

Kidney Resource Services

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}

Kidney Resource Services can significantly reduce dialysis costs.

Optum[®] Kidney Resource Services (KRS) program partners with top dialysis centers across the nation to provide needed quality care at negotiated rates. Access to the KRS network of more than 5,500 preferred dialysis facilities can reduce dialysis costs by an average of 55 percent, ranging from 35 to 60 percent. In situations where patients cannot conveniently access a contracted dialysis center, KRS will negotiate patient-specific agreements or use partnership agreements with PPO networks to get the best possible discount.

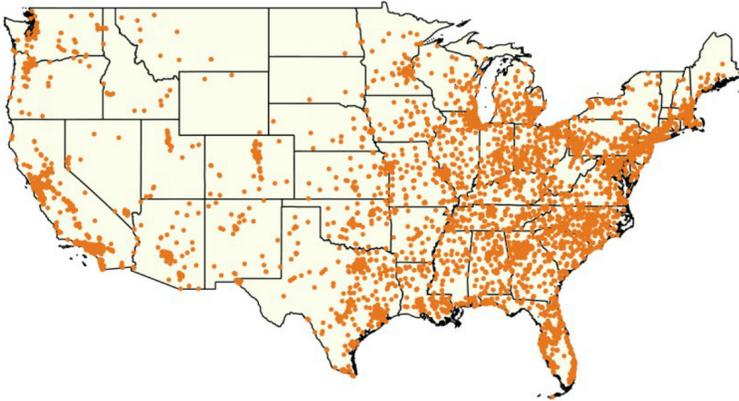
Program goals include:

- 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 145 sessions per year, resulting in costs that frequently exceed \$250,000 per year.⁴

Kidney Resource Services network access status



Network status as of December 2016. Maps are continually updated and subject to change without notice. Visit myoptumhealthcomplexmedical.com for the latest network information.

Reduced variability in quality of care

The National Kidney Foundation publishes widely accepted guidelines on how to best manage kidney disease, developed through the Kidney Disease Outcomes Quality Initiative. The Optum KRS program's preferred network of nephrologists and dialysis centers supports these guidelines, resulting in improved treatment consistency and better outcomes for patients.

Cover the entire continuum of care

Chronic and costly, renal disease demands a comprehensive solution. Optum KRS network access, combined with either the Comprehensive Kidney Solution program or the Comprehensive Kidney Solution Risk program (both addressing disease management for CKD Stages 4–5 and ESRD) and the Optum Transplant Solutions program, address the entire continuum of care for patients with late-stage CKD.

Significant savings through flexible network approaches

- 35–60% savings on dialysis services
- We offer two flexible network access approaches:
 - Direct contracts at over 5,500 national and regional providers
 - Patient-specific access agreements for patients unable to be treated at a contracted provider

1. National Institute of Diabetes and Digestive and Kidney Diseases, 2009 ESRD Statistic. <https://www.niddk.nih.gov/health-information/health-statistics/Pages/kidney-disease-statistics-united-states.aspx# 12>. Accessed: 9/20/2016.
2. United States Renal Data System (USRDS) 2014, Vol. 2, intro, pg 80, Table i.1, http://www.usrds.org/2013/pdf/excel/vol2_01_inc_prev_13_web.zip Figure 1.10. Accessed 7/15/15.
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. <http://care.diabetesjournals.org/content/24/11/1936>. Accessed 8/18/2015.
4. Optum Health Analysis 2015, based on 80,000 covered commercial lives, 2014 claims data, Northeast United States. Plosser. July 2015.

Learn more about how Optum can help your organization analyze your transplant spend and identify opportunities to save. Contact us at **1-866-427-6845** or engage@optum.com.



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