

# South Carolina Market Overview

2018

## South Carolina

Medicare Advantage 2018 Service Area



● Current Footprint

### Market Landscape (UHC 2018 Footprint)

Eligibles (as of 5/1/17)	998,016
YOY Eligible Growth	3.3%
MA Penetration	23.2%
YOY MA Enrollment Growth	7.3%
UHC Market Share	48.4%

May 2017 CMS.gov MA Ind State/County Enrollment within UHC 2018 Non-SNP Footprint

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# SC Low Country & Pee Dee Market Overview

2018



## Market Highlights

- Expanding HMO offerings to Dorchester, Colleton, Georgetown, Horry, and Williamsburg counties providing new options in the market
- No referral required to see specialists
- UnitedHealth Passport® – Great for HMO members who are snowbirds or like to travel
- Fitness option on all HMO plans
- Platinum Dental Rider is now an option on H8748-020
- 4.0 Star RPPO Plan

## Rx Highlights



- \$0 copay on Tiers 1 & 2 when using Preferred Mail 90-day home delivery
- No deductible and low copays for Tiers 1 & 2, the most commonly used drugs
- Improved Tier 1 & 2 coverage with nearly 90% of UHC generic claims on these tiers
- 8 of UHC's top 10 most used generics are in Tier 1

## Provider

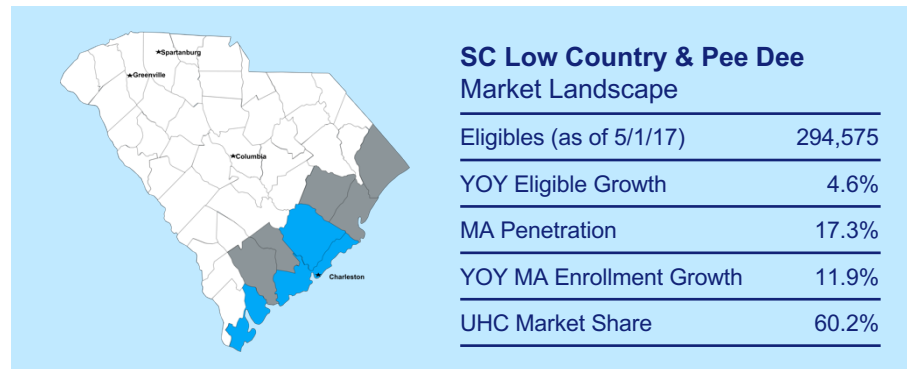


- Key providers include Trident, Hilton Head, Beaufort Memorial and Palmetto Primary Care
- Consult the Provider Directory for the full list of providers



## UnitedHealthcare Experience

- HouseCalls: A convenient in-home annual clinical visit from an advanced practice clinician at no additional cost. Gift card is sent upon completion of visit
- UnitedHealth Passport: Coverage travels with members to approved service areas for up to nine straight months
- Renew by UnitedHealthcare: a member-only Health & Wellness Experience that offers members tools to learn, earn rewards, and live their best life
- Hearing Aid Benefit: Access to affordable hearing devices through hi HealthInnovations™
- NurseLine<sup>SM</sup>: 24/7 phone access to a registered nurse
- Personalized service model that connects members with advocates who are best suited for their needs
- Fitness program: Stay active with a gym membership for no additional cost
- Diabetes Navigator helps qualified members manage diabetes more effectively



● Current Footprint    ● HMO Expansion

# SC Low Country & Pee Dee Product Overview

2018

Plan name	AARP® MedicareComplete®	AARP® MedicareComplete®	AARP® MedicareComplete®	Care Improvement Plus® Medicare Advantage
<b>H-PBP</b>	<b>H8748-014</b>	<b>H8748-015</b>	<b>H8748-020</b>	<b>R7444-008</b>
<b>Plan Highlights</b>	Low premium plan with rich ancillary benefits. Dental Rider available	Low premium plan with rich ancillary benefits. Dental Rider available	Low premium plan with rich ancillary benefits. Dental Rider available	Moderate premium plan with open access out-of-network coverage
<b>Plan Type</b>	HMO	HMO	HMO	Regional PPO
<b>Service Area</b>	South Carolina: Beaufort, Colleton	South Carolina: Berkeley, Charleston, Dorchester	South Carolina: Georgetown, Horry, Williamsburg	Georgia: Statewide South Carolina: Statewide
<b>Premium</b>	\$26	\$26	\$26	\$41
<b>PCP Copay</b>	\$10	\$0 / \$10	\$10	\$10
<b>Specialist Copay</b>	\$45	\$45	\$45	\$50
<b>Referral Required</b>	N	N	N	N
<b>Inpatient Hospital</b>	\$295 days 1-6	\$295 days 1-6	\$295 days 1-6	\$395 days 1-4
<b>Outpatient Surgery</b>	\$295	\$295	\$295	20%
<b>Max Out-of-Pocket</b>	\$6,700	\$6,700	\$6,700	\$6,700
<b>Lab Copay</b>	\$10	\$10	\$10	\$10
<b>Rx Copays</b>	\$3/\$12/\$47/\$100/28%	\$3/\$12/\$47/\$100/28%	\$3/\$12/\$47/\$100/28%	\$4/\$14/\$47/\$100/29%
<b>Rx Deductible</b>	\$240 (T3, T4, & T5 only)	\$215 (T3, T4, & T5 only)	\$215 (T3, T4, & T5 only)	\$195 (T3, T4, & T5 only)
<b>Extra Benefits</b>	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine, Dental Rider Available	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine, Dental Rider Available	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine, Dental Rider Available	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Preventive Dental, NurseLine, Dental Rider Available

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## Market Highlights

- Expanding HMO offerings to Clarendon, Sumter, Aiken, Calhoun, Newberry, counties providing new options in the market
- UnitedHealth Passport® – Great for HMO members who are snowbirds or like to travel
- No referral required to see specialists
- Fitness option on all HMO plans
- 4.0 Star RPPO Plan



## Rx Highlights

- \$0 copay on Tiers 1 & 2 when using Preferred Mail 90-day home delivery
- No deductible and low copays for Tiers 1 & 2, the most commonly used drugs
- Improved Tier 1 & 2 coverage with nearly 90% of UHC generic claims on these tiers
- 8 of UHC's top 10 most used generics are in Tier 1



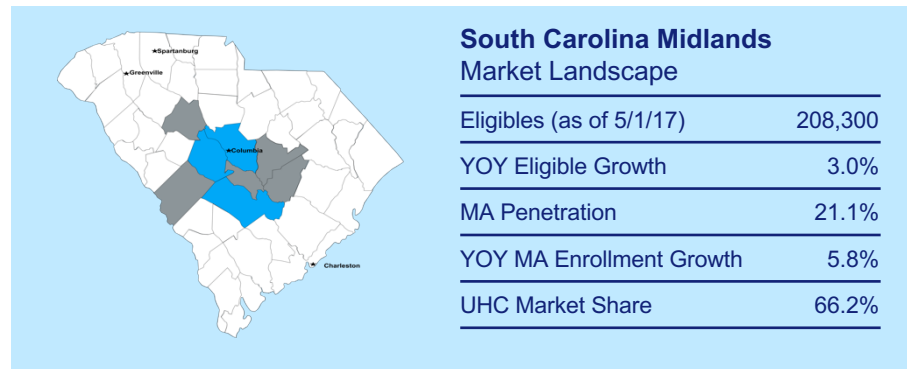
## Provider

- Key providers include Providence/Sisters of Charity and University of South Carolina
- Consult the Provider Directory for the full list of providers



## UnitedHealthcare Experience

- HouseCalls: A convenient in-home annual clinical visit from an advanced practice clinician at no additional cost. Gift card is sent upon completion of visit
- UnitedHealth Passport: Coverage travels with members to approved service areas for up to nine straight months
- Renew by UnitedHealthcare: a member-only Health & Wellness Experience that offers members tools to learn, earn rewards, and live their best life
- Hearing Aid Benefit: Access to affordable hearing devices through hi HealthInnovations™
- NurseLine<sup>SM</sup>: 24/7 phone access to a registered nurse
- Personalized service model that connects members with advocates who are best suited for their needs
- Fitness program: Stay active with a gym membership for no additional cost
- Diabetes Navigator helps qualified members manage diabetes more effectively



● Current Footprint    ● HMO Expansion

# South Carolina Midlands Product Overview

2018

Plan Name	AARP® MedicareComplete®	AARP® MedicareComplete®	Care Improvement Plus® Medicare Advantage
H-PBP	H8748-017	H8748-018	R7444-008
Plan Highlights	Low premium plan with rich ancillary benefits. Dental Rider available	Low premium plan with rich ancillary benefits. Dental Rider available	Moderate premium plan with open access out-of-network coverage
Plan Type	HMO	HMO	Regional PPO
Service Area	South Carolina: Clarendon, Orangeburg, Sumter	South Carolina: Aiken, Calhoun, Lexington, Newberry, Richland	Georgia: Statewide South Carolina: Statewide
Premium	\$16	\$16	\$41
PCP Copay	\$10	\$10	\$10
Specialist Copay	\$45	\$45	\$50
Referral Required	N	N	N
Inpatient Hospital	\$295 days 1-6	\$295 days 1-6	\$395 days 1-4
Outpatient Surgery	\$295	\$295	20%
Max Out-of-Pocket	\$6,700	\$6,700	\$6,700
Lab Copay	\$10	\$10	\$10
Rx Copays	\$3/\$12/\$47/\$100/28%	\$3/\$12/\$47/\$100/28%	\$4/\$14/\$47/\$100/29%
Rx Deductible	\$215 (T3, T4, & T5 only)	\$255 (T3, T4, & T5 only)	\$195 (T3, T4, & T5 only)
Extra Benefits	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine, Dental Rider Available	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine, Dental Rider Available	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Preventive Dental, NurseLine, Dental Rider Available

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# South Carolina Upstate Market Overview

2018



## Market Highlights

- Expanding HMO offering to Pickens county providing new options in the market
- UnitedHealth Passport® – Great for HMO members who are snowbirds or like to travel
- Differentiate with UnitedHealthcare open access and better customer service
- No referral required to see specialists
- Fitness option on all HMO plans
- 4.0 Star RPPO Plan



## Rx Highlights

- \$0 copay on Tiers 1 & 2 when using Preferred Mail 90-day home delivery
- No deductible and low copays for Tiers 1 & 2, the most commonly used drugs
- Improved Tier 1 & 2 coverage with nearly 90% of UHC generic claims on these tiers
- 8 of UHC's top 10 most used generics are in Tier 1

## Provider

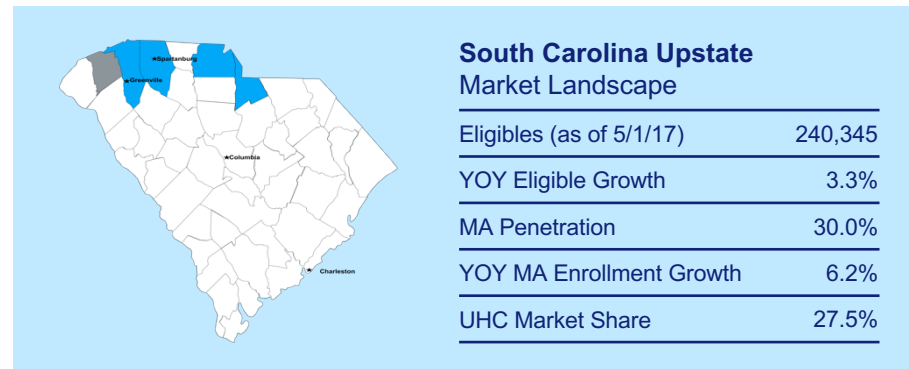


- Key providers include Bon Secours Health System/St. Francis, Greenville Health System, Mary Black, Baptist Easley and North Hills
- Consult the Provider Directory for the full list of providers



## UnitedHealthcare Experience

- HouseCalls: A convenient in-home annual clinical visit from an advanced practice clinician at no additional cost. Gift card is sent upon completion of visit
- UnitedHealth Passport: Coverage travels with members to approved service areas for up to nine straight months
- Renew by UnitedHealthcare: a member-only Health & Wellness Experience that offers members tools to learn, earn rewards, and live their best life
- Hearing Aid Benefit: Access to affordable hearing devices through hi HealthInnovations™
- NurseLine<sup>SM</sup>: 24/7 phone access to a registered nurse
- Personalized service model that connects members with advocates who are best suited for their needs
- Fitness program: Stay active with a gym membership for no additional cost
- Diabetes Navigator helps qualified members manage diabetes more effectively



● Current Footprint ● HMO Expansion

# South Carolina Upstate Product Overview

2018

Plan name	AARP® MedicareComplete®	AARP® MedicareComplete®	AARP® MedicareComplete®	Care Improvement Plus® Medicare Advantage
<b>H-PBP</b>	<b>H8748-002</b>	<b>H8748-012</b>	<b>H8748-013</b>	<b>R7444-008</b>
<b>Plan Highlights</b>	\$0 premium plan for consumers shopping for value and comfortable with higher out-of-pocket costs	\$0 premium plan for consumers shopping for value and comfortable with higher out-of-pocket costs	Moderate premium plan with lower copays and additional ancillaries	Moderate premium plan with open access out-of-network coverage
<b>Plan Type</b>	HMO	HMO	HMO	Regional PPO
<b>Service Area</b>	South Carolina: Greenville, Pickens	South Carolina: Spartanburg	South Carolina: Lancaster, York	Georgia: Statewide South Carolina: Statewide
<b>Premium</b>	\$0	\$0	\$32	\$41
<b>PCP Copay</b>	\$10	\$5	\$10	\$10
<b>Specialist Copay</b>	\$50	\$45	\$45	\$50
<b>Referral Required</b>	N	N	N	N
<b>Inpatient Hospital</b>	\$335 days 1-5	\$335 days 1-5	\$345 days 1-5	\$395 days 1-4
<b>Outpatient Surgery</b>	\$295	\$295	\$275	20%
<b>Max Out-of-Pocket</b>	\$6,700	\$6,700	\$6,700	\$6,700
<b>Lab Copay</b>	\$10	\$10	\$10	\$10
<b>Rx Copays</b>	\$3/\$12/\$47/\$100/28%	\$3/\$12/\$47/\$100/28%	\$3/\$12/\$47/\$100/28%	\$4/\$14/\$47/\$100/29%
<b>Rx Deductible</b>	\$215 (T3, T4, & T5 only)	\$215 (T3, T4, & T5 only)	\$215 (T3, T4, & T5 only)	\$195 (T3, T4, & T5 only)
<b>Extra Benefits</b>	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, OTC Essentials Catalog, NurseLine, Dental Rider Available	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, OTC Essentials Catalog, NurseLine, Dental Rider Available	Routine Eye & Hearing Exam, Hearing Aids, Fitness Membership, Preventive Dental, Passport, NurseLine, Dental Rider Available	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Preventive Dental, NurseLine, Dental Rider Available

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# South Carolina CIP Chronic/Dual Product Overview 2018

Plan Name	Care Improvement Plus <sup>®</sup> Silver Rx	Care Improvement Plus <sup>®</sup> Gold Rx	Care Improvement Plus <sup>®</sup> Dual Advantage
<b>H-PBP</b>	<b>R7444-009</b>	<b>R7444-010</b>	<b>R7444-011</b>
<b>Plan Highlights</b>	Chronic plan specially designed for those who are dual eligible with Chronic Heart Failure or Diabetes	Chronic plan specially designed for those with Cardiovascular Disorders, Chronic Heart Failure, or Diabetes	Specially designed plan for those who are dually eligible
<b>Plan Type</b>	Regional PPO	Regional PPO	Regional PPO
<b>Service Area</b>	Georgia: Statewide South Carolina: Statewide	Georgia: Statewide South Carolina: Statewide	Georgia: Statewide South Carolina: Statewide
<b>Premium</b>	Varies by LIS Level	\$21	Varies by LIS Level
<b>PCP Copay</b>	Varies by LIS Level	\$10	Varies by LIS Level
<b>Specialist Copay</b>	Varies by LIS Level	\$45	Varies by LIS Level
<b>Referral Required</b>	N	N	N
<b>Inpatient Hospital</b>	Varies by LIS Level	\$335 days 1-5	Varies by LIS Level
<b>Outpatient Surgery</b>	Varies by LIS Level	20%	Varies by LIS Level
<b>Max Out-of-Pocket</b>	Varies by LIS Level	\$6,700	Varies by LIS Level
<b>Lab Copay</b>	Varies by LIS Level	\$10	Varies by LIS Level
<b>Rx Copays</b>	Varies by LIS Level	\$4/\$12/\$47/\$100/29%	Varies by LIS Level
<b>Rx Deductible</b>	Varies by LIS Level	\$210 (T4 & T5 only)	Varies by LIS Level
<b>Extra Benefits</b>	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Preventive & Comprehensive Dental, OTC Catalog, Transportation, NurseLine	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Preventive Dental, Transportation, NurseLine	Eyewear Credit, Routine Eye & Hearing Exam, Hearing Aids, Preventive Dental, OTC Catalog, Transportation, NurseLine

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