



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 15 million U.S. adults, CKD is on the rise, largely due to the increasing prevalence of obesity and diabetes.¹

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%, ranging from 35% to 70%. 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)



33 months

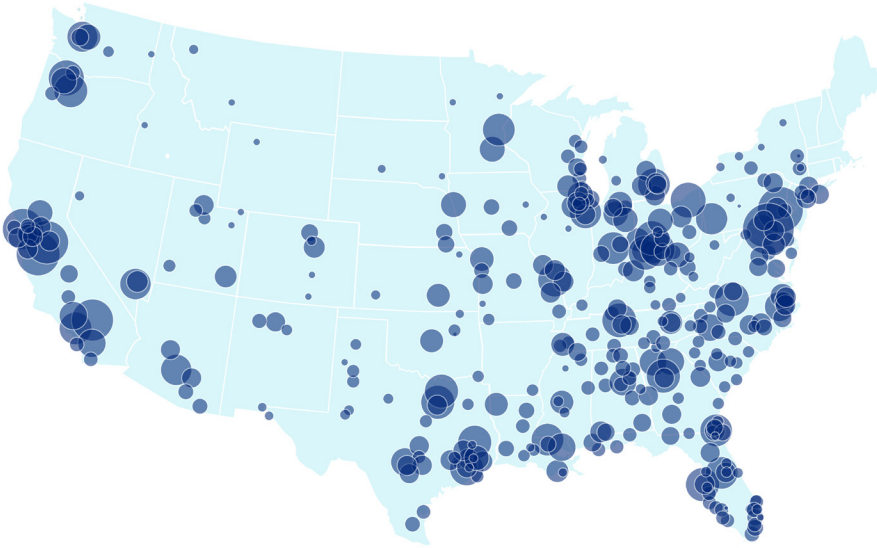
How long current commercial payers pay for dialysis treatment for hemodialysis patients, the most common type of dialysis. After the 33 months, Medicare becomes responsible.



156 sessions

Average sessions per year for hemodialysis patients, resulting in costs that frequently exceed \$280,000 per year.²

Optum Kidney Resource Services dialysis network



Network status as of March 2022.
Maps are continually updated and subject to change without notice.

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.³

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% of billed charges.⁴

Sources

1. USRDS 2020 Annual Data Report: Chronic Kidney Disease, Figure 1.11 "Percentage of US adults with CKD aware of their kidney disease, 2003-2018. Accessed February 2, 2022.
2. Medical expense figured calculated based on Optum book of business, ESRD commercial PDMPM expenditures, 2018 fully insured.
3. Optum claims data 2020.
4. Ibid.

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

\$976,000



Total billed amount

\$234,000



Total spend (repriced amount + access fee)

To learn more, contact your Optum sales representative.

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