



CHOICE
Health Plans

May 3, 2013

Commissioner Courtney Burke
New York State Office for People with Developmental Disabilities
44 Holland Avenue
Albany, NY 12229

RE: Letter of Intent to Coordinate Developmental Disability Services

Dear Commissioner Burke,

VNSNY CHOICE is pleased to submit this Letter of Intent in response to the Call for Letters of Intent and Expressions of Interest to provide Specialized Managed Care for Individuals with Developmental Disabilities posted on the OPWDD website. VNSNY CHOICE is a not-for-profit organization licensed in New York State under Article 44 of the state's health laws as a managed care organization providing services as an Medicaid Managed Long Term Care Plan and an HIV Special Needs Plan.

VNSNY CHOICE intends to partner with established developmentally disabled service providers to provide health, habilitative, and long-term care services and supports to individuals with intellectual and developmental disabilities, as authorized by the enacted NYS Health and Mental Hygiene (S2606-D/A3006-D) Article VII bill. VNSNY CHOICE is currently in discussions with a number of interested developmentally disabled service providers and anticipates finalizing a partnership by the end of May. In this model, VNSNY CHOICE will be a Managed Care Organization operating a Managed Long Term Care ("MLTC") Plan. VNSNY CHOICE will post reserves and receive the per member per month ("PMPM") capitation payment from the State for each enrolled individual.

VNSNY CHOICE also intends to enter into an agreement with selected developmentally disabled service providers to be the delegated care management entity for health, habilitative, and long term care services and supports. In addition, VNSNY CHOICE may enter risk sharing agreements with one or more IPA organizations that provide habilitative and other services.

VNSNY CHOICE is an organization with extensive experience in providing managed care services to individuals with chronic disease and seeks to extend its coverage to include those with intellectual and developmental disabilities. Once operational, VNSNY CHOICE intends to operate in the following counties: Bronx; Kings; New York; Queens, Richmond, Westchester, Nassau and Suffolk.

Ms. Courtney Burke

May 3, 2013

page 2 of 2

We welcome the opportunity to offer services to the State of New York and OPWDD to advance and improve the care to those New Yorkers with intellectual and developmental disabilities.

Sincerely,

A handwritten signature in black ink, appearing to read "C. Palmieri", with a long horizontal flourish extending to the right.

Christopher D. Palmieri
President