



Comprehensive Kidney Solution

Complex and costly, renal disease demands a comprehensive solution



Today, the national spend for end-stage renal disease (ESRD) and related expenses of dialysis, transplantation, inpatient care, pharmacy and laboratory costs approach \$50 billion.¹ Affecting more than 15 million U.S. adults, chronic kidney disease (CKD) is on the rise, largely due to the increasing prevalence of obesity and diabetes.²

Members with poorly managed CKD have more complications and hospitalizations and progress more quickly to ESRD. Once the kidneys fail, survival requires dialysis or a kidney transplant, if appropriate. Both have profound and costly implications for health plans and members. Optum uses a proactive approach to manage the different disease stages – and their unique challenges.

Comprehensive Kidney Solution (CKS)

CKS is comprised of two integrated, evidence-based disease management programs, Optum® Chronic Kidney Disease Stage 4/5 Management and End-Stage Renal Disease Management. These programs help improve patient outcomes and reduce costs for health plans.

CKD Stage 4/5 Management

CKD Stage 4/5 Management is a pre-dialysis program that focuses on delaying CKD progression and preparing individuals for transplantation. Early engagement is critical for managing CKD 4/5. Often asymptomatic, as many as two in four adults with late-stage CKD are unaware they have the disease.³ Our proprietary data analytics expertise and specialized identification software scrutinizes claims and lab data, enabling us to identify and engage members before their kidneys fail and dialysis becomes necessary.

Our intensive renal care management helps patients:

- Preserve kidney function
 - Manage comorbidities
 - Adhere to medications
 - Follow their diet
 - Plan for dialysis
 - Reduce inpatient stays
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Comprehensive Kidney Solution

The CKD Stage 4/5 Management program includes progressive renal care. Our intensive, dedicated renal care team possesses advanced clinical knowledge and experience to proactively recognize and respond to the care complexities of individuals with renal disease, reducing the likelihood of costly inpatient admissions. Our renal care specialists work one-on-one with the member to educate them on preemptive transplantation, which has been shown to have the best outcome, and also to ensure they are referred for nephrology care. If dialysis is unavoidable, the care specialists work with the member to prepare for a smooth, outpatient transition to dialysis, providing modality and access education and help finding quality in-network dialysis facilities.

End-Stage Renal Disease (ESRD) Management

The ESRD Management program is specialized for the population on dialysis, which is characterized by frequent hospitalizations and multiple comorbidities.

End-stage renal disease care requires a high level of case management that generalized disease management programs may not provide.

Our ESRD Management program features a high-touch, rigorous approach specifically designed to meet their complex clinical needs – and reduce costly inpatient admissions.

Our renal care specialists possess the clinical knowledge – and the experience – to recognize and address the nuances of their care. Our renal clinical experts work proactively to avert complications leading to inpatient admissions:

- Recommend network dialysis centers with superior clinical and financial outcomes
- Review dialysis modalities, including home dialysis options, and preferred vascular access types
- Communicate with providers, dialysis centers, social workers and caregivers
- Educate patients on kidney-friendly lifestyles
- Inform and coordinate transplant referrals when appropriate

Sources

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4. Optum Healthcare Analytics CKD Program analysis for Large and Small Employers comparing Program-Eligible Members to Non-Eligible Members. 2016.
5. UHG Health Economics study completed in 2016 compared matched ESRD patients in Medicare Advantage policies with and without CKD management. Results are year 2 Difference in Difference measures.
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7. Bannister W and Plosser K. Optum Healthcare Analytics: Assessing the impact of kidney resource services on disease progression. 2021.
8. Ibid.



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24.7%

reduction in inpatient admissions⁴

11.3%

reduction in ER visits⁵

2.5x

pre-emptive transplant evaluation rate⁶

41%

less likely to initiate dialysis inpatient⁷

22%

less likely to transition from CKD to dialysis⁸

To learn more, contact your Optum sales representative.

Call: 1-866-427-6845

Email: engage@optum.com

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