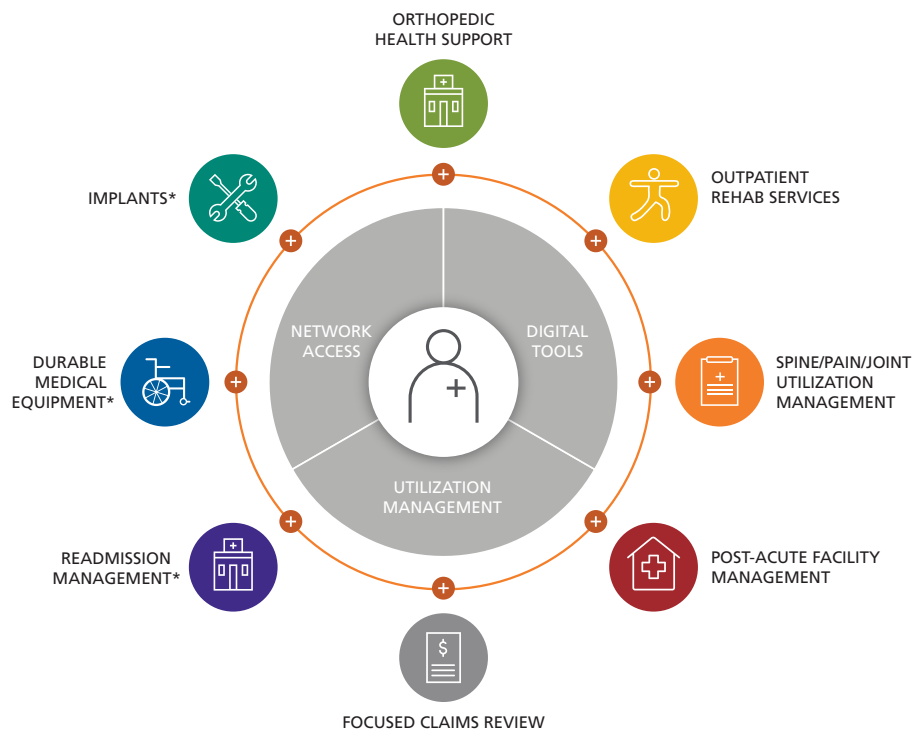


Musculoskeletal Solutions

Manage escalating musculoskeletal (MSK) spend and utilization

Optum® Musculoskeletal Solutions provides a suite of capabilities to address MSK conditions and medical spend. Our member-focused, holistic approach includes early intervention to promote conservative care, outcomes and utilization monitoring to ensure appropriate treatments, and access to high-performing providers and Centers of Excellence (COEs).



Fast facts: MSK conditions¹

- **\$12K** annual MSK spend per Medicare member
- **48%** of Medicare members ages 65+ use MSK services per year
- **\$14K** annual MSK spend per commercial member
- **20%** of commercial members use MSK services per year

MSK solution benefits

3:1+ ROI²

Savings³:

Outpatient Rehab Services | **35%**
 Surgical COE (per procedure) | **26%**
 Post-Acute Facility | **15%**
 Spine/Pain/Joint Utilization | **10%**
 Focused Claims Review Professional⁴ | **14–28%**

To learn more, contact Optum at optum.com/business/contact.html#sales.

Care Management

Holistic and member-focused

With advocacy at the core, members receive direct, digital or virtual access to specialized nurses and high-performing providers throughout the continuum of care, from early pain onset through treatment and beyond.

Nationwide Network

Surgical COE and physical medicine specialists

Optum collaborates with top facilities and physical health providers to help ensure quality care and convenient access at negotiated rates.

Utilization Management

Integrated programs

Help reduce pre- and post-medical expenses by addressing spinal disease, joint surgery and back pain care including surgery, pain procedures and outpatient therapies.

Digital Tools

Remote access to care

Get access to virtual self-management programs for best-in-class multimodal therapy consisting of physical exercises, relaxation exercises and education.

optum.com 11000 Optum Circle, Eden Prairie, MN 55344

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*Products in development

Sources:

1. Optum analytics, 2018.
2. Optum proposed and book of business, 2018.
3. Optum book of business, 2015–2019.
4. OrthoNet book of business, 2019.