

Specialty Fusion™ — take control of specialty drug costs

Traditional ways of managing specialty drug spend on either medical or pharmacy benefits are unsustainable for many health plans.



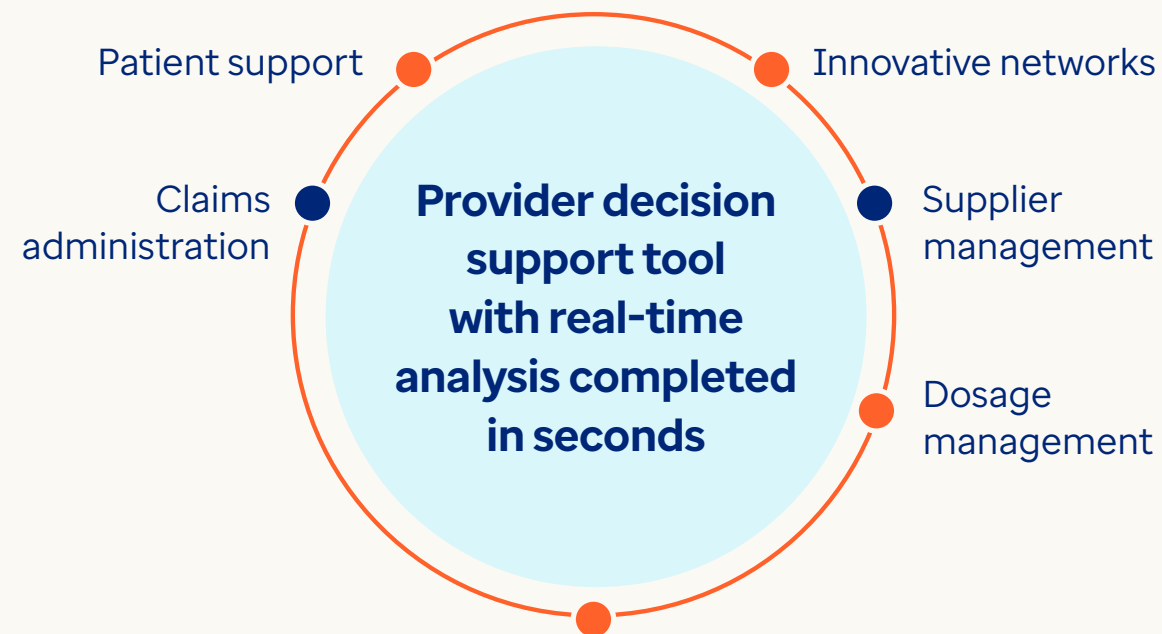
Specialty drug spend increased an average of 8% year over year — twice the rate of overall health care spend.^{1,2}



It's expected to hit \$505 billion in the United States by 2023.³

What drives these trends?

Optum® Specialty Fusion™ gives health plans actionable insights that get to the cause. Our proprietary analytics solution evaluates health plans' specialty management in **10 key areas** to pinpoint savings opportunities, optimize strategies and forecast results.



Case study: A 47% dent in specialty trend

For one plan sponsor, Specialty Fusion™ identified several ways to significantly reduce specialty costs.^{4,5}



Address high hospital outpatient spend

Results forecast:

Savings of up to \$3.80 per member per month (PMPM) by shifting from outpatient hospital treatments to lower-cost sites of care.



Reduce high medication unit costs

Results forecast:

- Up to **\$1.26 PMPM** in specialty drug rebate savings
- Up to **\$0.98 PMPM** manufacturer assistance savings



Guide providers to the lowest-cost benefit

Results forecast:

- **\$5.82** overall PMPM rection
- **47% reduction** in specialty trend over three years
- **63 Net Promoter Score®** from providers who use the platform.⁶



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At Optum, we are a health services innovation company dedicated to helping people live healthier lives and helping make the health system work better for everyone.

Get started. You don't have to guess what's driving your specialty trend or which strategies will best help you manage it. An initial Optum Specialty Fusion analysis of your data can give you answers. Email us at fusioninquiries@optum.com or contact your account representative to see how Optum Specialty Fusion can help you reduce specialty spend.

1. IQVIA Institute for Human Data Science. The Global Use of medicine in 2019 and Outlook to 2023: Forecasts and Areas to Watch. Published January 29, 2019. Accessed June 21, 2022.
 2. Peterson-KFF Health System Tracker. How has U.S. spending on healthcare changed over time? Posted December 23, 2020. Accessed June 21, 2022.
 3. IQVIA Institute for Human Data Science. The Global Use of medicine in 2019 and Outlook to 2023: Forecasts and Areas to Watch. Published January 29, 2019. Accessed June 21, 2022.
 4. Optum. Internal analysis of Health plan claims data from July 2019 through June 2020.
 5. Savings and forecasted metrics based on analysis of client's specialty claims from July 2019 through June 2020. Assumes client deploys most value levers available through Optum programs. Results vary by client and are not guaranteed.
 6. Optum analysis of September 2020 book of business. Net Promoter, Net Promoter System, Net Promoter Score, and NPS are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc.