

(Send via certified mail)

**(DATE)**

**(Name)**

**(Job Title)**

**(Company Name)**

**(Mailing Address line 1)**

**(Mailing Address line 2)**

Re: Appeal of Termination from Medicare Advantage Network

Dear **(Insert Name)**:

We are writing to request an appeal of the decision made by **(INSERT COMPANY NAME)** Medicare Advantage to terminate the participation of our group, **(NAME OF GROUP)**, including providers, **(PROVIDER NAMES)** as of **(DATE)**. The reason(s) cited for termination was **(INSERT REASON)**. We are concerned that if we are terminated, our **(INSERT NUMBER OF PATIENTS)** patients will not have adequate access to treatment for retinal diseases. We would like to request a meeting with **(NAME OF MEDICAL DIRECTOR)** to discuss our concerns.

**(Explain why you think the network will be inadequate if you are terminated. Include information such as the number of patients you treat, the number of other retina specialists left in the plan and their distance from your office, any unique services you provide not covered by others in the network, any access issues your patients are already experiencing etc.)**

As we are sure **(INSERT INSURER NAME)** is aware, the incidence of retinal disease, particularly age-related macular degeneration (AMD), is increasing dramatically in our Medicare population. By the end of this decade, nearly 20 million people will have AMD, many of them requiring chronic intravitreal anti-VEGF therapy. By far, this is the largest cost burden to us, our payers, and our patients.

Retina specialists are board-certified ophthalmologists who have completed advanced fellowship training in the medical and surgical treatment of retinal diseases. Only retina specialists have appropriate training to perform procedures such as pars plana vitrectomy, scleral buckling, and posterior segment trauma repair, as well as to manage many complex conditions including diabetic macular edema and age-related macular degeneration. Fellowship-trained retina specialists utilize clinical judgment to individualize treatment and have been instrumental in achieving the major improvements in recovering and maintaining visual acuity and retinal function in our patients with blinding diseases of the retina.

Retina specialists care for the most complex of retinal cases, and it is important for your network to consider not only the cost of care, but also the quality of care and outcomes for these patients. It is inappropriate to compare the treatment that retina specialists provide to that provided by general ophthalmologists. Without adequate treatment by retina specialists, many patients face a significantly higher risk of blindness. We believe the termination of retinal specialists from your network will result in exactly what you are trying to avoid, an access to care problem.

**If you feel that you believe you were terminated due to use of Lucentis or Eyelea, this is sample language that you can use:**

At a time when more Medicare beneficiaries will need retina specialists' care, it is more important than ever that **(INSERT INSURER NAME)** maintains an adequate network of retina specialists in order to provide access to all Medicare-covered Part B drugs and services. It is inappropriate to terminate retina specialists due to our use of high-cost Medicare Part B drugs; Lucentis and Eyelea, for treatment of wet macular degeneration and diabetic macular edema. These are FDA-approved medications that fall within the CMS guidelines for use and, therefore, based on CMS regulations at 42 C.F.R. §§ 417.414(b) and 422.101(a) and (b), all Medicare Advantage Organizations must cover them. By the very nature of the subspecialty, retina specialists are expected to utilize these medications at a significantly higher rate than general ophthalmologists.

These issues represent important reasons for our appeal of your decision to terminate our participation in the Medicare Advantage network. We look forward to meeting with you to discuss further.

**(INSERT SIGNATURE(S))**

**(INSERT NAME(S) OF PROVIDERS, TITLE(S), PRACTICE NAME)**