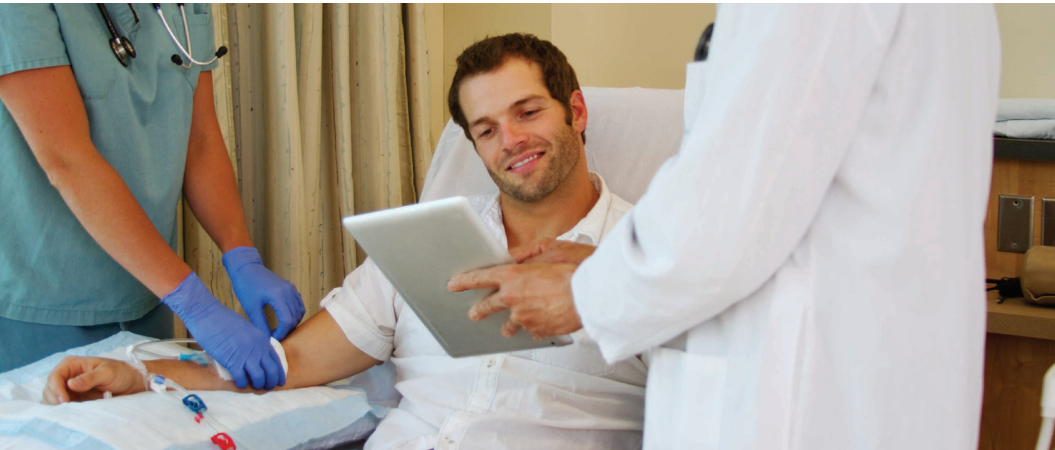


## Kidney Resource Services: Chronic kidney disease



Today one in 10 American adults have some level of chronic kidney disease (CKD) and most don't know it.<sup>1</sup> CKD is a progressive disease. Even late stages can be asymptomatic and members can find themselves critically ill, initiating dialysis in an emergency setting. Yet this silent disease kills more people each year than breast or prostate cancer.<sup>2</sup> The biggest challenge health plans face is identifying members with the disease — and engaging them — before they require costly and life-altering dialysis.

### Care management for CKD

Not all health plans actively seek out members with CKD stages 3, 4 and 5. Optum™ takes a proactive and holistic approach, based on early engagement, for managing CKD. Our program is designed to overcome the biggest challenges health plans face managing these members:

- **Early identification.** Leveraging claims and lab data, the Optum program finds and engages members before their kidneys fail — and before costly and debilitating dialysis becomes necessary.
- **Renal care management.** Renal disease case management is intensive and time-consuming. It calls for specific clinical expertise that generalized disease management (DM) programs may not offer.

### Education, compassion and support

Living with kidney disease requires life changes. Helping members manage CKD takes familiarity with the disease and renal clinical experience. Through nearly half a million personal interactions each year, our licensed renal clinical experts help the individual member<sup>2</sup>:

- Preserve as much kidney function as possible
- Seek care from top-quality nephrologists
- Consider pre-emptive transplant referrals, when appropriate
- Learn to recognize symptoms leading to costly inpatient admissions
- Plan proactively for dialysis best suited to his or her needs — and with the best clinical and financial outcomes

Our CKD team compassionately supports the member dealing with the multiple medications, physical discomforts as well as the diet and lifestyle changes severe kidney disease imposes.

### CKD is on the rise

Nearly **14%** of adults older than 20 have CKD. The largest increase is in patients with CKD stages three to five.<sup>4</sup>

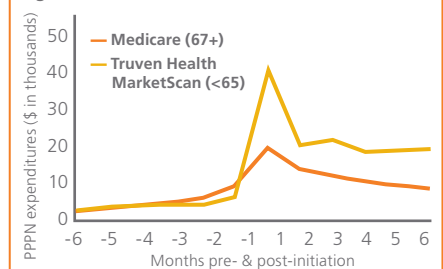
### Real-life results

**10–30%**  
fewer hospital admissions<sup>5</sup>

**35–50%**  
lower dialysis spend<sup>2</sup>

**Costs spike once dialysis begins.  
A specialized kidney management  
program can halt the escalation of  
kidney treatment costs.**

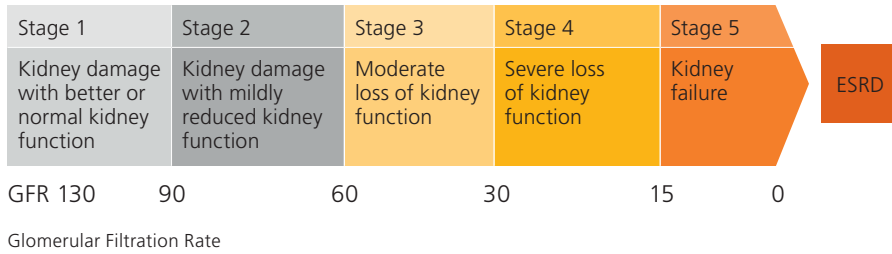
Per person per month (PPPN) expenditures during the transition to ESRD, by dataset, 2011  
Figure 7.19 (Volume 1)



Incident Medicare (age 67 & older) & Truven Health MarketScan (younger than 65) ESRD patients, initiating in 2008.

Source: USRDS 2013 Vol 1, Ch 7, pg 116, Figure 7.19

## CKD progresses through five stages leading to ESRD and dialysis



### Kidney Resource Services for dialysis savings

Traditional hemodialysis charges can cost a health plan more than \$200,000 annually.<sup>6</sup> The Optum Kidney Resource Services (KRS) is a network access program that eases the financial burden of dialysis. Our contracted rates at top dialysis centers can cut a health plan's dialysis costs by 35 to 50 percent.<sup>2</sup>

Combining the KRS network with the CKD program leads to better financial results for payers, improved care for members — and that's a good outcome for all.

### Clinical consulting and advocacy

Open, proactive communications help ensure the member receives the best care planned around his or her specific needs.

The Optum CKD program:

- Communicates with providers, dialysis centers, social workers and others
- Works with providers to safeguard existing renal function
- Educates and coordinates transplant referral options

To learn more about Optum, contact your Optum sales representative. Call **1-866-427-6845**, email us at [engage@optum.com](mailto:engage@optum.com) or visit [optum.com](http://optum.com).

### CKD facts

- **47,000+** Americans died from kidney disease in 2013<sup>7</sup>
- **430,273** people on dialysis at average cost of \$200,000<sup>6, 8</sup>
- **99,000+** were awaiting kidney transplants as of 2014<sup>8</sup>

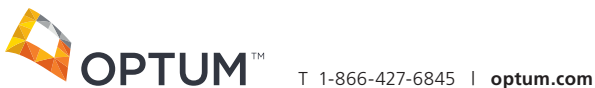
### 1 in 3 adults is at risk for CKD<sup>9</sup>

The major risk factors include:

- Diabetes
- High blood pressure
- Family history of kidney failure
- Age 60 or older

#### Sources:

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