

SPECIAL NEEDS PLANS

Benefit Structure



Ready-Agent™
A PROGRAM BY NEISHLOSS AND FLEMING

 NEISHLOSS &
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AN INTEGRITY COMPANY

What are Chronic Illnesses?

Is it Important?

One subset of Medicare Advantage plans is Special Needs Plans (SNP). SNPs have a similar structure to standard Medicare Advantage plans, but with a couple of key differentiators:

- All SNPs must include Prescription Drug coverage (MAPD).
- SNPs are built to handle the specific coverage needs of their target populations.
- SNPs have unique enrollment rules to allow greater access to qualifying consumers outside of the AEP.

Flexibility: Special Needs Plans

- Must cover mandated Part A and Part B benefits
- Variable cost sharing (copays/coinsurance) from plan to plan
- Created by the Medicare Modernization Act of 2003

These consumers could enroll into a “regular” Medicare Advantage plan, but they may miss out on additional coverage that could be highly beneficial.

Out of Pocket Spending

- All plans include a Maximum Out of Pocket (MOoP) for Part A and Part B services – a big advantage over Original Medicare
- Out of pocket maximums can vary from plan to plan.
- The highest allowable MOoP in 2020 is \$6,700. This amount can change year to year

Key Benefit Differences with SNP

Dual Eligible Plans

- Qualifying consumers will have little to no cost-sharing on Part A & B items. Their cost-sharing will match what they were responsible for with Original Medicare & Medicaid.
- Prescription Drug costs will be identical to what they were experiencing on a standalone PDP and Low Income Subsidy (LIS) coverage.

So that begs the question – What's different about a Dual Eligible SNP?

Key Benefit Differences with SNP

“Value Added” Benefits

This is usually the key item that makes a Dual Eligible decide to enroll into a SNP. There are usually very robust benefits for services such as:

- Dental
- Vision
- Hearing
- Fitness
- Transportation
- Over the Counter items
- Routine Podiatry & Chiropractic

Available benefits will vary from plan to plan.

Key Benefit Differences with SNP

Chronic Illness Plans

- For the most part these products will look and feel like a “normal” Medicare Advantage product
- Each carrier’s product will present differences in both medical and prescription drug cost sharing
- Most carriers will tailor their benefits, specifically to the type of Chronic Illnesses that are eligible for enrollment

Key Benefit Differences with SNP

Examples of benefit enhancements on a SNP

Diabetes SNP

- Limited or no cost sharing on Diabetic Supplies, Podiatry

Lung Disease SNP

- Limited or no cost sharing on oxygen

Many Chronic Illness SNPs, regardless of qualifying conditions, offer limited or no cost sharing on:

- PCP & Specialist visits
- Labs & Diagnostic testing
- Prescription Drugs