

Kidney dialysis network access



Patients in the final stage of chronic kidney disease (CKD), end-stage renal disease (ESRD), require dialysis or a kidney transplant to sustain life. Affecting more than one out of 10 adults, CKD is on the rise, largely due to the increasing prevalence of obesity and diabetes.^{1,2,3}

Dialysis network access

Optum[®] partners with top dialysis centers across the nation to provide needed quality care at negotiated rates. Access to this network of more than 6,100 preferred dialysis facilities can reduce dialysis costs by an average of 55 percent, ranging from 35 to 70 percent. In situations where patients cannot conveniently access a contracted dialysis center, Optum will negotiate patient-specific agreements or use partnership agreements with PPO networks to get the best possible discount.

Program goals include:

- Negotiating the best discounts and terms for dialysis services
- Providing access to direct-contracted dialysis centers within 30 minutes or 30 miles of patients' homes
- Educating and guiding patients to the best-performing dialysis centers
- Assisting with contracting services for any patients who cannot access in-network dialysis facilities
- Providing access to a partnership PPO network for discounted charges (after patient-specific negotiation)

Did you know?

- Currently, commercial payers pay for 33 months of dialysis treatment for hemodialysis patients, the most common type of dialysis. After the 33 months, Medicare becomes responsible.
- Hemodialysis patients average 156 sessions per year, resulting in costs that frequently exceed \$260,000 per year.⁴

Kidney dialysis network



Network status as of July 2018. Maps are continually updated and subject to change without notice. Visit myoptumhealthcomplexmedical.com for the latest network information.

Reduce unpredictable and costly dialysis spend

Dialysis charges can lead to large yearly dialysis spend. However, access to the Optum dialysis network can result in significant savings. For example, a client whose member was billed \$976K in a year was able to save over \$740K with Optum-contracted rates.⁵

Optum dialysis network access can also easily be utilized for out-of-network dialysis claims to realize large savings. Out-of-network rates for dialysis facilities are often paid at 85 percent of billed charges.⁶

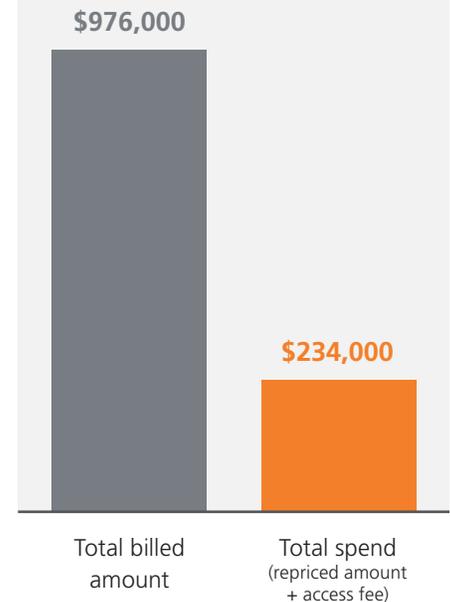
Sources:

1. National Institute of Diabetes and Digestive and Kidney Diseases, 2009 ESRD Statistic. niddk.nih.gov/health-information/health-statistics/Pages/kidney-disease-statistics-united-states.aspx# 12. Accessed 11/13/2018.
2. United States Renal Data System (USRDS) 2014, Vol. 2, intro, pg 80, Table i.1. usrds.org/2018/view/v2_01.aspx. Accessed 11/13/2018.
3. James P. Boyle, PhD, Amanda A. Honeycutt, PhD, K.M. Venkat Narayan, MD, Thomas J. Hoerger, PhD, Linda S. Geiss, MA, Hong Chen, MS and Theodore J. Thompson, MS. Diabetes Care. American Diabetes Association. November 2001; vol. 24 no. 11: 1936-1940. care.diabetesjournals.org/content/24/11/1936. Accessed 11/13/2018.
4. Network medical expense allowed based on Optum Health Care. Economics analysis of large commercial health plans, 2016 data.
5. Optum claims data 2017.
6. Optum claims data 2017.

Significant savings through flexible network approaches

- 35–70% savings on dialysis services
- We offer two flexible network access approaches:
 - Direct contracts at over 6,100 national and regional providers
 - Patient-specific access agreements for patients unable to be treated at a contracted provider

Client claims data vs. Optum savings



To learn more, contact your Optum sales representative.

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