Overcoming the retirement shortfall
Optum® Financial Services is positioned within our population health management capability. This allows for a holistic approach of our services through analyzing the entire population and how health is managed. With the power of our data and analytics, Financial Services can tailor services to your clients. As your partner and advisor, we offer exceptional guidance, education and support in navigating the impact of health expenses and your clients financial well-being.

Complexity of health care finances
We are seeing a dramatic shift to greater consumer financial responsibility for health care. And there is a huge gap in consumers’ understanding of how to respond. The impact: a direct correlation between financial stress and medical adherence. This is coupled with a growing retirement shortfall that leaves millions unprepared for out-of-pocket health care costs in retirement.

How Optum helps make the health system work better for everyone
Optum is uniquely positioned to help people live healthier lives.

Our unique set of both health care and financial data includes:
• More than 180 million lives of claims data, 85 million lives of clinical data, 11 billion lab results and 4 billion diagnoses
• Financial health care saving and spending transactional data going back 30 years
• The consumer credit risk data that delivers more than 10 billion credit scores annually

Our breadth of analytic expertise, led by OptumLabs™, the health care industry’s first open collaborative research and innovation center:
• OptumLabs combines the power of data-driven health care research, leading-edge data science and partner collaboration to accelerate scientific discovery and innovation that improve patient care and value

Our trusted relationships are the catalyst for transformation:
• At the consumer level, where Optum currently serves more than 115 million individuals, with one in five health savings accounts (HSAs) in the market today, and more than 4.7 million consumers across all financial health accounts
• At the employer level, where Optum touches four out of five of the Fortune 100, allowing for coordinated engagement strategies that extend our ability to touch the member at times when it really counts

Pharmacy Care Services
• OptumRx® uses the most frequent, real-time consumer touchpoints in the health system to evolve from the traditional pharmacy benefits management model.
• We use our data and multiple interactions with members to create a whole picture of each member and motivate them to take the right action at the right moment.
For consultants, using our innovative modeling and analytics enables more effective purchasing recommendations, aligning to the interests of your stakeholders.

**Why should partnering with Optum for an HSA be so important to you and your clients?**

The opportunities are game-changing. Optum is at the forefront, with demonstrated results in engaging individuals in health care decisions, linked with the power of financial services to empower consumers to become more efficient and effective users of the health care system, both today and in the future. This is evidenced by the fact that Optum Bank® HSA accountholders:

**Have an average HSA balance 35 percent higher than industry norms:**
- Industry $1,848
- Optum Bank $2,495

**Are more engaged with saving for health care expenses as indicated by a 36 percent higher rate of employee contributions than industry average:**
- Industry average employee contribution $1,208
- Optum Bank average employee contribution $1,646

**Are more likely to see the value in saving for health care costs in retirement, as indicated by a 68 percent higher number of accountholders who are investing their HSA dollars in mutual funds for retirement versus the industry:**
- Industry average 3 percent
- Optum Bank average 5 percent

Our data suggests that when employees are fully engaged with their Optum HSA, balances grow and we can expect higher use of preventive services, more efficient use of the health care benefit and less out-of-network provider usage. We engage Optum HSA accountholders and empower them to move from spending every HSA dollar to starting to invest for health care cost in retirement. When that happens, your clients see the following benefits:

- 20 percent increase in preventive care
- 30 percent shift from inappropriate ER usage to urgent care usage
- 28 percent decrease in out-of-network usage
- $1,400 average decrease in annual claim spend

Sources: