

To ensure delivery of Regence BlueShield Producer News to your inbox (not sent to bulk or junk folders), please add dezy.dudleston@regence.com to your address book or safe sender list.



Wednesday, December 7, 2011

Agent New Group Bonus Program Ending Soon

This limited bonus opportunity for new group products and network ends December 16, 2011! [Click here](#) for details



Let's Review...Regence BluePoint Group Product

The up-front care your clients want (most office visits covered at 100% after the copay and the first \$400 in lab and Xray services covered at 100% per person) with affordability and flexibility built in. Pair with our Preferred FocalPointsm Network for even greater savings. Note: The spinal manipulation benefit on this product is a covered benefit when performed by a physician. [Click here](#) for details

New In-network DME Provider - Edgepark Medical Supplies

Effective January 1, 2012, Regence is amending its durable medical equipment (DME) vendor contracts for insulin pumps and continuous glucose monitors. Medtronic, one of three manufacturers of insulin pumps and supplies, demanded a substantial increase in reimbursement, which would have resulted in significantly increased member and employer costs. Medtronic chose not to accept the terms of the contract amendment and is terminating its contract with Regence.

Members who are currently using Medtronic insulin pumps and continuous glucose monitors can purchase supplies from Edgepark Medical Supplies at their in-network benefit level. Members can contact Edgepark Medical Supplies at 1-800 321-0591 or www.edgepark.com

Sixth-Year Commissions for Regence MedAdvantage and Part D

Some of our long-time Medicare producers have asked about our position on the Centers for Medicare and Medicaid Services (CMS) guidelines on renewal commissions beyond the first five years of sold Regence MedAdvantage (MA) and Part D plans. These guidelines state that the health plan has discretion on whether to pay commission after this tenure of membership.

We want to assure our MA and Part D certified producers that we intend to pay commissions on our MA and Part D stand-alone member contracts for the life of this coverage. Of course, this is

IN THIS ISSUE

- » [Agent New Group Bonus Program Ending Soon](#)
- » [Let's Review...Regence BluePoint Group Product](#)
- » [New In-network DME Provider - Edgepark Medical Supplies](#)
- » [Sixth-Year Commissions for Regence MedAdvantage and Part D](#)
- » [New Individual and Family Plan Details](#)
- » [The Regence Group Name Change to Cambia Health Solutions, Inc.](#)

subject to the terms and conditions of our Producer Agreement and our annual contract with CMS, as you would expect.

As a reminder, in order to receive commissions for 2012 Regence MedAdvantage and Part D plans sold to new clients and to receive commission for existing clients, CMS regulations require that producers are certified annually.

New Individual and Family Plan Details

We are launching a new suite of Individual & Family plans for a 1/1/12 effective date called: Regence RealValueSM; Regence Evolve Core 2.0SM; Regence Evolve HSA Plan 2.0SM; Regence Evolve HSA 100 Plan 2.0SM. The new plans provide greater choice and opportunities for reducing costs. All the products have a new simplified two tier In-network/ Out-of-network coinsurance structure. In addition, members have a greater number of network options to choose from including the new [Preferred FocalPoint Network](#).

As a result of launching the new Individual and Family plans, the following plans will be closed to new sales effective 1/1/12: Regence Evolve CoreSM; Regence Evolve PlusSM; Regence Evolve HSA PlanSM; Regence Evolve HSA 100 PlanSM.

Closure limits availability of the existing Evolve products to members currently enrolled on the plans and their eligible dependents. Members may renew on current Evolve products as long as no changes are made to their medical coverage. Members may choose to change to the new plan offerings. Use the [benefit grid](#) to determine if underwriting may apply.

The application cutoff date for a 12/1/11 or a 1/1/12 effective date was 11/30/11 to have been considered for the current plan options.

For questions please contact the Utah Individual Sales Department at 801-333-5555 or 888-246-1146.

The Regence Group Name Change to Cambia Health Solutions, Inc.

The Regence Group has changed its name to Cambia Health Solutions, Inc. This new name reflects our commitment to fostering growth from within, as we adapt to a changing health and wellness marketplace.

Cambia Health Solutions will serve as the parent company for a family of companies that will include insured and non-insured products. The goal is to diversify and deliver a variety of health-related products and services to meet the changing needs of our members and the marketplace.

The Regence health insurance plans will continue to carry the “Regence” name in our markets. These include Regence BlueCross BlueShield of Oregon, BlueCross BlueShield of Utah, Regence BlueShield of Idaho and Regence BlueShield (Washington).

The Regence insured products you sell now will continue to be sold under that name. Our members will see absolutely no change and will continue to be Regence members.

We are committed to partnering with you to continue serving our members. Please visit www.cambiahealth.com to learn more, or speak directly with your [Regence sales representative](#)

Regence BlueShield is an Independent Licensee of the BlueCross and BlueShield Association
© 2011 The Regence Group, all rights reserved.
To stop receiving Producer News announcements please [contact](#) us.