

## Comprehensive Kidney Solution



Complex and costly, renal disease demands a comprehensive solution. Today, the national spend for end-stage renal disease (ESRD) and related expenses of dialysis, transplantation, inpatient care, pharmacy and laboratory costs approach \$50 billion.<sup>1</sup> Affecting more than one out of seven adults, chronic kidney disease (CKD) is on the rise, largely due to the increasing prevalence of obesity and diabetes.<sup>2,3,4</sup>

Members with poorly managed CKD have more complications and hospitalizations and progress more quickly to ESRD. Once the kidneys fail, survival requires dialysis or a kidney transplant, if appropriate. Both have profound and costly implications for health plans and members.

Optum uses a proactive approach to manage the different disease stages — and their unique challenges.

### **Comprehensive Kidney Solution (CKS)**

CKS is comprised of two integrated, evidence-based disease management programs, **Optum<sup>®</sup> Chronic Kidney Disease Stage 4/5 Management** and **End-Stage Renal Disease Management**. These programs help improve patient outcomes and reduce costs for health plans.

### **Chronic Kidney Disease (CKD) Stage 4/5 Management**

CKD Stage 4/5 Management is a pre-dialysis program that focuses on delaying CKD progression and preparing individuals for transplantation. Early engagement is critical for managing CKD 4/5. Often asymptomatic, 43 percent of adults with



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### **Our intensive renal care management helps patients:**

- Preserve kidney function
  - Manage comorbidities
  - Adhere to medications
  - Follow their diet
  - Plan for dialysis
  - Reduce inpatient stays
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late-stage CKD are unaware they have the disease.<sup>5</sup> Our proprietary data analytics expertise and specialized identification software scrutinizes claims and lab data, enabling us to identify and engage members before their kidneys fail and dialysis becomes necessary.

The CKD Stage 4/5 Management program includes progressive renal care. Our intensive, dedicated renal care team possesses advanced clinical knowledge and experience to proactively recognize and respond to the care complexities of individuals with renal disease, reducing the likelihood of costly in-patient admissions. Our renal care specialists work one-on-one with the member to educate them on preemptive transplantation, which has been shown to have the best outcome, and also to ensure they are referred for nephrology care. If dialysis is unavoidable, the care specialists work with the member to prepare for a smooth, outpatient transition to dialysis, providing modality and access education and help finding quality in-network dialysis facilities.

### End Stage Renal Disease (ESRD) Management:

The ESRD Management program is specialized for the population on dialysis, which is characterized by frequent hospitalizations and multiple comorbidities.

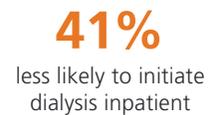
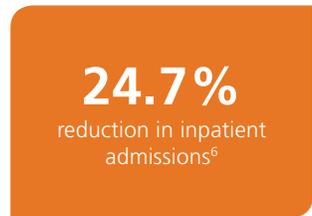
End-stage renal disease care requires a high level of case management that generalized disease management programs may not provide. Our ESRD Management program features a high-touch, rigorous approach specifically designed to meet their complex clinical needs — and reduce costly inpatient admissions.

Our renal care specialists possess the clinical knowledge — and the experience — to recognize and address the nuances of their care. Our renal clinical experts work proactively to avert complications leading to inpatient admissions:

- Recommend network dialysis centers with superior clinical and financial outcomes
- Review dialysis modalities, including home dialysis options, and preferred vascular access types
- Communicate with providers, dialysis centers, social workers and caregivers
- Educate patients on kidney-friendly lifestyles
- Inform and coordinate transplant referrals when appropriate

Sources:

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9. Optum Healthcare Analytics (HCA) CKD to ESRD Transition Analysis, 2016.



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