

The call will be recorded for sharing purposes

Conference Call Etiquette



Please mute your line if you are not speaking.

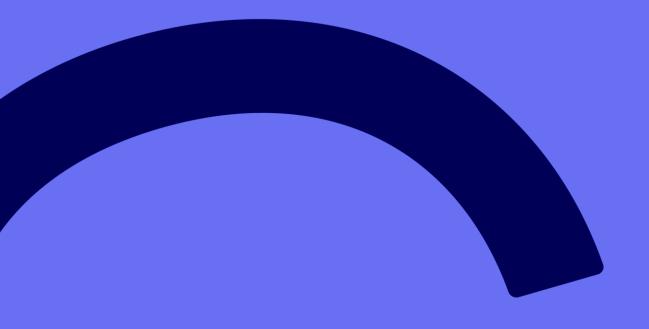
Identify yourself & organization before you speak.



If you are on the phone **and** logged in via web, <u>turn off</u> your computer speakers.



If you have a question, please use the chat functionality. With MS Teams, you can *raise your hand* to be called upon with a question.





Broker Workgroup

February 12, 2021

Meeting Agenda

- 1) Pennie Updates
- 2) Final Open Enrollment Data
- 3) 2021 COVID-19 Enrollment Period
- 4) Proposed 2022 Plan Certification Policy
- 5) System Enhancement
- 6) System Tips
- 7) Additional Resources
- 8) Questions for Pennie







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Agency Updates

Open Enrollment is Closed

- · Open Enrollment closed on Friday, January 15th
- Call center hours are now 8 am 6 pm; no Saturday hours
- · 2021 COVID-19 Enrollment Period runs 2/15 5/15 (more on 2021 COVID-19 Enrollment Period)

Technology Platform

- Collecting suggested changes to platform now
- Email suggestions to <u>ChaAngelo@pa.gov</u> or fill out <u>Stakeholder Feedback Form</u>

Exchange Assister / Navigator Network

· Enrollment events schedule at pennie.com

Customer-facing pennie.com

- Shifted language to SEP & Qualifying Life Events
- Added webpage and links for <u>COVID-19 Education & Resources</u>



Pennie Open Enrollment Status and Feedback



Pennie by the Numbers







2021 COVID-19 Enrollment Period

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COVID-19 Special Enrollment Period (SEP)

Background:

- Executive Order issued 1/28/2021
- Creates a new short-term SEP for exchange coverage
 - 45 CFR 155.420(d)(9) exceptional circumstance
- Applicable to HeathCare.gov only
 - States Encouraged to Implement Similar SEP

Feb 15 – May 15, 2021
Uninsured & Current Enrollees
30 days (latest shopping date of Jun 15 th)
1 st of the month following plan selection

Pennie 2021 COVID-19 Enrollment Period

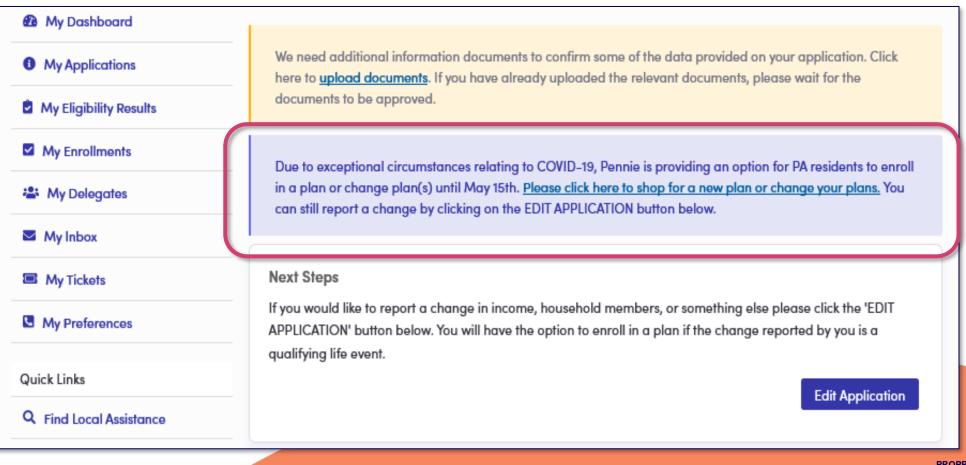
- Board Approved a COVID-19 Exceptional Circumstance SEP on 2/3/2021
 - Stakeholder feedback was generally supportive. See Board materials for details.

	Pennie 2021 COVID-19 Enrollment Period	HealthCare.gov COVID-19 SEP
When can SEP be reported?	Feb 15 – May 15, 2021	Feb 15 – May 15, 2021
Who can enroll?	Uninsured & Current Enrollees	Uninsured & Current Enrollees
How long to complete plan shopping?	60 days, but no later than Jun 15 th	30 days
When is coverage effective?	1 st of the month following plan selection	1 st of the month following plan selection



Pennie 2021 COVID-19 Enrollment Period: *Current Customers*

Customer's dashboard will have special COVID-19 banner to allow customers to immediately enroll



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Pennie 2021 COVID-19 Enrollment Period:

New Customers

After completing eligibility application, customer will be prompted to select a reason they are enrolling.

Next Steps

You have successfully completed your application and reported the life event to enroll in health plan(s). Please confirm the life event by clicking the button below. You will be able to shop for plans and enroll once you confirm the event.

Life Change Reporting Qualifying Life Event

Important: In order to qualify for Special Enrollment Period. you need to report and take action within 60 days of the event date. If you don't your request will most likely be denied.

Select your Qualifying Life Event and the date the event occurred

2021 COVID-19 Enrollment Period

I have provided true answers to all of the questions to the best of my knowledge. I know I may be subject to penalties under federal law if I intentionally provide false information.

~

Back to Dashboard

Qualifying Life Event *

Confirm Event and Shop

Pennie 2021 COVID-19 Enrollment Period: Frequently Asked Questions

Q-1. Is the 2021 COVID-19 Enrollment Period an SEP? A-1. YES! Select "2021 COVID-19 Enrollment Period" from the SEP reason list.

Q-2. Does COVID-19 SEP apply to plans sold outside of Pennie? A-2. No, this policy only applies to coverage sold through Pennie. (Insurers can opt to offer a similar SEP off-exchange.)

Q-3. Will customers need to verify information (e.g. income) to enroll during the COVID-19 Enrollment Period?A-3. Yes, eligibility rules including data verification still applies IF the customer submits either:

- a brand new eligibility application, or
- an updated eligibility application with changes to verified data.

Q-4. What are the coverage effective date rules for 2021 COVID-19 Enrollment Period? A-4. Coverage starts on the 1st day of the month following the plan selection.

Plan Selected	Coverage Starts On
2/15 – 2/28	3/1
3/1 - 3/31	4/1
4/1-4/30	5/1
5/1 – 5/30	6/1
6/1 - 6/15	7/1

Pennie 2021 COVID-19 Enrollment Period: Frequently Asked Questions

Current Pennie Enrollees

Q-5. Can current Pennie customers change plans or add dental during 2021 COVID-19 Enrollment Period? A-5. YES!

Q-6. Can current Pennie customers change plans even if they just enrolled during the 2021 Open Enrollment?A-6. YES! Any current Pennie enrollee is eligible.

Q-7. Will current Pennie customers need to completea new financial assistance eligibility application?A-7. No, unless they need to update their income.

New Enrollees

Q-8. Can someone currently enrolled on COBRA enroll in coverage through Pennie during 2021 COVID-19Enrollment Period?A-8. YES! Whether someone has coverage currently or not, they are welcome to enroll during this period.

Q-9. Can someone transitioning from COBRA to Pennie during this period qualify for financial assistance?

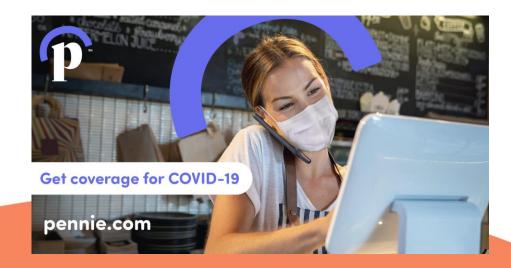
A-9. YES!

Pennie 2021 COVID-19 Enrollment Period: Frequently Asked Questions

Q-10. Will Pennie be sending communications to current customers about the 2021 COVID-19 Enrollment Period? A-10. YES! All current customers, any previous customers that are no longer enrolled, and customers who receive our newsletter will be receiving targeted communications about this period.

Q-11. Are there any resources that I can use to help me communicate with and assist my clients? A-11. YES! We'll have an array of resources in the toolkit, including a user guide to walk you through the process of enrolling in the 2021 COVID-19 Enrollment Period.





Pennie 2021 COVID-19 Enrollment Period:

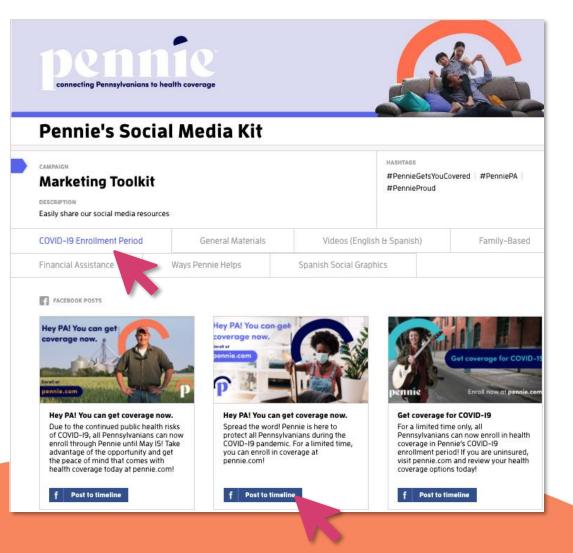
Communications, Toolkit, & Resources

Broad Messaging

- Limited time enrollment opportunity;
- Open for all, with focus on the uninsured;
- Importance of coverage during the pandemic;
- Coverage of COVID-19 testing, treatment and vaccination;
- Plan to align with FFM as more becomes known
- To current customers no need to do anything to your account unless you want; your coverage has not been impacted

Toolkit & Resources

- Includes Job Aids, Printed collateral, FAQs
- Social Press Kit one-click uploads to your social pages
- Agency.Pennie.com/OEToolkit



Proposed 2022 Plan Certification Policy



Overview

Applies to QHPs & QDPs offering coverage through Pennie for 2022 plan year

Plan certification requirements are in addition to all federal and state regulations or other guidance related to offering QHPs and QDPs

Proposed 2022 Plan Certification Policy available on agency.pennie.com > Policies

Policies Proposed for 2022 Plan Year:

- COVID-19 Coverage
- Meaningful Difference
- Renewal Plan Mapping
- Producer Commissions

Proposed PY22 Plan Certification Policy Section II. Requirements for Plan Certification

II.a. Coverage for COVID-19

Provide coverage for COVID-19 vaccination, testing, diagnosis, and treatment in a manner consistent with federal and state regulations and guidance. See Coronavirus Aid, Relief, and Economic Security (CARES) Act, Pub. L. 116-136, §§ 3201-03.

Proposal	Policy Goal(s)	Benefits	Challenges
Coverage for COVID-19	Ensure access to quality health care	Ensure Pennsylvanian's have	Potential risk
vaccination, testing, diagnosis,		access to necessary health care	considered an
and treatment		in public health crisis	expansion of EHB?

III.a. Meaningful Difference

No change proposed from PY21 definition (adopted federal standard)

"a. Whether a specific plan is meaningfully different from other plans offered by the same insurer within the service area and level of coverage. The goal of the meaningful difference standard is to ensure plans provide added value to the customers of differentiated features, and sufficient but not overwhelming choice.

i. In general, a plan is considered meaningfully different from another plan in the same service area and metal level if a reasonable consumer would be able to identify one or more material differences among the following characteristics between the plan and other plan offerings:

(1) Cost sharing; (2) Provider networks; (3) Covered benefits; (4) Plan type; or (5) child-only versus non-child-only plan offerings.

For example, plans are not meaningfully different if the only difference between the two plans is a de minimis difference in the deductible amount.

ii. Additional consideration may be made for plans offered in service areas with limited plan availability."

Proposal	Policy Goal(s)	Benefits	Challenges
Meaningful Difference	Provide high quality, affordable, comprehensive health coverage to Pennsylvanians	Ensure plans provide added value to customers with differentiated features and sufficient, but not overwhelming, choice	Can be a difficult standard to quantify

Proposed PY22 Plan Certification Policy Section III. Additional Considerations for Plan Certification

III.b. Renewal Plan Mapping

No change proposed from PY21 definition (adopted federal standard)

"Whether renewing customers would experience a significant disruption as a result of plan mapping, such as benefit changes; premium or cost-sharing changes; or provider network changes. For 2022, the federal standard for plan mapping will be used.

Proposal	Policy Goal(s)	Benefits	Challenges
Avoid disruption due to renewal plan mapping	Seamless autorenewals for customers into appropriate comparable plans	Ensure customers are autorenewed into the most appropriate comparable plan without surprises of significant changes	Limited experience to know which areas need improvement when developing a new plan mapping standard

II.b. Producer Commissions

Applicability: insurers who pay commissions; 2022 plans sold through Pennie

• "II.b. If an insurer pays producer commissions, then the commission payment schedules for 2022 Plan Year QHPs & QDP sold through the Exchange Authority's platform must satisfy the following conditions:"

Advanced Notice of Commissions 45 days in advance of OEP

• *"i. The producer commission payment schedule for the Open Enrollment Period must be made available to the Exchange Authority and to producers at least 45 days in advance of the start of the Open Enrollment Period."*

No Changes prior to End of OEP unless exceptional circumstances

• "ii. Insurers will not be permitted to make changes to the commission payment schedule until after the end of the Open Enrollment Period. Exceptions may be granted on a case-by-case basis when a change is due to extenuating circumstances outside of an insurer's control (e.g. late approval of rates by PID, statutory or regulatory changes)."

(continued...)

Proposed PY22 Plan Certification Policy Section II. Requirements for Plan Certification

II.b. Producer Commissions

(continued...)

Ability to Make Changes After OEP, if...

• *"iii. After the end of the annual Open Enrollment Period, an insurer will be permitted to make changes to its commission payment schedule under the following conditions:"*

Never less than OEP commissions

- *"a. The commission payment schedule will never be lower than the Open Enrollment Period commission payment schedule;"* Increased at any time
- "b. The commission payment schedule can be increased at any time after notice to the Exchange Authority and producers; and"

Decreased with 30 days advanced notice

 "c. The commission payment schedule can be decreased after providing thirty (30) days advanced notice to the Exchange Authority and producers, but not to a rate lower than the Open Enrollment Period commission payment schedule."

II.b. Producer Commissions

Proposal	Policy Goal(s)	Benefits	Challenges
 Advanced notice of commissions prior to OEP Consistent throughout year, Ability to change after OEP 	Ensure Pennsylvanians have access to a robust pool of licensed producers to provide expert assistance	 Advanced notice for brokers to be able to decide whether to participate in PY Consistency of commissions allows producers to commit and invest in support Pennie customers Changes after OEP allow insurers to adjust commissions based on business needs (e.g. increase commissions if low enrollment) 	 Differs from current practice Would require insurers to lock in commission payments at a minimum level for the year Would require advanced notice to decrease commissions



Proposed PY22 Plan Certification Policy Next Steps

Next Steps

We want to hear from you!

Please provide your feedback no later than Feb 22nd.

2022 Proposed Plan Certification Policy Stakeholder Feedback Form

Feb 25: Board meeting



System Enhancement: Designation History

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Delegation History – Agent View

• From the Agent's homepage

			•	[blank] = Cur	rent Customer
Home A Individuals - My Information -			•	Consumer re	quested cancellatior
Dashboard			•	Agent initiate	ed de-delegation
Outeb Date			•	Agent certific	cation ended
Quick Links			•	Transfer with	iin Agency
② Pending Individuals	My Delegation	n History		• Agency	Manager moved custome
A My Profile				from on	e agent to another agent
My Delegation History	Filters				
My Tickets	Household Case ID				
👗 Add New Individual					
					Reset All Apply
	Household Primary	Household Case ID	Delegation Start Date	Delegation End Date	Reason for End
	Fagan Poppy	PA1100000444	12/04/2020	Present	-

Reason for End

Delegation History – Agent View

Search by Case ID (available on customer dashboard)

	Viewing Individual Account (Nicole	My Account					
Welcome, Nicole							
My Stuff	2021						
My Dashboard		-					
My Applications	Next Steps						
My Eligibility Results	If you would like to report a change in income, househol APPLICATION' button below. You will have the option to	<u> </u>					
My Enrollments	qualifying life event.						
My Inbox		Home Individuals - My Inform	nation *				
My Tickets	Overview		My Dologot	on Histony			
My Preferences	Your Application Status (Your Case ID is 330055)	Quick Links	My Delegat	ion History			
Quick Links	2021 Application Comple		Filters				
Q Find Local Assistance	For 3 members	A My Profile	Household Case ID				
		Add New Individual					Reset All App
			Household Primary	Household Case ID	Delegation Start Date	Delegation End Date	Reason for End
			Fagan Poppy	PA1100000444	12/04/2020	Present	

Delegation History – Customer View

Customers can view their delegation history too

• Agents will not see "My Delegates" page when working on behalf of customer

Welcome, Fagan Po	рру				Yo	ur Assister 🗱 🗸
My Stuff	My Delega	tes				
🖚 My Dashboard	•					
My Applications	Filters					
My Eligibility Results	Note: When filtering depending on whor		ast Name, please enter th g for.	e name in the applic	able fields for the A	gent or CEC,
My Enrollments				EC First Name	CEC Last N	
And the second s	Agent First Name		ast Name CI	C FIRST Name		ame
My Inbox					Reset A	l Apply
My Tickets						
My Preferences	Agent/CEC Name Ty	e Agent License No.	Agency/Entity Business Name	Delegation Start Date	Delegation End Date	Reason for End
	Nina Hoss CE	C -	Epic Adventure Inc.	12/04/2020	Present	-

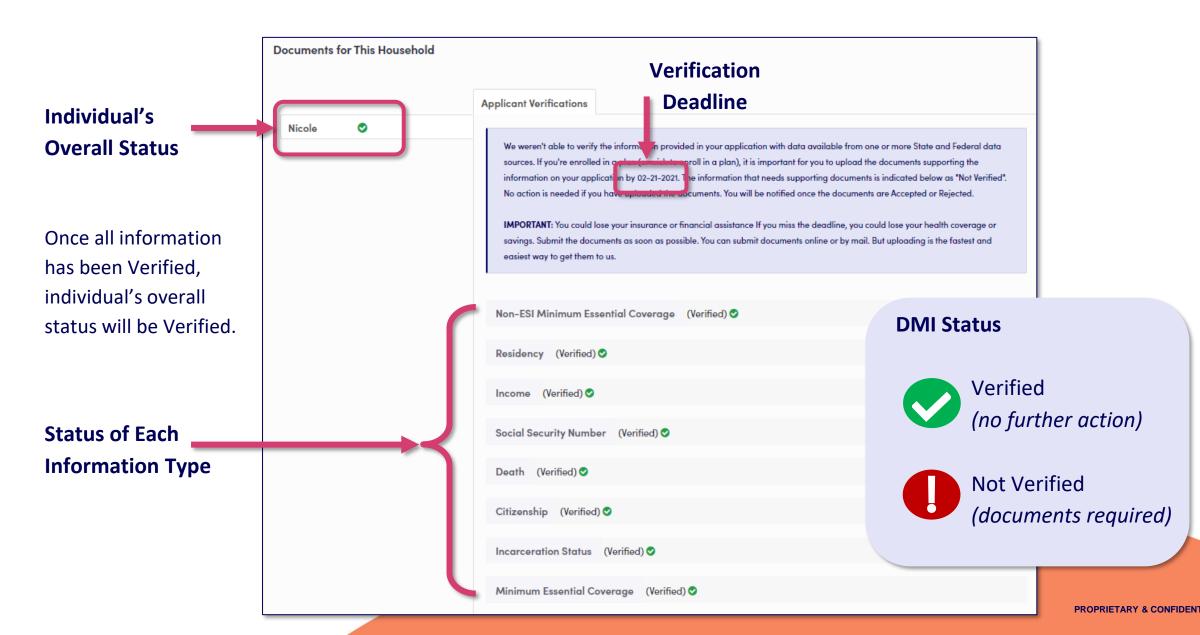
System Tips: How to Check the Status of a DMI

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How to Check the Status of a DMI

	Viewing Individual Account (Nicole My Account		
Welcome, Nicole		Open customer's account	
My Stuff	2021	"My Applications" or "View	Application"
🔁 My Dashboard		"View your documents"	
My Applications	Next Steps If you would like to report a change in income, household members, or something else please click the 'EDIT		
My Eligibility Results	APPLICATION' button below. You will have the option to enroll in a plan if the change reported by you is a qualifying life event.		
My Enrollments	Edit Application		
My Inbox		My Applications	Application Year 2021 🗸
📼 My Tickets	Overview		
My Preferences	Your Application Status (Your Case ID is	2021 Coverage Type:	: Initial Application
Quick Links	2021 Application Complete <u>View Application</u> For 3 members	APIC: \$488.00 Creat	Number: ' tion Date: Sep 30, 2020, 11:23:50
Q Find Local Assistance	<u>Tobac o Status</u>	CSR: CS5 PM Last U PM	Updated: Feb 5, 2021, 7:53:46
		You have been enrolled.	Plan Summary
		To view your application click here.	
		To view your documents click here.	
		☑ ELIGIBILITY RESULTS ☑ EDIT APPLICATION ★ CA	ANCELAPPLICATION
			PROPRIETARY & CONFIDENTIAL

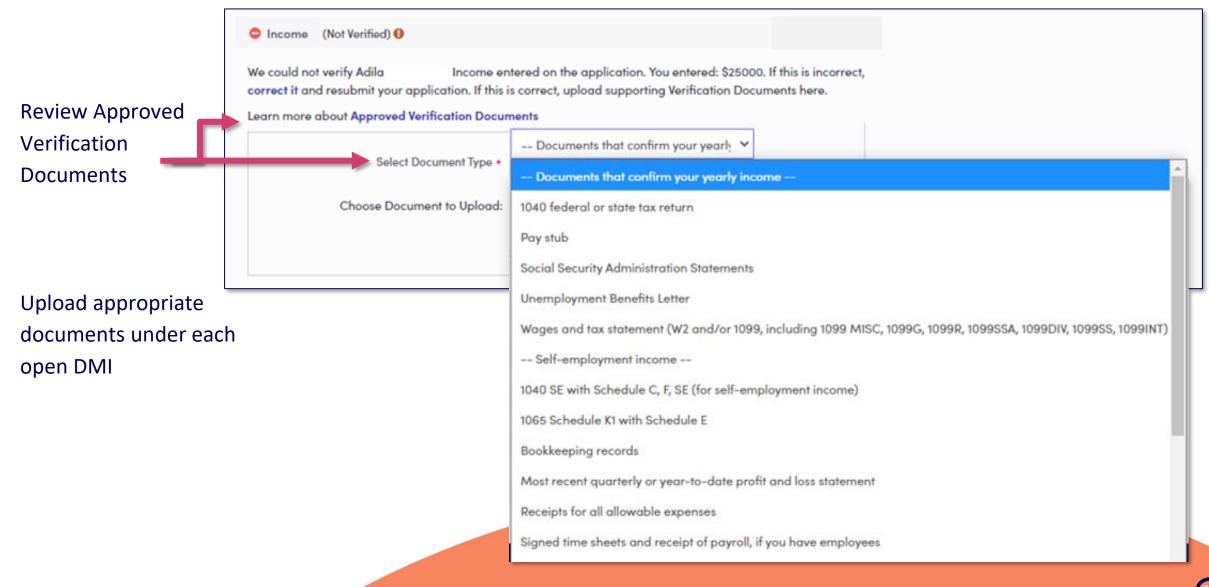
All DMIs are Verified



Some DMIs are Not Verified

	Applicant Verifications		If individual's status is not verified
Adila	sources. If you're enrolled in a plan (or wish to enroll in a plan), it	hat needs supporting documents is indicated below as "Not Verified". Il be notified once the documents are Accepted or Rejected. e If you miss the deadline, you could lose your health coverage or	look for each information type tha is not verified. Click + to see details
MI Status	Non-ESI Minimum Essential Coverage (Verified) 👁		
Verified (no further action)	Social Security Number (Verified)		entered on the application. You entered: \$25000. If this is incorrect, his is correct, upload supporting Verification Documents here. cuments
	Death (Verified)	Select Document Type	• Documents that confirm your yearly 🗸
Not Verified (documents required)	Citizenship (Not Verified)	Choose Document to Upload	d: Choose File

How to Resolve DMIs that are Not Verified



How to See if DMI Document was Rejected

Welcome, Adila	Ticket History Submit New Ticket							
My Stuff								
My Dashboard	Ticket Id 🛊	Subject 🖨	Individual 🖨	Status 🖨	Created Date 🖨	Close Date 🖨		
My Applications	TIC-844	Verify Citizenship of Adila	Adila	Canceled	01-19-2021	01-22-2021		
 My Eligibility Results My Enrollments 			Ticket Summary: TIC-8	344				
 My Inbox My Tickets My Preferences 			Ticket Type Verif Created for Adile Date of Request Jan 1	a				
			Status Can					
Open customer's account		Description SSA	P Document Ticke	t				
"My Tickets"			Karen Chavez - Jan 2	2 05:43pm				
Select Ticket ID for reason document rejected			Hello Adila, We were unable to verify this document(s); due to it does not match the application.					
Notice also sent, ava	ailable in "l	ble in "My Inbox"	Additional information is required: please submit proof of citizenship for further verification. You have 90 days from the day you received your eligibility notice to get the proper documentation submitted.					
			For additional info	nnie.				

How to See if DMI Document was Accepted

- On the Documents for this Household page, the individual information type will be Verified
- Click on the verified information type to see the detail of the document that was provided and its status
- Customer will get a notice in My Inbox stating that their ticket has been Accepted

Denne connecting Pennsylvanians to health coverage

Dear Nicole

Your ticket has been accepted. Please check your Dashboard for any next steps or open items that need your attention. For more details about your ticket, you may view your ticket history by clicking on My Tickets from the Dashboard.

Reference Ticket: TIC-992

Get Help

Applications can sometimes seem confusing or complicated. We get it. If you need help filling out your application, or understanding which documents to submit, you can access help over the phone or in-person. There are many resources available for you to get the help you need:

	Documents for This Household							
		Applicant Verifications						
	Nicole O	sources. If you're enrolled in a plan (or wish to enroll information on your application by 02-21-2021. The ir No action is needed if you have uploaded the docum IMPORTANT: You could lose your insurance or finance	your application with data available from one or more S in a plan), it is important for you to upload the documents formation that needs supporting documents is indicated ents. You will be notified once the documents are Accepte ial assistance If you miss the deadline, you could lose you fou can submit documents online or by mail. But uploadin	supporting the below as "Not Verified". d or Rejected. • health coverage or				
	Non-ESI Minimum Essential Coverage (Verified) 🛇							
		Residency (Verified) Income (Verified) Social Securit Number (Verified) Death (Verified)						
Income (Verified	I) 📀							
Document Name		Document Type	Document Status	Document Status				
IN	COME.jpeg	1040 federal or state tax return	ACCEPTED	TIC-1014				

Additional Resources

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Pennie SEP Quick Reference Guide

• agency.pennie.com/brokers

• Manuals & Job Aids

pennie			Quick Reference Gu	ide		
	Avail Not Enrolled on Pennie	lability Current Pennie Enrollee	Coverage ie Effective Date Rule	Documentation Required?	Additional Information	
Adding a Dependent						1
Birth	 ✓ 	 Image: A second s	Event Date	Self Attested	ļ/	
Adoption	 Image: A set of the set of the	×	Event Date	Self Attested	Į/	
Gain a court-appointed dependent	 Image: A second s	1	Event Date	Self Attested	,	
Change in Marital Status			-			
Marriage	×	×	1st of month (after plan selection)		At least 1 spouse must have had MEC for 1 of the 60 days prior to the event.	
Divorce	×	×	15th of month rule	Approval of Documents Prior to Plan Shopping	Event date is typically the date of divorce in court paperwork.	netion
Move/Change in Residenc	e					
New Pennsylvania Resident	×	×	1st of month (after event or plan selection, if later)	Approval of Documents Prior to Plan Shopping		
Moved, now eligible for different health plans	~	~	1st of month (after event or plan selection, if later)		Moves within PA require documentation to verify eligibility for different QMP(s)	
Income Change						
Change in income, with change in eligibility for financial help	×	~	15th of month rule	(system-automated)	Includes: Y newly eligible/ineligible for APTC. Does NDT Includes: Xincome change resulting in an increase or decrease of APTC decrease of APTC D Customers can adjust the elected amount of APTC at any time.	
Income reduction, with gain in eligibility for financial help	~	×	15th of month rule		Loss of income so that an individual becomes newly eligible for APTC	
Change in income, with change in eligibility for health care savings	×	~	15th of month rule	Self Attested (system-automated)	Change in income resulting in newly eligible (or newly ineligible) for cost-sharing reductions.	ased on the fac vidual case.
Loss of or Change in Cover	age					
Loss of Minimum Essential Coverage (MEC)	*	*	lit of month (ofter event or plan selection, if later)	Self Attested	Includes: V Loss of Medical Assistance/CHIP V Loss of Comployer Sponsored Insurance due to job loss V Enhaustion of COBRA.coverage Deen NOTINCING: X Loss of coverage due to non-payment of premiums V Volunativi dropping COBRA.coverage (unless employer cases contributions after envoltment) envolves.	as f requesting an ave sufficient ir eligibility for a customer's
Loss of Other Qualifying Coverage	~	~	1st of month (after event or plan selection, if later)	Self Attested	Kenter and the set of the s	
Change to employer plan, with gain in eligibility for financial help	× .	~	1st of month (after event or plan selection, if later)	Approval of Documents	Employer plan no longer meets 'affordability' standards, or no longer meets benefit standards to be considered MEC	overage effect
Newly eligible for employer health reimbursement arrangement (HRA)	×	1	1st of month (after event or plan selection, if later)		Individual Coverage HRA (ICHRA), or Qualified Small Employer HRA (QSEHRA)	trage starting th
			Page 1 of 2			
v	erification Rules			-		_
					Description	
	Self Attes				on of application. Pennie may request documentation	
	Approval of Documents Customer must upload documentation to verify eligibility for the reported SEP reason. Pennie must approve documentation Prior to Plan Shopping customer being able to shop for a plan.					imentation prior to t

	Availability		Coverage			
	Not Enrolled on Pennie	Current Pennie Enrollee	Effective Date Rule	Documentation Required?	Additional Information	
Income Change						
Change in income, with change in eligibility for financial help	×	~	15th of month rule	Self Attested (system-automated)	Includes: ✓ newly eligible/ineligible for APTC. <u>Does NOT Include:</u> X Income change resulting in an increase or decrease of APTC ① Customers can adjust the elected amount of APTC at any time.	
Income reduction, with gain in eligibility for financial help	~	×	15th of month rule	Approval of Documents Prior to Plan Shopping	Loss of income so that an individual becomes newly eligible for APTC	
Change in income, with change in eligibility for health care savings	×	~	15th of month rule	Self Attested (system-automated)	Change in income resulting in newly eligible (or newly ineligible) for cost-sharing reductions.	
Loss of or Change in Cover	age					
Loss of Minimum Essential Coverage (MEC)	~	~	1st of month (after event or plan selection, if later)	Self Attested	Includes: ✓ Loss of Medical Assistance/CHIP ✓ Loss of Employer Sponsored Insurance due to job loss ✓ Exhaustion of COBRA coverage <u>Does NOT Include</u> : X Loss of coverage due to non-payment of premiums X Voluntarily dropping COBRA coverage (unless employer ceases contributions after enrollment)	
Loss of Other Qualifying Coverage	~	~	1st of month (after event or plan selection, if later)	Self Attested	Includes: ✓ Loss of Medical Assistance for the Medically Needy ✓ Loss of pregnancy-related coverage ✓ Expiration of non-calendar year MEC	
Change to employer plan, with gain in eligibility for financial help	~	~	1st of month (after event or plan selection, if later)	Approval of Documents Prior to Plan Shopping	Employer plan no longer meets 'affordability' standards, or no longer meets benefit standards to be considered MEC	

Questions for Pennie



Α	D	D	R	ES	SS	

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WEB

pennie.com