



**William C. Epling**  
State President

August 10, 2012

Jay Easterling  
Ohio Department of Job and Family Services  
Office of Contracts and Acquisitions  
30 East Broad Street  
Columbus, Ohio 43215

RE: RFA# JFSR1213-07-8038  
Ohio Integrated Care Delivery System (ICDS)

Dear Mr. Easterling:

This is in response to your letter of August 8, 2012 requesting clarification on a portion of WellCare of Ohio, Inc.'s ("WellCare's") proposal under RFA #JFSR1213-07-8038 (the "RFA"). You requested additional information regarding WellCare's claim of long term care institutional experience across all Medicare lines of business for all years reported in Appendix B, Part 1 of the RFA.

The RFA defined LTC Institutional to mean "Long-term nursing facility services which are designed to meet an individual's medical, personal, social and safety needs." (RFA Appendix B, page 3) This definition is consistent with Medicare's definition of skilled nursing facility services, which explicitly identifies medical, safety and personal care as part of the skilled nursing facility benefit. (42 CFR 409.20 et. seq. and 42 CRF 409.33)

WellCare operates Medicare Advantage coordinated care plans in each of the five states for which experience was reported in Appendix B of our proposal. Skilled nursing facility care is a covered benefit for up to 100 days in each benefit period.

Based on our plain reading of the RFA, WellCare appropriately reported experience across the five states.

Please contact me if you need additional information on this matter.

Sincerely,

A handwritten signature in black ink that reads "William C. Epling".

William C. Epling  
State President

cc: Michelle Booth  
Kelly Munson