

# Networks that work for you

At Fallon Community Health Plan, we know that one size does not fit all when it comes to your clients' needs—that's why we offer three different networks. We encourage you to evaluate the needs of your clients and help them choose the right network for their employees. **They can offer one, two or all three of our networks.**

## 1. FCHP Direct Care network

FCHP Direct Care is a limited provider network, made up of several of the Commonwealth's most cost-efficient, high-quality provider groups and community-based hospitals. The more than 18,000 providers in this network are carefully chosen for their medical excellence, convenient patient access and innovation. Unique to the marketplace, FCHP Direct Care offers members more coordinated care and is one of the lowest-cost HMO plans available in Massachusetts today. In fact, FCHP Direct Care delivers up to a 12% premium savings over FCHP Select Care.

## 2. FCHP Select Care network

An expansive network that includes physician practices, community-based hospitals and medical facilities across the Commonwealth and in southern New Hampshire. The network encompasses more than 30,000 providers and 70 hospitals. FCHP Select Care offers greater choice at a competitive price.

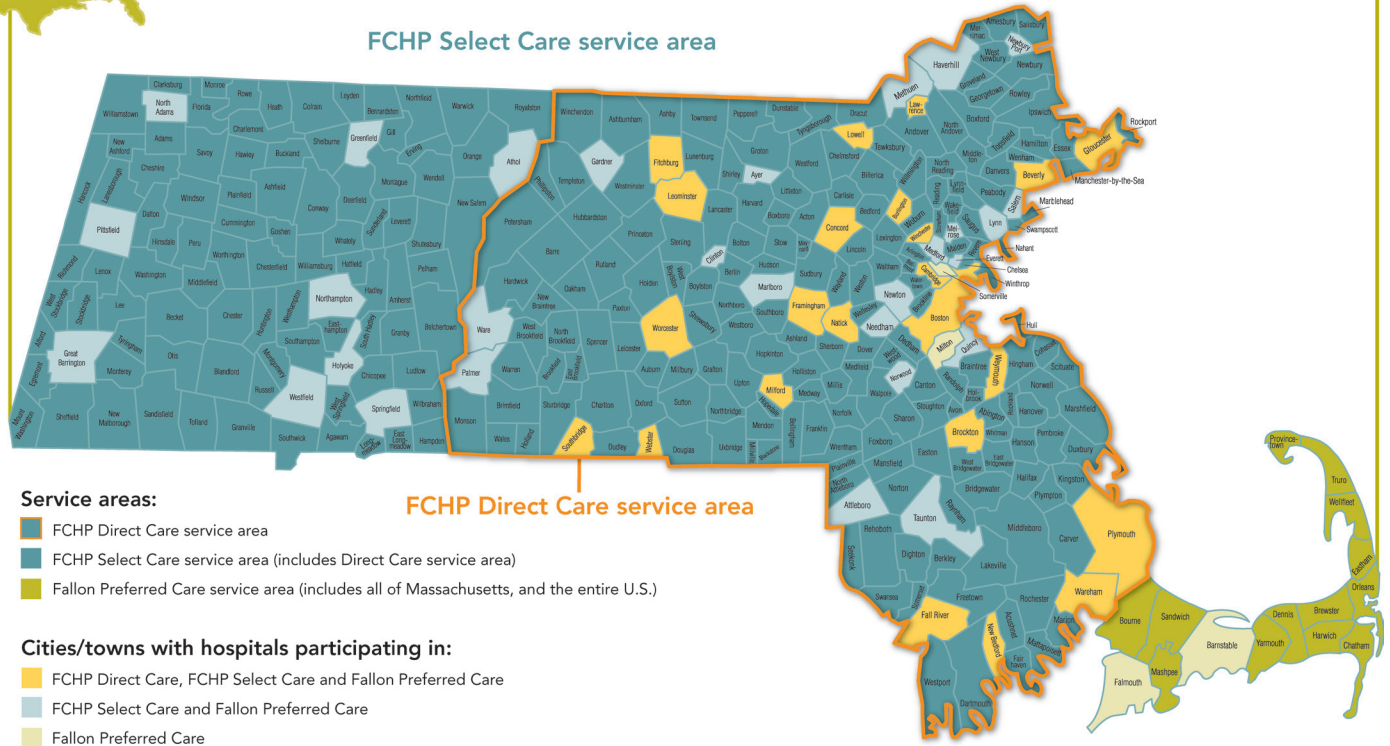
## 3. Fallon Preferred Care network

An extensive national and regional network comprised of over 650,000 providers gives your clients and their employees the flexibility to receive care from any provider they wish—whether the provider is in the network or not! And with Fallon Preferred Care, premiums are only 20% more than with FCHP Select Care.



Fallon Preferred Care Nationwide coverage

Fallon Preferred Care (PPO) service area



FCHP Direct Care provides access to a network that is smaller than FCHP Select Care. In this plan, members have access to network benefits only from the providers in FCHP Direct Care. Please consult the FCHP Direct Care provider directory—a paper copy can be requested by calling our Customer Service Department at 1-800-868-5200—or visit the provider search tool at [fchp.org](http://fchp.org) to determine which providers are included in FCHP Direct Care.

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## So how do they work for you?

Do you have a client that has most employees in Western Massachusetts, but with a few in a satellite office out-of-state? Consider suggesting FCHP Select Care alongside Fallon Preferred Care. Their in-state employees can take advantage of the extensive list of providers in the FCHP Select Care network, while those outside can use providers in their area with Fallon Preferred Care. And with Fallon Preferred Care, they're paying only 20% more than with FCHP Select Care.

Do you have a client that is looking to reduce their health care costs for their central Massachusetts company, but are concerned about their employees that have physicians outside the FCHP Direct Care network? Consider suggesting both FCHP Direct Care and FCHP Select Care. FCHP Direct Care products include all the same great features, including It Fits! fitness reimbursements, free car seats for new parents, annual eye exams and \$0 wellness visits for the whole family. And you get it with up to a 12% premium savings over FCHP Select Care. Their employees who want to take advantage of the premium savings of FCHP Direct Care while using the network's cost-efficient, high-performing groups can do so, while those who wish to seek care at another physician group practice can use the statewide FCHP Select Care network.

As always, we are here to help you determine the best options for your clients. Please give us a call at 1-888-746-4823 to discuss how we can help you advise your clients on the best possible solution.

**More benefits. More services. More you.**

fchp.org ■ 1-888-746-4823

