

## Address complex, costly renal disease with 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.<sup>1</sup> Affecting more than 35.5 million U.S. adults, chronic kidney disease (CKD) is on the rise, largely due to the increasing prevalence of obesity and diabetes.<sup>2</sup>

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.

### **Optum Kidney Solutions**

Optum® Kidney Solutions (OKS) is comprised of a kidney disease management program and an extensive value-based, care nephrology network. The OKS disease management program takes a high-touch, rigorous approach for patients with CKD or ESRD. Patients can engage with OKS in person, through digital channels such as video calls and telephonically.

The program is based on guidance from the National Kidney Foundation's Kidney Disease Outcomes Quality Initiative (KDOQI). The renal interdisciplinary team is comprised of experienced renal-trained nurses, renal dietitians and social workers. OKS is overseen by a full-time ABIM/UNOS-certified transplant nephrologist.

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### **Our intensive renal care management helps patients:**

- Preserve kidney function
  - Manage comorbidities
  - Adhere to medications
  - Follow their diet
  - Plan for dialysis
  - Reduce their inpatient stays
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Our renal team works one on one with the patient to ensure referrals to nephrology and transplant, medication reconciliation, dietary and dialysis modality education. If dialysis is unavoidable, the team will work with the nephrologist and the patient to prepare for an optimal dialysis start. The renal team manages the whole patient including comorbidities, social determinants of health and care coordination. The main goals of the program are slowing CKD progression, increasing usage of alternatives to in-center dialysis, and increasing transplant rate, optimal starts and patient quality of life.

### Value-based care

We put the nephrologist at the center of care delivery, supplying technology, care coordination and financial incentives to drive better patient outcomes. Our value-based care (VBC) arrangements are nonexclusive, upside only and provide financial incentives to nephrologists for optimal starts, home dialysis, transplants and CKD education. OKS serves as the exclusive UnitedHealthcare VBC network for commercial, Medicare Advantage and Medicaid populations.

**24.7%**

**reduction** in inpatient admissions<sup>3</sup>

**2.5x**

pre-emptive transplant evaluation rate<sup>3</sup>

**22%**

**less likely** to transition from CKD to dialysis<sup>3</sup>

**41%**

**less likely** to initiate dialysis inpatient<sup>3</sup>

**To learn more, contact your Optum sales representative.**

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**Visit:** [optum.com/kidney](https://optum.com/kidney)

#### Sources

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2. CDC. Chronic Kidney Disease in The United States, 2023, [cdc.gov/kidneydisease/publications-resources/ckd-national-facts.html](https://cdc.gov/kidneydisease/publications-resources/ckd-national-facts.html).
3. Bannister, W and Plosser, K; Optum Healthcare Analytics white paper, How specialized kidney care programs yield cost savings and better outcomes, 2021.

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