002
OTC: \$100 CARD
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Albany, Oneida, Onondaga, Oswego, Rensselaer, Saratoga, Schenectady, Warren, Broome, Chemung, Steuben, Tioga, Washington

HMO

H3533-006

Premium: \$0
MOOP: \$6,700
PCP /SPEC: \$5 / \$40
Inpatient: \$345 1-5
Rx Included or No Rx: Included
Contract/PBP: H3533-006
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Albany, Rensselaer, Saratoga, Schenectady, Warren, Washington

HMO

H3533-013

Premium: \$26.50
MOOP: \$5,900
PCP /SPEC: \$0 / \$25
Inpatient: \$260 1-7
Rx Included or No Rx: Included
Contract/PBP: H3533-013
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Albany, Oneida, Onondaga, Oswego, Rensselaer, Saratoga, Schenectady, Warren, Washington



New York Highlights: Northeast Upstate

HMO

H3533-001

Premium: \$0

MOOP: \$6,700

PCP /SPEC: \$10 / \$45

Inpatient: \$440 1-4

Rx Included or No Rx: Included

Contract/PBP: H3533-001

Group ID: *To be provided between
late Sept. & 10/1*

BSN: *To be provided between late
Sept. & 10/1*

Serving Counties: Oneida,
Onondaga, Oswego

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New Hampshire / Maine Highlights

Benefit Highlights

- \$0 Premium Plan in total footprint
- Part B Giveback Plan
- Full Product Continuum
- DSNP (or Look-a-Like) – full year sales opportunity
- Plans include Dental / Vision / Hearing / OTC (up to \$100 CARD on DSNP), and Transportation

Network Highlights

Maine

- Maine Medical Center
- Bridgton Hospital
- Mercy Hospital
- Mid Coast Hospital
- Parkview Adventist Medical Center
- Henrietta D Goodall Hospital
- Southern Maine Health Care
- York Hospital
- St. Mary's Regional Hospital
- Inland Hospital
- Maine General Medical Center
- Penobscot Bay Medical Center
- Rumford Hospital
- Stephens Memorial Hospital
- Eastern Maine Medical Center
- Millinocket Regional Hospital
- Penobscot Valley Hospital
- St. Joseph Hospital
- Waldo County General Hospital

New Hampshire

- Lakes Region General Hospital
- Huggins Hospital
- Memorial Hospital
- Catholic Medical Center
- Elliott Hospital
- Monadnock Hospital
- Southern New Hampshire Medical Center
- St. Joseph Hospital
- Concord Hospital
- Franklin Regional Hospital
- Exeter Hospital
- Parkland Medical Center
- Portsmouth Regional Hospital
- Frisbie Memorial Hospital
- Wentworth Douglas Hospital

Competitive Advantages

- Strong National and local Brand Recognition In Market
- Local Market offices and Support Team
- Year Round Selling opportunities: Dual Eligible Plans





New Hampshire / Maine Highlights

HMO

H5619-040 001

ME / NH HMO

Premium: \$29

MOOP: \$6,700

PCP / SPEC: \$0/\$40

Inpatient: \$360 1-5

Rx Included or No Rx: Included

Contract/PBP: H5619-040 001

Group ID: *To be provided between late Sept. & 10/1*

BSN: *To be provided between late Sept. & 10/1*

Serving Counties:

ME:

Knox, Oxford, Waldo

NH:

Belknap, Hillsborough, Merrimack, Strafford

HMO

H5619-040 002

ME / NH HMO

Premium: \$39

MOOP: \$6,700

PCP / SPEC: \$0/\$40

Inpatient: \$360 1-5

Rx Included or No Rx: Included

Contract/PBP: H5619-040 002

Group ID: *To be provided between late Sept. & 10/1*

BSN: *To be provided between late Sept. & 10/1*

Serving Counties:

ME:

Penobscot

NH:

Carroll, Rockingham



New Hampshire Highlights (Excludes Maine)

HMO

H5619-065

DSNP Look a Like

Premium: \$24.60

MOOP: \$6,700

PCP / SPEC: \$0 / 20%

Inpatient: \$500 1-3

Rx Included or No Rx: Included

Contract/PBP: H5619-065

Group ID: *To be provided between
late Sept. & 10/1*

BSN: *To be provided between late
Sept. & 10/1*

Serving Counties: Belknap, Carroll,
Hillsborough, Merrimack,
Rockingham, Strafford

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New Hampshire Highlights (Excludes Maine)

LPPO

H5216-058

Premium: \$0
MOOP: \$6,700 / \$10,000
PCP /SPEC: \$15/\$50 \$20/\$65 OON
Inpatient: \$500 1-3 / \$500 1-7 OON
Rx Included or No Rx: Included
Contract/PBP: H5216-058
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Belknap, Carroll, Hillsborough, Merrimack, Rockingham, Strafford

LPPO

H5216-057

Premium: \$59
MOOP: \$4,900 / \$10,000
PCP /SPEC: \$10/\$40 \$20/\$60
Inpatient: \$360 1-5 / \$495 1-7
Rx Included or No Rx: Included
Contract/PBP: H5216-057
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Belknap, Carroll, Hillsborough, Merrimack, Rockingham, Strafford

LPPO

H5216-059

MA Only (VA Plan)

Premium: \$0 with \$40 Part B Giveback
MOOP: \$4,500 / \$10,000
PCP / SPEC: \$0/\$40 30% OON
Inpatient: \$350 1-5 / 30% OON
Rx Included or No Rx: NOT Included
Contract/PBP: H5216-059
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Belknap, Carroll, Hillsborough, Merrimack, Rockingham, Strafford

LPPO

H5216-138

Premium: \$0 with \$40 Part B Giveback
MOOP: \$6,700 / \$10,000
PCP / SPEC: \$15 / \$50 50% / 50%
Inpatient: \$1000 IN and OON \$650 /stay IN, 50% OON
Rx Included or No Rx: Included
Contract/PBP: H5216-138
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Belknap, Carroll, Hillsborough, Merrimack, Rockingham, Strafford



Maine Highlights (Excludes New Hampshire)

HMO

H5619-040 003

Premium: \$ 0
MOOP: \$6,700
PCP / SPEC: \$0/\$40
Inpatient: \$360 1-5
Rx Included or No Rx: Included
Contract/PBP: H5619-040 003
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Kennebec

HMO

H5619-001

Premium: \$0
MOOP: \$6,700
PCP / SPEC: \$5/\$45
Inpatient: \$360 1-5
Rx Included or No Rx: Included
Contract/PBP: H5619-001
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Androscoggin, Cumberland, Sagadahoc, York

HMO

H5619-066

Premium: \$0 with \$40 Part B Giveback
MOOP: \$6,700
PCP / SPEC: \$10/50
Inpatient: \$950 Plan Ded, \$650 / admit
Rx Included or No Rx: Included
Contract/PBP: H5619-066
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Androscoggin, Cumberland, Sagadahoc, York, Kennebec, Knox, Oxford, Penobscot, Waldo

HMO

H5619-003

DSNP

Premium: \$0
MOOP: \$0
PCP / SPEC: \$0 / 0
Inpatient: \$0
Rx Included or No Rx: Included
Contract/PBP: H5619-003
OTC: \$100 CARD
Group ID: *To be provided between late Sept. & 10/1*
BSN: *To be provided between late Sept. & 10/1*
Serving Counties: Androscoggin, Cumberland, Knox, Oxford, York

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