The Optum™ Spine and Joint Solution helps large, self-insured employers, regardless of their medical carriers, manage the rapidly rising costs of spinal surgeries and knee and hip replacements while ensuring that employees and family members recover their health and mobility and return to work.

Working-age people — those 45 to 64 — are driving demand for knee and hip replacements faster than people over 65. It’s expected that the number of knee and hip replacements among 45- to 64-year-olds will double by 2020, and the number of spine operations will increase by an estimated 80 percent. Employers will certainly pay the toll in rising medical costs — unless they look for new options, like the Spine and Joint Solution.

Predictable costs, welcome quality

At the core of the Spine and Joint Solution is a network of high-quality surgeons, hospitals and ambulatory surgery facilities that qualify for our orthopedic Center of Excellence (COE) designation.

When employers select the Spine and Joint Solution, they pay negotiated, bundled rates for most professional and hospital costs at a Center of Excellence. Their health plan members get access to highly qualified surgeons and care teams that anticipate their needs and guide their recoveries.

The excellence is undisputed

Optum Centers of Excellence live up to the promise of the network name. Both facilities and surgeons are top performers that:

- Hold national accreditation and follow evidence-based medicine
- Are independently reviewed for their quality of care
- Perform a high volume of spine, hip and knee operations with tightly knit and experienced teams of surgeons, nurses and therapists
- Scrupulously monitor their own performance through measurement and reporting of patient outcomes and patient satisfaction

The orthopedic Centers of Excellence are independently reviewed and evaluated by outside teams of experts and by the URAC-accredited Optum Clinical Sciences Institute.

Operations covered by the Spine and Joint Solution are:

- Total knee replacements*
- Total hip replacements*
- Spinal fusions
- Disk repairs and decompressions

The Centers of Excellence have lower rates of readmission and post-surgical complications, indicators of higher-quality care, than other hospitals and ambulatory surgery centers. Employers can also benefit from:

$10,000 savings on average per operation, or even more, in many markets

25% lower costs on average, compared with median charges for the same procedures in the same metropolitan areas

Source:

* Includes partial replacements, bilateral replacements, and revisions
Better for patients

The Spine and Joint Solution program starts working with individuals before they have operations. Optum nurses explain options — such as physical therapy, injectable medication, exercise and chiropractic care — that should, in many cases, be exhausted before surgery.

Nurses explain the benefits with the Spine and Joint Solution and help individuals understand what their operations will involve and what to expect, both at the Center of Excellence and once they go home.

**Spine and Joint Solution patients also receive:**

- Access to top orthopedic surgeons and Centers of Excellence
- Individual attention from a care navigator at the Center of Excellence
- Help with travel and lodging arrangements in line with the employer’s benefit plan
- Other support for them and their caregivers tailored to their unique needs

After discharge, the Optum nurse team reconnects with patients to encourage them in their rehabilitation and address any follow-up issues.

Ask us how we can help you

We can provide you with an analysis of your expected future costs for elective spine, hip and knee operations — and what you might be able to save with the Spine and Joint Solution. We can also discuss the options for your benefit plan design with the Spine and Joint Solution.

For more information, contact your Optum representative, call 1-866-386-3404, or email us at info@optum.com.

**Why so many operations on spines, hips and knees?**

- “Graying” workforce — 25 percent of the workforce will be age 55 or older by 2020
- Medical advances leading to shorter recoveries, less pain and better quality of life
- Obesity — more weight puts more stress on joints

**A pioneer in Center of Excellence networks**

Optum has more than 25 years of experience managing complex medical conditions, including transplant and congenital heart surgeries.

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Sources:

4. Optum COE Readmission rates are 2.4% vs. 3.7% for non-COE providers, E. Richens, June 16, 2014.