

BROKER Connection

News to help you grow your business

February 12, 2014

Administration Delays Part of Employer Mandate Again

The White House announced a delay Monday, Feb. 10 in the requirement on businesses to provide worker health coverage. For some employers who have 50 to 99 employees they have another one year delay to 2016. For larger employees they will only have to cover 70 percent of workers in 2015 and then 95 percent the following year and thereafter.

As in the original ACA provision, companies with fewer than 50 employees will not be required to provide health care coverage. View the Treasury/IRS [final regulations](#), [FAQs](#) and [Fact Sheet](#) for more information.



2014 Specialty Bonus Program



Earn a new business bonus for placing dental, vision and financial protection coverages with Jan. 1, 2014 through Dec. 31, 2014 effective dates.

[Learn more](#) ►

Broker Tip: Benefit Summaries



To see the health services covered by UnitedHealthcare plans, view the Benefit Summaries section of United eServices®. [Learn more](#) ►

Plan Updates & Resources

- **Dental Resources:** Share with your clients our easy-to-use oral health calendar showing key health observances during the year and how to access the many oral health resources available to them from UnitedHealthcare. [Learn more](#) ►
- **Presenting Vision Products:** See how our new Vision Administration System has improved our existing member and provider experience along

Ideas/Suggestions?



Do you have an idea or suggestions for future editions of Broker Connection? Send us an email and let us know! [Email Us](#) ►

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Network News

- ▶ **DaVita Agreement:** After months of negotiations, we have a new agreement with DaVita HealthCare Partners (DaVita dialysis) allowing UnitedHealthcare members immediate access to all of DaVita's 1,949 facilities. The new agreement also includes commercial Medicare and Medicaid business. Previously we had announced the expiration of our network agreement with DaVita effective Sept. 30, 2013.

Alfred I. duPont Contract Update

- ▶ **Important Network Update for DE, MD, NJ, NY and PA:** We are committed to providing your clients and their employees with access to comprehensive and affordable health care services. As part of this strategy, we are currently negotiating a new agreement with Alfred I. duPont Hospital. [Learn more](#) ▶

Broker Support

- ▶ **Sales Support:** A national direct marketing program for first quarter 2014 will launch in mid-February and target prospect businesses with 4-250 employees in select markets. The campaign is designed to generate leads with messaging that UnitedHealthcare may have the health insurance plan to meet their business needs. [Learn more](#) ▶

Pharmacy

- ▶ **Stimulant Notification:** As part of the Jan. 1, 2014 PDL and Pharmacy Benefit Updates, multiple stimulant medications were added to the notification/prior authorization program for fully insured members. [Learn more](#) ▶
- ▶ **Compounding Pharmacies, a Costly Challenge:** Although gaining in popularity, see how the practice of pharmacy compounding can be costly for members and benefit plans in the new [Pharmacy InFocus 2 minute drill](#).

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