



May 3, 2013

New York State OPWDD
44 Holland Avenue
Albany, New York 12229
Attn: Commissioner Courtney Burke

**Re: Letter of Intent – Developmental Disabilities Individual Support and Care
Coordination Organization Application**

Dear Commissioner Burke:

Please accept this Letter of Intent (“LOI”) on behalf of UnitedHealthcare of New York, Inc. (“UHCNY”) to serve as a specialized managed care organization that provides support and services to individuals with Developmental Disabilities.

UHCNY is a licensed Article 44 Health Maintenance Organization that contracts with the New York State Department of Health to coordinate health care services for several populations eligible for services pursuant to various New York State and Federal government-sponsored health care programs, including Medicaid. Accordingly, UHCNY submits this LOI in its capacity as a mainstream managed care plan. However in the event that the requirements dictate that UHCNY be organized as a Developmental Disabilities Individual Support and Care Coordination (DISCO), or that it submits this LOI on behalf of itself in its capacity as a Managed Long Term Care plan, UHCNY requests the opportunity to fulfill this and any other requirement not currently set.

UHCNY submits this LOI to serve this population of Developmentally Disabled individuals in its capacity as an Article 44 managed care plan. As such UHCNY is licensed to operate and provide services in the following New York State counties: Suffolk, Nassau, New York, Kings, Queens, Bronx, Richmond, Westchester, Rockland, Orange, Ulster, Renassealer, Warren, Clinton, Fulton, Jefferson, Oswego, Oneida, Onondaga, Madison, Chenengo, Broome, Tioga, Cayuga, Herkimer and Monroe.

UHCNY, Inc. will leverage UnitedHealthcare and OptumHealth services and experience in providing care coordination and long term supports for individuals with developmental disabilities. UnitedHealthcare has extensive experience serving States' most vulnerable populations, including those with developmental and physical disabilities, and people with behavioral health treatment needs. Nationwide, UnitedHealthcare serves almost 400,000 members (the majority adults) with Special Health Care Needs (MSHCN), including 312,000 Medicaid ABD/SSI members and another 87,000 members in its Special Needs Plans and Division for Developmentally Disabled (DDD) Plan. Comprehensive policies, procedures and processes reflect a localized hands-on approach to care coordination that meet the complex needs of this fragile and vulnerable population supported by the vast strength of UnitedHealthcare's national resources and experience. This expertise benefits members by ensuring that those with special needs receive the full range of services necessary to optimize their status and quality of life, delivered in a caring, respectful, efficient and cost-effective manner. UnitedHealthcare has been managing a developmentally disabled population through an integrated fully capitated program through a Medicaid contract in Arizona since 1988. In addition, in New Jersey, UnitedHealthcare has experience managing and coordinating care for individuals with highly complex community support, behavioral health, habilitation and medical needs similar to what is being proposed in New York.

UHCNY, Inc. will integrate OptumHealth Developmental Disabilities case management and Utilization Management (UM) programs which are designed to assist its members with the management of their health care needs. Services will be provided through the use of contracted OPWDD licensed, DOH licensed and OMH licensed entities. UnitedHealthcare will coordinate and rationalize the utilization of care focusing on improving quality and reducing costs. To ensure readiness UHCNY has started to explore partnership arrangements for the provision of these services.

This Letter of Intent evidences UHCNY's intent to proceed in good faith to pursue an agreement with the OPWDD to serve as one of the specialized managed care organizations to provide support and services to individuals with Developmental Disabilities. UHCNY understands that nothing herein shall constitute a legally binding agreement of UHCNY or the OPWDD and that the LOI is expressly conditioned upon the parties entering into mutually acceptable Definitive Agreement(s).

If you have any questions about this matter, please call me at 212 898-8429.

Yours truly,



Pat Celli, President and CEO
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