



Serving Dual Eligibles: A Provider's Perspective

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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**

**REAL SOLUTIONS mean
REAL RESULTS**

Our Mission

Provide Real Solutions for members who need a little help by making the health care system work better while keeping it more affordable for taxpayers.



The Medicaid Business Unit Serves 4.5 Million Members

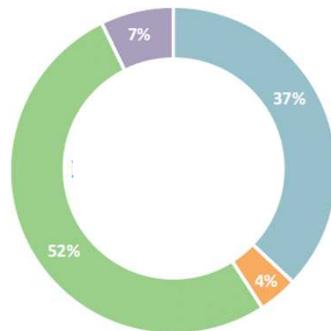


California	946,000
Texas	786,000
New York	483,000
*Georgia	290,000
Virginia	253,000
Florida	251,000
*Indiana	241,000
Maryland	229,000
Tennessee	203,000
New Jersey	152,000
Louisiana	138,000
Kansas	127,000
*Nevada	86,000
West Virginia	83,000
*Wisconsin	63,000
South Carolina	61,000
*Ohio	53,000
Washington	27,000
New Mexico	25,000
*Massachusetts	20,000

Blue = SPD

*States that do not have SPD

Our Members by Eligibility Status and Services Rendered



- Dual Eligible Members (Medicaid Services Only)
- Dual Eligible Members (Medicaid + Medicare Services)
- Medicaid Only Members
- Medicare Only Members

Source: Amerigroup enrollment data as of 9/30/2012 and reflects members who are seniors or people with disabilities

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



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

Q-and-A

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Appendix

Medicare and Medicaid

Medicare	Medicaid (duals perspective)
<ul style="list-style-type: none"> Covers 47.6 million Americans <ul style="list-style-type: none"> Eligibility based on entitlement Aged – over age 65 Disability – under age 65 Part A – hospital, SNF Part B – physician, outpatient Part D – prescription drug Cost sharing for many services Acute medical care focus Federal program 	<ul style="list-style-type: none"> Covers 56.5 million Americans <ul style="list-style-type: none"> Eligibility based on income Includes 10.2 million dual eligibles Long term nursing home Home/community based services Non-Part D prescription drugs Medicare cost sharing “Wraps around” Medicare Functional/support focus Joint state/federal program

Duals Population Profile

<ul style="list-style-type: none"> 40% of Amerigroup members who are dually eligible are younger than the age of 65* 	
<ul style="list-style-type: none"> 55% live at or below poverty level 	
<ul style="list-style-type: none"> 60% have multiple chronic medical conditions 	
<ul style="list-style-type: none"> 54% have one or more cognitive impairments 	
<ul style="list-style-type: none"> 15% live in long-term care facilities 	
<ul style="list-style-type: none"> 41% are nonelderly individuals with disabilities 	
<ul style="list-style-type: none"> In 2007, duals were 16% of Medicare beneficiaries, generated 27% of Medicare spending 	
<ul style="list-style-type: none"> In 2007, duals were 15% of Medicaid beneficiaries, generated 39% of Medicaid spending 	