

For brokers, general producers and full-service producers

Not intended for distribution to groups or members

October 25, 2018

Market: ALL

Broker Hub Updates – ACA and Group

Hub Changes to Prospect Page (ACA Small Group 1-50)

A change was recently made to the Hub prospect quoting screen to enhance the quoting process when ancillary coverage is being quoted for a group that also has On-Exchange group coverage.

This change is being implemented to prepare the Hub for the addition of our new Diversified Benefits (DVB) product line. Additionally, this enhancement will help us improve Off-SHOP vision quoting across all jurisdictions when a group also has active On-Exchange medical coverage.

If the FTE field is populated with a value of 50 or less, the following yes/no question will appear:

“Do you have an existing On-Exchange Group?”

- The default answer is **No**, no action is required if you’re not quoting for an existing On-Exchange Group.
- If you are quoting Off-SHOP ancillary coverage for an existing On-Exchange Group, select **Yes**.

When **Yes** is selected, you can enter the group’s current Federal Tax ID number. Once that number is entered, our internal database will validate it in real time.

- If a match is found (confirming active On-Exchange medical coverage), you can continue with the quoting process.
- If a match is not found, an error message will appear. You will not be able to continue until you verify and enter the correct number.

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Prospect

Company Information

* Zip: 22203 * County: Arlington * Jurisdiction: Virginia

* Company Name: Test VA * FTEs (Fulltime Equivalent): 2

* Do you have an existing On-Exchange Group? Yes No

EIN: 814647682 * SIC Code: 8999 [Lookup Code](#)

Services, Not Elsewhere Classified

* Coverage Starting: 11/01/2018 * Benefit Period: Contract Calendar

* Interested in: Medical Dental Vision

* Required Fields

Save & Continue Cancel

Life & AD&D - Term Life & Accidental Death and Dismemberment STD - Short Term Disability LTD - Long Term Disability

Please note: the current processes that remove the freestanding vision load on Hub proposals are still in effect. We will continue to modify this process over time so that the Hub quotes the correct “ridered” vision rate when active On-Exchange medical coverage is confirmed. Until then, please follow the existing procedures to remove the freestanding vision load for your groups that also have On-Exchange medical coverage.

Important Note: Quoting Off-SHOP ancillary coverage for On-Exchange DCHL groups

This new step **does not** eliminate the requirement to enter the CareFirst Group Number assigned to the DCHL medical group/upload the DCHL print screen to confirm coverage.

Hub Updates (Group 51+)

We would like to clarify one item in the recent [Broker Flash](#) about the Hub deployment relating to New Hire rule – “Other.”

The functionality for the New Hire rule – “Other” only impacts the following products:

- CFMI/DN-VS ONLY GCA (R.1/13)
- MD/GHMSI DN-VS ONLY GRP APP (R. 1/13)
- MD/TDN/DHMO/GCA (10/15)
- DC/CFBC/DHMO/GCA (10/15)
- VA/CFBC/DHMO/GCA (10/15)



New Hire rules classified as "Other" for these Group Contract Applications (GCA) must be routed for special handling. The "Other" field **is not** editable. The following guidance message will now display when you are completing a GCA for one of these products through the CareFirst Hub:

"If you have an option that is not displayed on the Group Contract Application, then you must select a standard option. Please complete a paper Group Contract Application available under Apps and Forms and send the signed form to SAMMDAI@carefirst.com."

If you have any questions about this information, please contact your CareFirst broker sales representative.

Sincerely,



Timothy Matthews
Vice President, Sales
Small-Medium Group SBU

