

# 2014 TLC RoadShow

March 11, 2014 through March 31,2014

# 2014 TLC RoadShow Agenda



- Welcome
- ACA
- Kaiser
- CommonHealth
- Benefits Eligibility System (BES)
- Anthem Medical, Behavioral Health and Rx
- Delta Dental
- Housekeeping
- Questions???

## Affordable Care Act (ACA)



- Informational Only Not Attorney or Consultant
- 90 Day Waiting Periods
- ACA Fees
- Shared Responsibility Regs
- Cadillac Tax
- ACA Not a QME
- Subsidies
- Mental Health Parity

#### Disclaimer



- Informational Only
- Not Attorneys, Accountants, Actuaries or Consultants
- Do your Research or Consult with a Professional

# ACA – 90 Day Waiting Periods



- Waiting periods permitted under ACA
- Cannot exceed 90 days
- If you have 90-day waiting period, review for possible violation of the ACA.
  - TLC coverage is effective on the first of month following date of hire
  - EE hired mid-month would be required to wait longer than 90 days for coverage

#### **ACA** - Fees



- TLC pays the following ACA fees for our groups
  - Comparative Effectiveness (PCORI/CER) Fees
  - Reinsurance Fees
- Factored into rates

## ACA – Shared Responsibility Regs



- Minimum Value and Affordable
- Value satisfied if you offer even one plan with at least 60% value
- All TLC plans meet the Minimum Value Standard Set by ACA
- Affordability based on EE only contribution not exceeding 9.5% of Household Income
  - Safe Harbor Federal Poverty Level (\$11,760 in 2014) OK if Single EE pays less than \$93.19/Mo.

#### ACA – Cadillac Tax



- Beginning in 2018
- A 40% excise tax will be assessed, on the cost of coverage for health plans that exceed a certain annual limit
  - \$10,200 for individual coverage
  - \$27,500 for self and spouse or family coverage
- Health issuers and sponsors of self-funded group health plans must pay the tax of 40 percent of any dollar amount beyond the caps that is considered "excess" health spending.

#### ACA - QME



- QME rules are based on your Flexible Benefit Documents
- If you do not have a plan, our rules will apply
- Joining or Dropping Marketplace plan is not a QME under the TLC program. To be QME, it must be written into your flex document.
- Subsidies NOT Likely

#### **ACA - Subsidies**



- Most EEs will inquire about QME based on premium cost not benefits
- Not likely that Marketplace will offer better benefits at lower cost without subsidy
- Federal Subsidy <u>NOT</u> available if:
  - ER offers a Minimum Value and Affordable plan
  - EE is eligible for your plan, or
  - If Covered under your plan

# ACA - Mental Health Parity



To comply with Mental Health Parity Laws, TLC is adding Residential Treatment Coverage to our programs and Modifying the Partial Hospitalization (Day) Program Co-pay, effective on your plan anniversary. Details later in the presentation.



#### **Kaiser Permanente**

Different. Better.



#### Typical U.S. health care model

**Typical:** Fragmented, uncoordinated

Result: High cost, frequent duplication of efforts, low efficiency, difficult to navigate **Call Center Primary Care Skilled Nursing Advice Center** Office **Facility** Media/Web Laboratory Hospital **Specialty Care** Home Office (Self-Care) **Urgent Care** Rehabilitation Health **Plans** Hospice **DM Vendors Pharmacy** Radiology **Emergency Room** 

#### The model for quality and convenience

**Kaiser Permanente model:** Highly coordinated care through state-of-the-art technology and the area's largest multi-specialty physician group practice

**Results:** Superior patient experience and quality outcomes

Population Management Tools

**Disease registries** 

**Risk stratification** 

Identification of subgroups needing care

**Patient management tools** 

**Targeted panel lists** 

Inreach- Prompts, reminders for clinicians

Outreach- Letters and automated telephone outreach to members

Monitoring and process improvement measures and reports

Labs

Inpatient

Outpatient

**Emergency** 

**Pharmacy** 

**Imaging** 

**Immunization** 

Membership

Financial & Benefits

#### KP Health Connect

Secure Web-Based

**Universal Access** 

**Real Time** 

**Linked to Delivery System** 

**Electronic Ordering** 

**Digital Imaging** 

**Secure Messaging** 

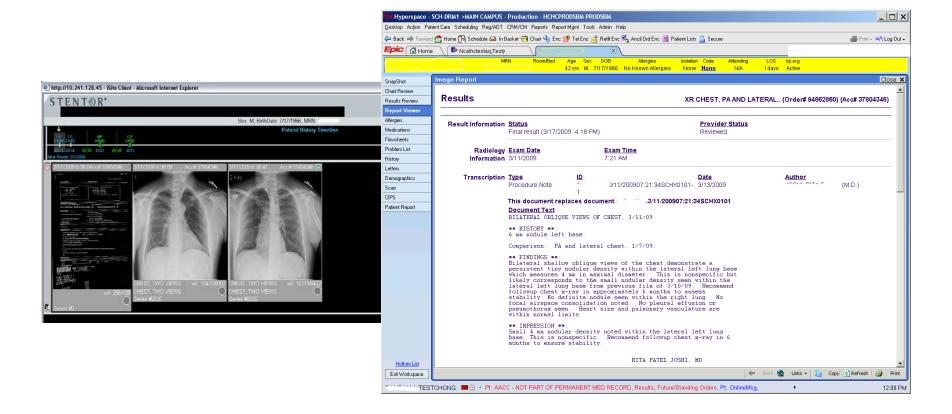
**KP.org and My Health Manager** 

#### **KP HealthConnect:**

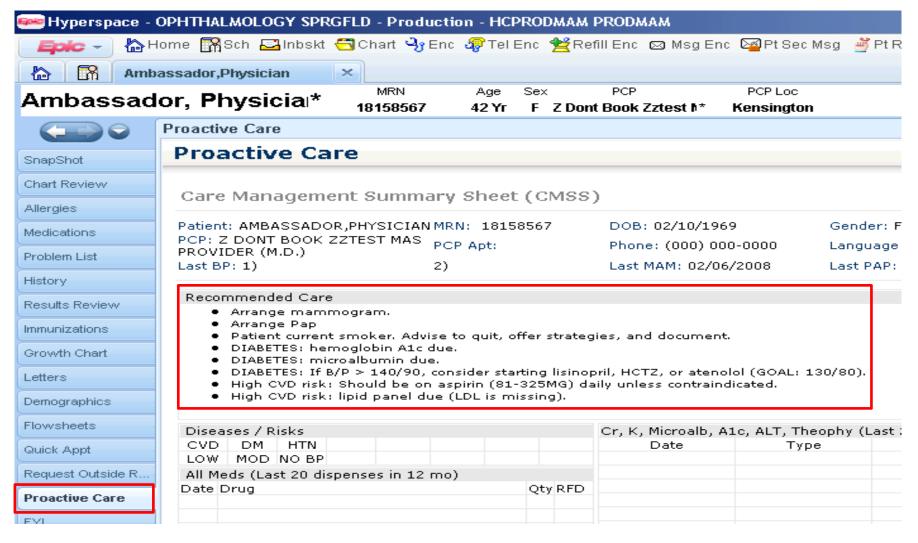
# The tool that helps make us the quality

#### leader

From any computer with an internet connection, our physicians can view x-rays (or any other radiology image) with the member moments after the film is taken.

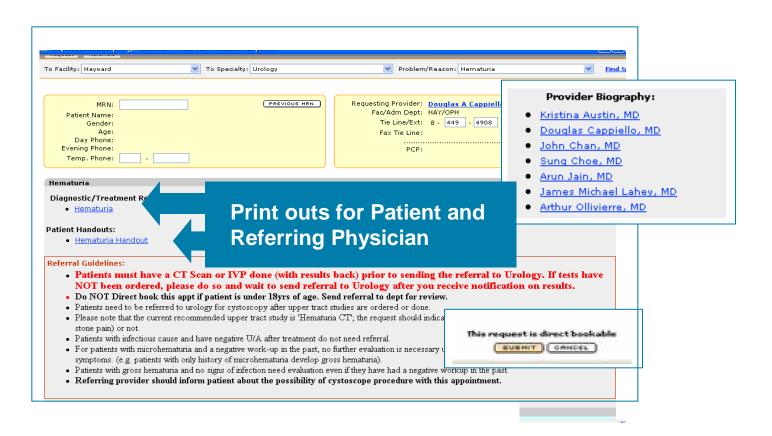


# Integrated model at work – proactive care (Inreach) at every visit in every department.



# Specialty care: We offer market-leading access

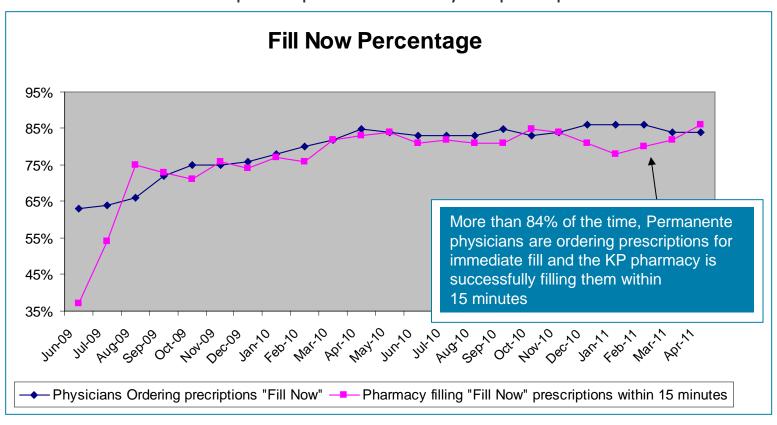
Using a tool called E-consult, primary care physicians can *instantly* schedule patients to see specialists while the patient is in the exam room -- no more waiting on the phone to schedule appointments. Sometimes, specialty appointments are available the same day.



#### Fill now:

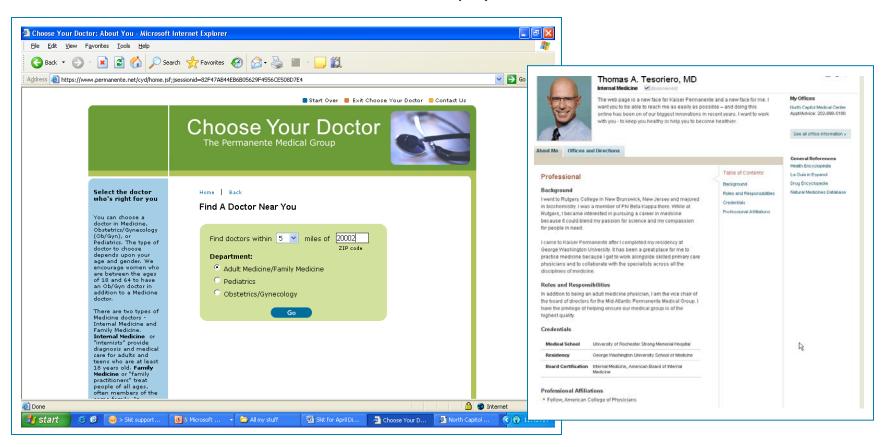
#### **Prescriptions are filled fast**

Permanente physicians can order prescriptions to be immediately filled in our pharmacies, located in our medical centers. By the time members leave the exam room, their prescriptions are ready for pick up.



# The power of kp.org for our members

Members are able to choose their Permanente primary care doctors online, assisted by the information contained in the comprehensive home pages of every primary care Permanente physician.



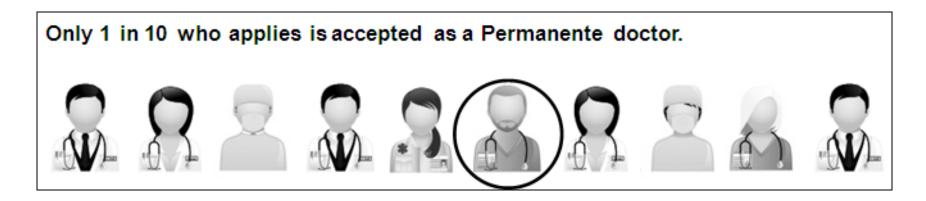
#### The power of kp.org for our members

- From any computer with an internet connection, at any time of day or night,
   Kaiser Permanente members can:
  - E-mail their Permanente doctor's office
  - Schedule appointments
  - Fill prescriptions
  - View lab test results
  - Print immunization records
  - View own medical record
  - Get their list of medications
- Nationwide, millions of Kaiser
   Permanente members are using this convenient, time-saving technology.



## We are hiring great doctors

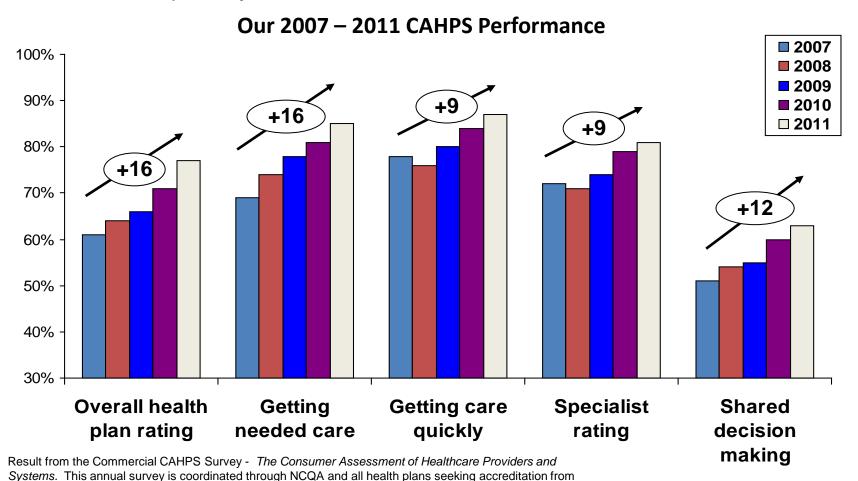
It's tough to become one of our doctors.



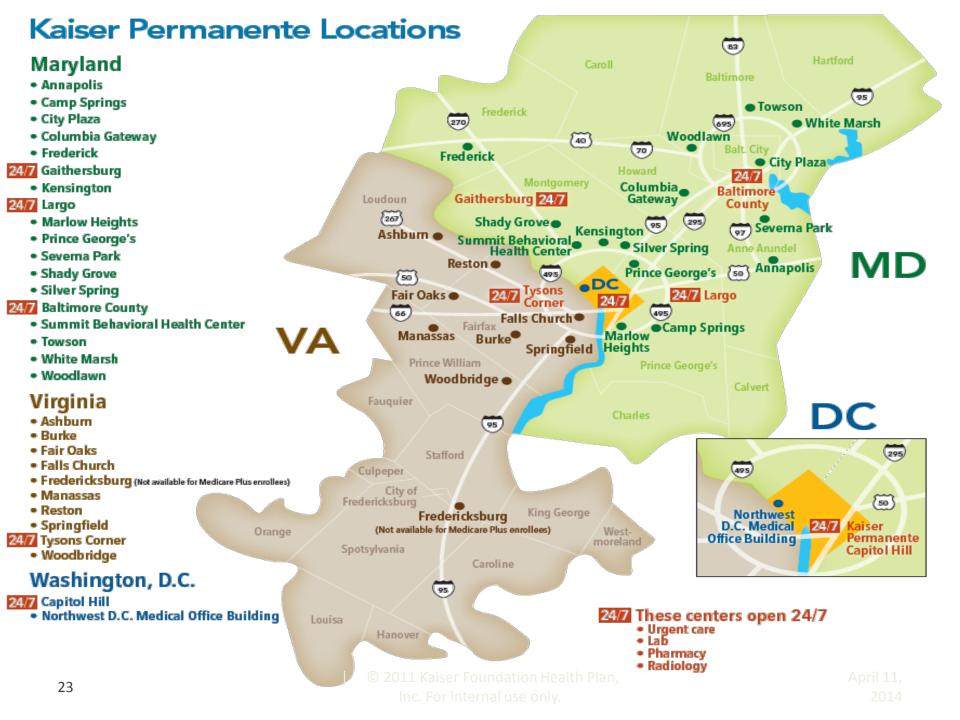
Not only are Permanente physicians highly skilled at diagnosing and treating medical conditions, they also promote healthy lifestyles, disease prevention, and open communication with their patients. Improving patient health using these approaches is a cornerstone of Permanente medicine.

#### Delighted by our care

Our focus on quality and convenience has translated into rapidly rising member satisfaction, especially in access and service.



NCQA must participate.



#### **Tysons Corner Medical Center**

Located at 8008 Westpark Drive, McLean, Virginia.

#### **Features**

- More than 200,000 square feet
- Part of a vital and growing commercial and residential area
- On site pharmacy, lab, advanced imaging, urgent care, and more.



#### **Northwest Medical Center**

2301 M Street, N.W., in Washington, D.C.

#### **Features**

- Near Metro and bus lines
- Adult primary care, obstetrics and gynecology, pediatrics, and behavioral health services
- On site pharmacy, lab, and imaging (X-ray and mammography)
- 42,000 square feet



## Ashburn Medical Center Expansion Completed

All services at our current Loudoun Medical Center will relocate to the Ashburn facility, at 43480 Yukon Drive, Suite 100.

#### **Features**

- Expansion of obstetrics and gynecology, pediatrics, and adult medicine
- On site pharmacy, lab, and more.
- 29,000 square feet



#### Fredericksburg Medical Center

1201 Hospital Drive, Fredericksburg, VA 22401

#### "Primary" Care Needs

- Adult Primary Care
- Obstetrics/Gynecology
- Pediatrics
- X-ray Imaging
- Lab
- Pharmacy

#### **Advanced Imaging**

Mammography

#### **Medical/Surgical Specialties**

- Cardiology
- Dermatology
- Endocrinology
- Gastroenterology (GI)
- General Surgery
- Hematology/Oncology
- Neurology
- Orthopedics
- Otolaryngology (ENT)
- Podiatry
- Pulmonary
- Rheumatology
- Telemedicine

#### **Additional Services**

 Behavioral Health – (Including Child Psychiatry)

#### **Employee Assistance Program**



#### 20 Ways You Can Use Your Employee Assistance Program

The employee assistance program (EAP) is a valuable resource to assist employees and their family members.

The EAP is designed to help you and your family members deal



- Personality conflicts at home or on the job
- Money management and financial problems
- An adolescent who is using drugs or alcohol
- Support in deciding on proper care for elderly parents
- A child who has a behavioral problem at home or at school

- Anxiety or depression
- Domestic violence
- · Feelings of being overwhelmed
- Learning to be more assertive
- Clarifying important life decisions and problem solving
- Dealing with the loss of a loved one
- Managing stress
- Feelings of loneliness
- Recognizing a substance abuse problem

- Resources for marital counseling Ways to improve your self-esteem
- A gambling problem
- Support when living with a person who abuses alcohol or drugs
- Help with learning positive communication skills
- Adjusting to a divorce or separation

# CommonHealth Employee Wellness Program

All employees participating in The Local Choice Health Benefits

Program are eligible.











#### FREE Health Check Screening every 2 years

- Total and HDL Cholesterol
- Blood Pressure
- Height/Weight and Body Mass Index
- Diabetes Risk Assessment
- Non-fasting and immediate results
- For participating employees and their adult dependents

Contact Your Regional Coordinator to schedule

#### **UPCOMING CAMPAIGNS**



#### Getting Your Zzzz...CommonHealth's Guide to

<u>Healthy Sleep</u> — take a closer look at what may be interfering with your "sweet dreams" and increasing your risk of heart disease (July 1, 2014 - June 30, 2015)



#### <u>Take 10 For You – Improve Your Health in Just</u>

10 Minutes a Day — get past the time barrier and start making permanent and positive changes in your life. (July 1, 2014 - June 30, 2015)

#### **CURRENT CAMPAIGNS**



<u>Growing Younger</u> — information and activities to assist you in living a healthier life, regardless of your current age. (runs through June 30, 2014)



<u>Think FAST About Stroke</u> — learn to recognize the warning signs of stroke so you respond FAST, and receive lifestyle tips for prevention. (runs through June 30, 2014)

#### **Program Options to Meet Your Needs**

- Traditional Presentation 15 45 minutes
- Learning Station high traffic area (e.g.break room)
- Coupon paper or electronic
- Video web link or DVD

#### **Contact Your Regional Coordinator to schedule**









#### **Quit for Life**

#### **Tobacco Cessation Program**



- FREE to health plan participants 18 and older
- Individualized program includes a personal Quit Coach
- May include free nicotine replacement or other covered medications
- The support you need when you're ready
- Enroll online or by phone

#### **Future Moms**

#### Healthy pregnancies reduce risk of premature birth





- Excellent information on pregnancy and childcare
- Support and guidance in areas like breastfeeding.
- **■**Enroll in the first trimester and the hospital co-pay for delivery is waived for KA+ and KA 250 (Approx. \$300 value)
- **CALL 1-800-828-5891**

## **CommonHealth Compass**



- Newsletter
- Success stories
- Campaign information & support materials
- Recipes
- Go green, save time and reduce program expenses ask your coordinator for the <u>ELECTRONIC COMPASS</u>



# Getting Your ZZZs

CommonHealth's Guide to Healthy
Sleep

# Losing sleep



1910 9 hours Today
Under 7



# What happens when we don't get enough rest?

- Accidents
- Serious health problems
- Low sex drive
- Depression
- Forgetfulness
- Weight gain

- Risk of death
- Impaired judgment without sleep



# Sleep & your heart



- Reduces plaque build-up in the arteries
- •Inadequate sleep prevents the nightly dip in blood pressure

Lack of sleep raises stress hormone levels

- Causes inflammation in blood vessels
- Can lead to clogged arteries and blocked blood vessels





# **OVEREATING**

Is a poor night's sleep to blame?



Sleep helps maintain a healthy balance of the hormones that make you feel hungry (ghrelin) or full (leptin).



# SLEEP HYGIENE

What you can do to get a good night's sleep

















# Thanks for participating



Please visit your wellness website at

www.CommonHealth.virginia.gov/tlc

for more information and resources

## Regional CommonHealth Coordinators

**Suzanne Meador** – <u>suzanne.meador@dhrm.virginia.gov</u> - Lee, Scott, Wise, Dickenson, Buchanan, Russell, Washington, Tazewell, Smyth, Grayson, Carroll, Wythe, and Bland counties.

**Sharon Buckner** – <a href="mailto:sharon.buckner@dhrm.virginia.gov">sharon.buckner@dhrm.virginia.gov</a> – Augusta, Clarke, Frederick, Greene, Madison, Page, Rappahannock, Rockingham, Shenandoah and Warren

**Susan Perry -** <u>susan.perry@dhrm.virginia.gov</u> – Bedford, Botetourt, Craig, Floyd, Franklin, Giles, Henry, Montgomery, Patrick, Pittsylvania, Pulaski, Roanoke

Kristina Fischbach – <a href="kristina.fischbach@dhrm.virginia.gov">kristina.fischbach@dhrm.virginia.gov</a> – Albemarle, Alleghany, Amherst, Appomattox, Bath, Buckingham, Campbell, Cumberland, Fluvanna, Goochland, Highland, Louisa, Nelson, Rockbridge counties and the cities of Charlottesville and Lynchburg.

## Regional CommonHealth Coordinators

- **Cynthia Duncan** <u>cynthia.duncan@dhrm.virginia.gov</u> Accomack, Isle of Wight, Northampton and Southampton counties and cities of Chesapeake, Franklin, Norfolk, Portsmouth, Suffolk and Virginia Beach.
- Mary Louise Gerdes marylouise.gerdes@dhrm.virginia.gov Caroline, Charles City, Essex, Westmoreland, Lancaster, Middlesex, Matthews, King and Queen, King William, New Kent, Gloucester, York, James City, Surry and Sussex counties and the cities of Hampton, Newport News, Poquoson and Williamsburg.
- **Craig Hicken** <a href="mailto:craig.hicken@dhrm.virginia.gov">craig.hicken@dhrm.virginia.gov</a> Amelia, Brunswick, Chesterfield, Charlotte, Dinwiddie, Greensville, Halifax, Lunenburg, Mecklenburg, Prince Edward, and Nottoway counties and the cities of Colonial Heights, Emporia, and Hopewell.
- **Amy Moore** <u>amy.moore@dhrm.virginia.gov</u> Fairfax, Fauquier, Loudoun, Culpeper, Orange, Stafford and Prince William counties and the city of Fairfax.
- **Rose O'Toole** rose.otoole@dhrm.virginia.gov Cumberland, Henrico, Hanover, King George, Louisa, Powhatan, Spotsylvania, Fredericksburg, and Richmond.

# Questions?

**Anne Dinterman** 

CommonHealth Program Manager

Dept. of Human Resource Management

101 N. 14<sup>th</sup> Street, 12 floor

Richmond, VA 23219

Anne.Dinterman@dhrm.virginia.gov



# Benefits Eligibility System BES

#### **BES Communications**

- TLC communications and forms are found on the TLC web-site at www.thelocalchoice.virginia.gov.
- To contact TLC:
- Eligibility and Enrollment questions:
  - tlc@dhrm.virginia.gov
  - Fax: 804-786-1708
  - Phone: 888-641-4414 or 804-225-3642
- Covered Service and Claim questions:
  - Anthem: 800-552-2682
  - Delta: 888-335-8296
  - Kaiser: 800-777-7902



#### BES - Direct Access

Direct access to BES is planned for 2014.
 Benefit Administrators will be responsible for entering changes and additions for Open Enrollment July and October 2014.



#### **BES - Forms**

- Please use the most recent forms on the TLC web-site under the forms link.
   Submit all requests/forms to OHB (Office of Health Benefits) through email, fax or mail.
- **Group adjustment form**: Used to terminate an employee and their dependents (entire contract), change group's address or contact person
- Enrollment form: Used to enroll members; add or remove dependents (spouse, child)
- Personal data change form: Used to change an employee's address, phone, email etc.
- Transmittal form: Comes from Anthem with your monthly bill. Return <u>ONLY</u> to Anthem to indicate individuals who have not paid (in arrears) or overpaid. <u>Do not</u> <u>send to DHRM.</u>

#### BES - HuRMan

 HuRMan is the secure web portal provided to groups by the Department of Human Resource Management. BES reports are posted to the group's HuRMan folder.

#### **HuRMan Access**

- Your designated user should follow these steps to access your HuRMan folder:
  - 1. Go to the Commonwealth's Department of Human Resource (DHRM) website <a href="www.dhrm.virginia.gov">www.dhrm.virginia.gov</a> and select the "Information Technology" link
  - 2. Select the "Agency Web Portal Login" link
  - 3. Login using your HuRMan user name and password
  - 4. Under the "Select an Application" drop down menu choose "Agency Repository"
  - 5. Then select the desired report.
- If you have a problem logging in to the HuRMan File Repository, please contact Support@dhrm.virginia.gov.

## **HuRMan Reports**

- **BES Enrollment Report** Weekly report of all group members available on the 3rd, 10th, 17th and 24th of each month.
- BES Exception Report Monthly report listing a variety of discrepancies found in BES that need attention.
- **BES Termination Report** Monthly report identifying participants and dependents recently terminated (cancelled).
- BES Turnaround Daily report for each successful action made in BES before 5:30
   PM. This is the official record of enrollment.
- BES Turnaround Summary Daily report listing all actions that created a BES Turnaround.
- BES Dependent Age 26 Approaching Termination Report Created in August and October of each year identifying participants who have a covered child reaching Age 26 sometime during the current year. (Note: This report does not include children added to BES after the report's run date.)
- **BES Dependent Age 26 Termination Report** Created in January of each year showing dependents removed from BES the last day of the previous year because they reached the age that makes them ineligible.
- **BES Persons Eligible for Medicare** -Monthly report identifying individuals (participants and spouses) approaching Age 65. (Note: This report looks 3 months ahead of the individual's DOB. For example, a person turning Age 65 in April will appear on the January report. The person will not appear on a report after January.)

#### **BES Group Numbers & Anthem Billing Numbers**

- BES GROUP NUMBER
- Example: ABC group –
   047 325 00
- Should be used on all DHRM forms (Enrollment Forms, Group Adjustment Forms, Employer Data Sheet, Personal Data Change Form)
- All actives, early retirees, COBRA and Medicare eligible, etc. will have the same group number

- ANTHEM BILLING NUMBER
- Example: ABC group 47325000
- Groups will only have a subgroup if needed for separate billing purposes (ex: Dept. of Social Services)
- The Anthem bill will break out actives versus early retirees, COBRA, Medicare, etc. using the billing number (old group number)

## BES FAQ's

 Social Security Numbers are needed for all dependents, newborns have 60 day window to add SS#

#### Enrollment Form used to:

- Add or remove family members from coverage
- Move an employee to retiree coverage
- Move a qualified beneficiary to extended coverage (COBRA)
- See page 5 of the TLC Administrative Process Q&A handout (also located in Section 6 of Renewal Binder and at <u>www.thelocalchoice.virginia.gov</u>)

# Aging Off

- Medicare HuRMan report
  - Groups are required to monitor
  - Group will submit appropriate paperwork to change status of member to Medicare Supplement if offered
- Age 26 end of year HuRMan report, check beginning of October
  - TLC sends sample letters to our Benefits Administrators
  - Dependents will automatically be terminated EOY they turn 26
  - Group is required to inform impacted members
  - If member is eligible and elects COBRA, appropriate paperwork must be submitted to DHRM

# Anthem. BlueCross BlueShield





#### **Who to Contact – Benefit Administrators**

BES	804.225.3642 888.642.4414
Walt Norman, Program Manager	804.786.6460 Walter.norman@dhrm.virginia.gov www.thelocalchoice.virginia.gov
Anthem Customer Service	800.552.2682
Anthem website	www.anthem.com/tlc
Anthem Behavioral Health/EAP	855.223.9277 www.AnthemEAP.com
Delta Customer Service	888.335.8296



#### **Who to Contact – Members**

Anthem Customer Service	800.552.2682
Anthem website	www.anthem.com/tlc
Anthem Behavioral Health/EAP	855.223.9277 www.AnthemEAP.com
Delta Customer Service	888.335.8296
Delta website	www.deltadentalva.com (select the Commonwealth of Virginia link)





#### **TLC General Plan Information**

Currently covers over 300 groups and **50,000** people

Consistently renewal 99% of groups



In 2014 - **15** groups joined TLC for a total of **3,471** new contracts

TLC **Enrollment** is very stable and continues to grow!

Key Advantage Expanded, Key Advantage 250, Key Advantage 500, Key Advantage 1000 & TLC HDHP

#### **BES – Direct Bill**

- Direct billing groups may choose at open enrollment. Please note on the group data sheet.
- Group will be responsible for member notification (initial enrollment 7/1 or 10/1 as well as new hires) of direct bill process.
- Communication materials will be available to download from TLC's website.
- Members have the option of auto bank draft.
- Bills are cut on the 10<sup>th</sup> for the next month's premium, payment is due on the first of the month, with a 45 day grace period.
- If coverage is terminated for non payment of premium there is no reinstatement.



#### Access to network providers



#### **Biggest Virginia Network**

100% of acute care facilities

97% of health care providers

Strong rural presence



#### **Unmatched National Access**

BlueCard® PPO Network

More than 98% of all hospitals

More than 91% of all providers

#### **Health Care Reform**

#### SBC'S

- October 2013 SBC's have been posted to the TLC web-site.
- July 2014 SBC's will be posted second quarter 2014.



# Take Care Package

- Wellness And Preventive Care Benefits
- EAP
- Future Moms
  - Incentive on KA expanded and KA 250
  - Make sure expectant moms enroll in the program!
- ConditionCare
- Quit For Life
- MyHealth advantage

# Your "Take Care Package" Wellness programs included in your health plan Employee Assistance Program (EAP) I 855-223-9277 Your EAP gives you, your covered dependents and members of your household up to four free conflidential counseling sessions per Issue each plan year. Turn to your EAP for information and resources about: • Emotional well-being • Addiction and recovery • Work and career • Childcare and parenting • Helping aging parents • Firance it issues (including free credit monitoring and identity that recovery) • And more Learn about your EAP at anthem.com/tic - link to your EAP Website, enter Commonwealth of Virginia as



your company, then select The Local Choice

#### Future Moms | 800-828-5891

Expecting? After you tell your spouse, your family and your friends, tell us! The goal of Future Mome is to help you have a healthy, full-term pregnancy. We figure that's your goal, too. Even after you give birth, your Future Moms nurse is there to provide post-ratal support. Call to enroll as soon asyou know you are pregnant. You'll receive a pre-natal kit, including a bock full of information about what to expect over the next nine months.

#### Enrolled in Key Advantage Expanded or Key Advantage 250?

Your plan will waive the hospital copayment for delivery if the covered Mom-to-be enrolls in Future Moms within the first trimester of pregnancy, has a dental cleaning during the pregnancy and completes the program.

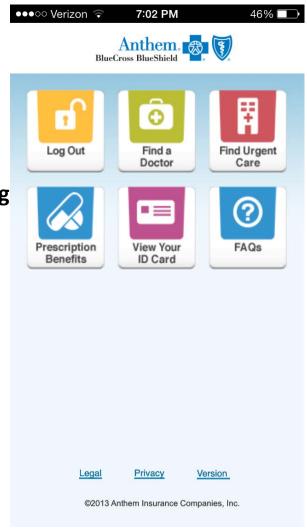
#### www.anthem.com/tlc

Member Handbooks
Benefit Information
Find A Doctor
Check Claims Status
Special Programs
Estimate Costs
Health & Wellness
Discounts



#### Anthem Mobile App

- Available on iPhones and Android smartphones
- Use the app to:
- Find a doctor or locate a hospital or emergency room
- Get to an urgent care center fast with maps and driving directions
- View your ID card
- Prescription drug tools include:
  - Locate a pharmacy
  - Price a medication
  - Switch from retail to home delivery
  - Order a refill and check order status



#### Behavioral Health – 2014 Changes

- Coverage is being added for Residential Treatment\*
- The co-payment for Partial Day Hospitalization is now the same as the co-payment for intensive outpatient treatment (Key Advantage Expanded and Key Advantage 250 products)\*

\* Medical Necessity Criteria must be met. Prior Authorization is recommended.



#### **Anthem EAP Services**

855-223-9227 or www.AnthemEAP.com





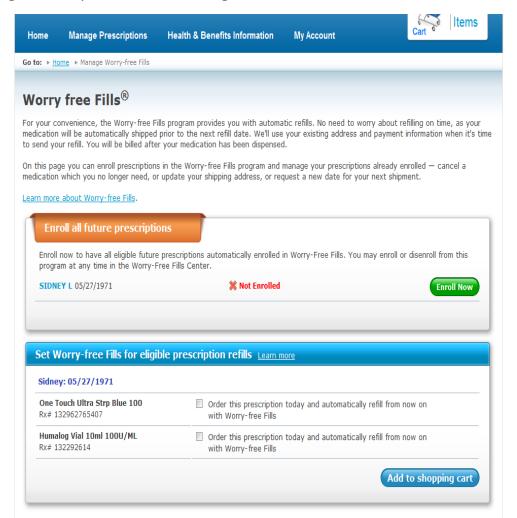
# Key EAP Resources

- For crisis situations or consultation regarding a workplace trauma response which may involve critical incident stress management (CISM) and/or a critical incident stress debriefing (CISD) to include having a counselor on site following a tragic event: Call 855-223-9277 and press 1 for CRISIS.
- For free on-site educational and/or wellness workshops:
  - View the catalog on <u>www.Anthemeap.com</u> under manager tools to choose your training topic(s)
  - Contact Lynn Vogel <u>lynn.vogel@anthem.com</u> or 804-354-4197 to schedule



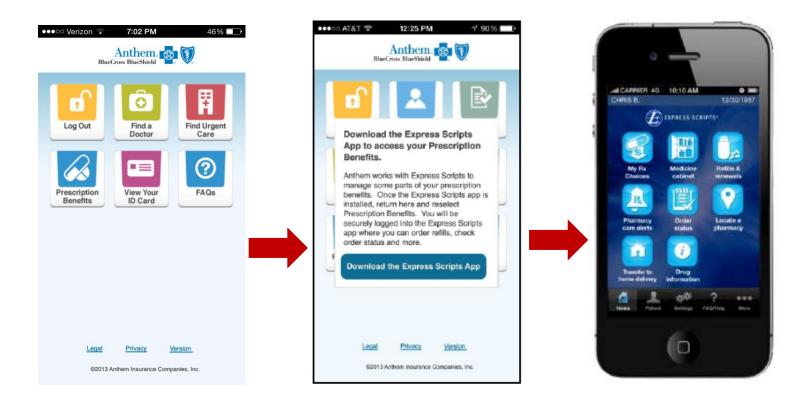
#### **Outpatient Prescription Drugs**

- No changes to Rx copays
- Automatic refills at mail order.
  - After log in, select Pharmacy benefits
  - Select Manage Prescriptions, then Manage Automatic Refills



#### Anthem Mobile App – Rx Benefits

 Choose the prescription benefits button on the Anthem Blue Cross Blue Shield app. The first time you choose that button, you'll be prompted to download the companion Express Scripts app, which powers the pharmacy tools.





# EVERYONE DESERVES AMEALTHY SMILE THATSITIES AMEALTHY SMILE THE THATSITIES THE PROOFFINE OF THE PROOFFINE



The Local Choice RoadShow March 2014





#### Who is Delta Dental?

Delta Dental is the largest and most experienced provider of dental benefits nationally.

- Largest market share of all dental carriers, covering more than 3,700 employer groups in Virginia and over 110,000 nationwide.
- Largest networks of all dental carriers, with 3,946 dentists in Virginia and
   184,647 nationally.
- Network discounts & cost controls saved our groups over \$9 billion last year.

One of every three people with dental insurance is covered by Delta Dental!



### **Network Growth since 2003**

Virginia	Unique Providers in PPO	Unique Providers in Premier
2003	865 providers	2561 providers
2013	2118 providers	3995 providers
Total growth	+ 145%	+ 56%





# Delta Dental PPO plus Premier

#### *Dual-network advantage*

- The best of both enrollees can access the Delta Dental PPO network for maximum savings or the Delta Dental Premier network for maximum provider choice
- Members can seek services from any licensed dentist they choose
- Members receive the highest level of benefit by choosing a participating dentist
  - No balance billing
  - Participating providers file claims for members



## PPO Plus Premier Payment Example\*

	PPO Network	Premier Network	Out-of- Network
Dentist Charge	\$90.00	\$90.00	\$90.00
Plan Allowance	\$70.00	\$80.00	\$80.00
Coinsurance Amount	80%	80%	80%
Delta Dental Payment	\$56.00	\$64.00	\$64.00
Patient Payment	\$14.00	\$16.00	\$26.00
Amount Dentists Receives	\$70.00	\$80.00	\$90.00
Total Savings	\$20.00	\$10.00	\$0.00

<sup>\*</sup>Example for illustrative purposes only. The service rendered in this example is Procedure Code D2150 – Amalgam (silver filling - two surfaces - permanent tooth). Assumes the annual deductible has been met.



- \$25 individual / \$75 family contract year deductible
- \$1,500 individual contract year maximum (waived for members under the age of 19)
- \$1,500 individual lifetime Orthodontic maximum (waived for members under the age of 19 if treatment is deemed medically necessary).
  - 100% coverage for Diagnostic & Preventive Services
  - 80% coverage for Basic Services
  - 50% coverage for Major Services and Orthodontics



- \$25 individual / \$75 family contract year deductible
- \$1,200 individual contract year maximum (waived for members under the age of 19).
- \$1,200 individual lifetime Orthodontic maximum (waived for members under the age of 19 if treatment is deemed medically necessary).
  - 100% coverage for Diagnostic & Preventive Services
  - 80% coverage for Basic Services
  - 50% coverage for Major Services and Orthodontics



#### High Deductible Health Plan (HDHP)

- \$25 individual / \$75 family contract year deductible
- \$1,500 contract year maximum (waived for members under the age of 19).
- \$1,500 individual lifetime Orthodontic maximum (waived for members under the age of 19 if treatment is deemed medically necessary).
- Dental deductible and coinsurance do not apply to the HDHP deductible or out-of-pocket maximum.
  - 100% coverage for Diagnostic & Preventive Services
  - 80% coverage for Basic Services
  - 50% coverage for Major Services and Orthodontics



### **Medicare Eligible Retirees**

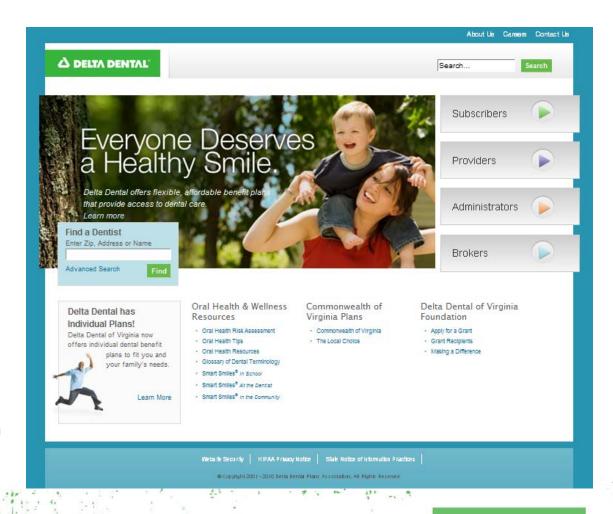
- No Annual Deductible
- \$1,500 individual calendar year maximum
  - 100% coverage for Diagnostic & Preventive Services
  - 80% coverage for Basic Services
  - 5% coverage for Major Services and Orthodontics

#### Check Out Our Website!



#### **Member Capabilities:**

- View tutorial & web guide
- Check benefits & eligibility
- Print ID cards
- Find participating dentists
- Check claims status
- Email Customer Service
- Download forms & information
- Research oral health information
- Live Chat Option!
- Cost Estimator Feature!







#### Explanation of Benefits (EOB)

A DELTA DENTAL

THIS IS NOT A BILL

4818 Starkey Road, Roanoke, VA 24018-8542 Phone: (540) 989-8000 (800) 237-8060

EXPLANATION OF BENEFITS

			PAYME	NT DATE		DOCTOR/FACIL	LITY	PA	R STATUS	PROVID	DER ID NO.
10		10/01	1/2007	JOHN DOE DESTIST		PREMIER		VA000000123			
SUI	SUBSCRIBER NAME			PATIENT NAME THDATE		GROUP		CLAIM NO.			
JOHN	JOHN APPLESEED		JOHN APPLESEF 0 1/1993		000098		20070401111100				
TOOTH NO.	SERVICE COMPLETION DATE		CEDURE	SUBMITTED AMOUNT	APPRO AMOU	-RA NNCE	DEDUCTIBLE	DDVA C	RE ONSIBLETY	DDVA PAYS	PROCESSING POLICIES
02	03/10/2007	SEALAN	IT-PER ITH	46.00	29.00	.10	29.00		W.	.00	
15	03/10/2007	SEALAN	T-PER TTH	46.00	29.00	29.00	417	95	22,60	6.40	
18	03/10/2007	COMPOS	SITE - 1 SURF	.00	.00	100	.00	80	.00	.00	165
18	03/10/2007	AMALG	AM - 1 SURF	128.00	128.00	89.00	00	Į.,	72.80	55.20	39
	03/10/2007	PERIODI	IC EXAM	42.00	27.00		.00	100	.00	27.00	
	03/10/2007	PROPHY	-ADULT	53.00	35.00	0	už.	100	.00	35.00	
	09/10/2007	PERIODI	IC EXAM	42.00	4		lao	100	42.00	.00	2
	09/10/2007	PROPHY	-ADULT	53.00	- 福		.00	100	53.00	.00	2
	TOTAL	.s		410.00	34	39.00	\$0.00		219.40	123.60	

#### PROCESSING POLICY EXPLANATION:

- 2 Service(s) performed before/or after the patient's eligibility date.
- 165 Procedure not covered as submitted. See additional line for alternate benefit procedure and allowance.
- 39 Composite resin or acrylic restorations in posterior teeth are not covered benefits of this group contract, and if provided are considered optional.

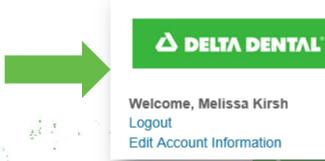
Payment for these services is determined in accordance with the specific terms of your dental plan and the agreement(s) the dentist has with DDVA (including Delta Dental member companies). If you disagree with the benefit determination, please refer to the reverse side for your apoeal rights. 
 MAXIMUM UTILIZED TO DATE
 123.60

 DEDUCTIBLE SATISFIED TO DATE
 50.00

 TOTAL PAYMENT 10/01/2007
 123.60

 PATIENT RESPONSIBILITY
 219.40

JOHN APPLESEED 100 APPLE TREE LANE ROANOKE, VA 24018 Sign-up at:
www.deltadentalva.com
to receive email
notifications when
your dental claims
have processed





#### Visit Our Blog

Join today!





# Housekeeping

#### Who Does What for TLC



Information and Forms:

Website: www.TheLocalChoice.virginia.gov

Eligibility and Enrollment questions:

New Email: tlc@dhrm.virginia.gov New Fax: 804-786-1708

Phone: 888-642-4414 or 804-225-3642 in Richmond

Group and Direct Billing questions:

Anthem: 800-552-2682 x 43380 (all plans except Kaiser HMO)

Fax: 804-354-4240

Kaiser HMO: 800-777-7902 (only Kaiser HMO)

ID Cards and Claims or Covered Services questions:

Anthem: 800-552-2682 (all plans except Kaiser HMO – also issues ID Cards)

Delta Dental: 888-335-8296 (all plans except Kaiser HMO)

Kaiser HMO: 800-777-7902 (only Kaiser HMO)

• CommonHealth Wellness:

http://commonhealth.virginia.gov/tlc/contactus.htm

Phone: 804-225-2131 Fax: 804-371-7401

#### **Data Sheets**



- Fillable on line (does calculations for you)
   <a href="http://www.thelocalchoice.virginia.gov/forms.html">http://www.thelocalchoice.virginia.gov/forms.html</a>
   Then print and send via fax or email
- Answer all Questions
- Due April 1, 2014
- Extension to reply available
  - Don't delay. Processed in order of receipt. If not set up at DHRM, ID cards/claims could be delayed or denied
- 90 day Termination Notice <u>NOT</u> waived

### **Updated TLC Forms**



- Enrollment Forms
  - Section 5, Certification by BA Required
- Group Adjustment Form
- Note New Address and Fax Number on both

tlc@dhrm.virginia.gov

(804) 786-1708

# When Sending Forms or Calling DHRM



- Please send only one time and only to one person/address— creates extra work and slows down process
- Don't send in Originals We have to return them for your files.

#### Medicare and Retirees



- Now is the time to consider adding Advantage 65 (our Medicare Supplement) to your program. You can save yourself and your employees lots of time and possible monetary loss.
- Please note: Medicare-eligible retirees and Medicare-eligible dependents of any retiree cannot be covered by a Key Advantage, HDHP or regional plan.
- A local employer is not required to offer retiree coverage or to pay any portion of the cost of coverage. However, Medicare eligible retirees (of any age) and their Medicare-eligible dependents may be covered only if your group offers one of our Medicare Supplement plans.

#### **QME** Review



#### **Enrollment and Changes**

There are only certain times when you may enroll yourself and your eligible dependents in the health benefits plan, or change your type of membership or plan. Members must remove anyone who is no longer eligible for the plan within 60 days of losing eligibility. Participants risk suspension from the health benefits program for up to three years if you cover individuals who are not eligible.

#### **QMEs**



- Birth, Adoption, or Placement for Adoption (Retroactive to first of month)
- Child Covered under the Health Plan Lost Eligibility
- Death of Child
- Death of Spouse
- Divorce
- Employment Change Full-time to Part-time
- Employment Change Part-time to Full-time
- Employment Change Unpaid Leave of Absence
- Gained Eligibility under Medicare or Medicaid
- HIPAA Special Enrollment
- Judgment, Decree, or Order to Add Child
- Judgment, Decree, or Order to Remove Child
- Lost Eligibility under Governmental Plan
- Lost Eligibility under Medicare or Medicaid
- Marriage
- Move Affecting Eligibility for Health Care Plan
- Other Employer's Open Enrollment or Plan Change
- Spouse or Child Gained Eligibility under Their Employer's Plan
- Spouse or Child Lost Eligibility under Their Employer's Plan

Your Flex Plan Rules govern your elections.

#### **COBRA Direct Billing**



- Always terminate coverage at end of month in which event occurs. We will reinstate once requirements are complete.
- Working on new Direct Bill COBRA Election forms
- Until finalized, GBAs should collect first month's premium from anyone eager to maintain coverage with only limited break
- Otherwise member must wait for information and reinstatement

# Billing Terms Set by Code of Virginia



- Premium due on first of month payable in advance
- Payments received after 10<sup>th</sup> of month are late and subject to 1% per month penalty.
- Groups having payments outstanding after 20<sup>th</sup> of month subject to claim payment suspension and advertisement in newspaper informing public of non-payment
- Consider Electronic Payment

#### **GASB**



- Still Applicable if:
  - You offer early retiree coverage, or
  - You subsidize Medicare retiree coverage
- Must account for and book keep any liability
- Funding NOT required but could impact credit rating if not funded
- Refer to our Actuary's Letter in your Renewal Notebook

#### ??? Questions ???

Walter E. Norman
TLC Program Manager
101 N. 14<sup>th</sup> Street
13<sup>th</sup> Floor
Richmond, VA 23219

#### walter.norman@dhrm.virginia.gov

(804) 786-6460 Phone (804) 371-0231 Fax