

## Transplant Resource Services



The average billed cost for a transplant episode is \$657,842,<sup>1</sup> but depending on the circumstances, it can quickly rise to \$1 million or more. Transplants represent extraordinary financial risk to an organization's health care costs.

Optum® Transplant Solutions can help provide clinical and economic value to organizations managing the catastrophic cost of transplants. We operate the nation's leading Centers of Excellence (COE) transplant network and have contracted for access to products and services to assist clients in managing transplant risk.

Optum is the largest transplant benefit manager in the nation. The breadth of our Transplant Solutions covers:

<b>73+ million</b>	Members with access to Optum Transplant Solutions <sup>2</sup>
<b>17,712</b>	Total payer groups with access to Transplant Solutions <sup>3</sup>
<b>20,174</b>	Total referrals in 2017 <sup>4</sup>
<b>5,645</b>	Total transplants in 2017 <sup>4</sup>
<b>\$5.6 billion</b>	Transplant claims processed annually <sup>5</sup>
<b>57%</b>	2017 Optum average contractual savings per transplant <sup>5</sup>

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**The Optum Transplant Centers of Excellence network delivers access, choice and exceptional value.**

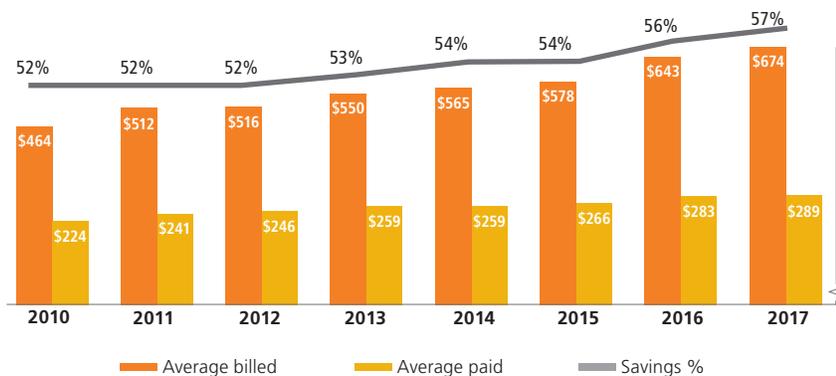
- **176** COE facilities
  - **1,002** COE programs
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Source: Optum Transplant network status as of July 2018.

## Centers of Excellence network

Optum Transplant Resource Services is built upon a network comprised of high-quality, clinically superior COEs. Optum invests more resources than any organization in the country to identify and qualify the programs that deliver superior outcomes. Once a program is qualified clinically, Optum leverages unparalleled purchasing power to drive deep contractual savings. Clients save an average of 57 percent<sup>5</sup> per transplant episode, in addition to the cost avoidance achieved through the statistically superior clinical outcomes realized through COE network programs. Optum also offers a secondary network of Transplant Access Program (TAP) providers to ensure broader geographic access for our clients and their members.

## Optum contract performance<sup>5</sup>



Note: Billed and paid charges shown for transplant-related claims from evaluation through 90 days post-discharge.

Optum has effectively increased average savings every year since 2005 and managed unit costs by continuously driving deeper contractual discounts, even when billed charges rise.

## Congenital Heart Disease Resource Services and Ventricular Assist Device Program

Optum also offers Congenital Heart Disease Resource Services (CHDRS) and the Ventricular Assist Device (VAD) Program, which utilize the same proven COE model to deliver superior outcomes and cost savings. Both CHDRS and the VAD Program have cases that are high-cost, low-incidence and complex, making them ideal conditions to refer to COEs that can improve outcomes and reduce costs.

### Sources:

1. Bentley TS, Phillips S. 2017 U.S. organ and tissue transplant cost estimates and discussion. Milliman, Inc. [http://www.milliman.com/insight/2017/2017-U\\_S\\_-organ-and-tissue-transplant-cost-estimates-and-discussion/](http://www.milliman.com/insight/2017/2017-U_S_-organ-and-tissue-transplant-cost-estimates-and-discussion/). Published August 3, 2017. Accessed August 15, 2017. Average transplant incidence and cost estimates based upon data from the population under age 65.
2. 2016 year-end internal membership plus estimated external membership. Calculated August 2017.
3. Transplant Solutions client groups. August 2018.
4. Count of 2017 cases created. Accessed August 2018.
5. Optum repriced claims data 2017. Accessed August 2018.

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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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