Serving Dual Eligibles: A Provider’s Perspective

Aileen McCormick, West Region CEO
Medicaid Business Unit, WellPoint
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Who We Are: Amerigroup, WellPoint’s Medicaid Business Unit

- We have 17 years of experience providing access to health care, focusing solely on federal and state programs
- We’re one of the first companies to integrate coordination of physical, behavioral emphasizing community-based care
- We were acquired by WellPoint, Inc., and now operate as its Medicaid Business Unit (MBU)
- We are now the largest provider of solutions to public health care programs, covering 4.5 million members across 20 states
The Medicaid Business Unit Serves 4.5 Million Members

Our Members by Eligibility Status and Services Rendered
Serving Seniors and People with Disabilities

- Roughly 93 percent of all seniors and people with disabilities served by Amerigroup receive their Medicaid-covered services through our programs.
- Amerigroup served approximately 354,000 total members in Supplemental Security Income/Aged, Blind and Disabled (SSI/ABD) and Medicare Advantage programs across 20 states.
- Roughly 4 percent of Amerigroup members who were dual eligibles received both their Medicaid and Medicare benefits through Amerigroup, demonstrating that coordinating care and providing services for duals across Medicaid and Medicare can be limited for health plans under current statutory and regulatory rules.
- A significant proportion of our enrollment among seniors and people with disabilities is comprised of duals; Nearly 41 percent of these members were eligible for both Medicaid and Medicare services while the remaining members, which comprised 59 percent, were eligible only for Medicaid or Medicare.

Service Coordination
Integrated Care Model

- Acute
- Physician
- Home- and Community-based Resources

- Acute
- Physician
- Home- and Community-based Resources

Duals served through our Special Needs Plans (SNPs) are similar to current nondual Amerigroup members.

National Advisory Board

- In 2007, Amerigroup developed a first for the health care industry: a National Advisory Board (NAB)
- Convened by Lex Frieden, instrumental in conceiving and drafting the landmark Americans with Disabilities Act of 1990, and comprised of culturally diverse community advocates, health care experts and academics
- In April 2009, developed a white paper: “A Declaration for Independence: A Call to Transform Health and Long-term Services for Seniors and People With Disabilities”
- In September 2012, released a toolkit comprised of 38 different resources, “Managed Care: Doing It Right; Applying the Independent Living Philosophy,” designed to inform legislators, advocates and consumers on how to apply the independent living philosophy to health care and home- and community-based services
Medicare and Medicaid

<table>
<thead>
<tr>
<th>Medicare</th>
<th>Medicaid (duals perspective)</th>
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<tbody>
<tr>
<td>Covers 47.6 million Americans</td>
<td>Covers 56.5 million Americans</td>
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<tr>
<td>• Eligibility based on entitlement</td>
<td>• Eligibility based on income</td>
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<tr>
<td>• Aged – over age 65</td>
<td>• Includes 10.2 million dual eligibles</td>
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<tr>
<td>• Disability – under age 65</td>
<td>• Long term nursing home</td>
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<tr>
<td>• Part A – hospital, SNF</td>
<td>• Home/community based services</td>
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<tr>
<td>• Part B – physician, outpatient</td>
<td>• Non-Part D prescription drugs</td>
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<td>• Part D – prescription drug</td>
<td>• Medicare cost sharing</td>
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<td>• Cost sharing for many services</td>
<td>• “Wraps around” Medicare</td>
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<td>• Acute medical care focus</td>
<td>• Functional/support focus</td>
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<tr>
<td>• Federal program</td>
<td>• Joint state/federal program</td>
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Duals Population Profile

- 40% of Amerigroup members who are dually eligible are younger than the age of 65*
- 55% live at or below poverty level
- 60% have multiple chronic medical conditions
- 54% have one or more cognitive impairments
- 15% live in long-term care facilities
- 41% are nonelderly individuals with disabilities
- In 2007, duals were 16% of Medicare beneficiaries, generated 27% of Medicare spending
- In 2007, duals were 15% of Medicaid beneficiaries, generated 39% of Medicaid spending

* Amerigroup internal data.