

## OptumHealth Care Solutions Transplant Network

OptumHealth Care Solutions provides specialized solutions for the management of complex medical conditions. We have over 8,900 clients in all payer markets including: HMO's, self-funded employers, PPO, and indemnity carriers. Over 48 million lives have access to OptumHealth's Transplant Network and with 11,400 transplant referrals in 2007; we are the largest referral source for transplants in the country.

### Network Access

OptumHealth's Transplant Solution's network access offers access to qualified transplant facilities that provide high-quality, cost-effective transplant care.

#### ❖ Transplant Centers of Excellence Network

Our most aggressive and predictable contracting is prevalent within the transplant Centers of Excellence (COE) network where clients experience average savings of 43 percent\* per transplant episode. These savings are in addition to the cost avoidance achieved through statistically better clinical outcomes realized at COE network programs. Savings are an integral component of the transplant network product design and are made possible through a comprehensive contract structure. All contracts include financial terms for:

- Pre-transplant evaluation
- Hospital and physician services (inpatient and outpatient)
- Organ acquisition, procurement and all transplant-related donor services,
- Blood/marrow acquisition and donor search charges
- Transplant procedure
- Up to 12 months of follow-up care for transplant-related services

#### ❖ Transplant Access Program

The Transplant Access Program (TAP) provides economic relief through pre-negotiated rates for transplant. Contracts for TAP are a combination of global rates, percentage discounts and per diems. Rates are inclusive of evaluation and transplant admission including hospital, physician and organ procurement/blood and marrow harvest and pre-transplant/ post-transplant care. Savings within TAP average more than 40 percent\*.

#### ❖ Extra Contractual Services

OptumHealth's contracting expertise is available on a case-by-case basis through extra-contractual services when a patient referral falls outside of both the transplant COE network and TAP. Extra contractual services achieve average savings of more than 30 percent\*.

#### ❖ Qualifying Centers

In order to assess the quality of existing and potential Transplant Network programs, Transplant Solutions conducts a comprehensive program-level evaluation. Information collected during this annual process includes:

##### Transplant Program Outcomes

- Patient Survival
- Graft Survival
- Annual Volume

##### Transplant Program Structure

- Program Affiliations
- Program Experience
- Program Accreditations
- Physician Experience

##### Transplant Program Process

- Eligibility Criteria
- Written Protocols
- Patient Education
- Clinical Trials
- Caregiver Education
- Peer-Reviewed Publishing
- Information Management
- Continuous Quality Improvement
- Communication Processes

## ❖ **Contracting**

Contracts are comprehensive and provide discounts from initial evaluation through one year post-transplant. Contracted savings average 43% of the billed charges for the Transplant Network and 30-35% for the Transplant Access Program. Some contracts cover travel and lodging or outpatient immunosuppressive drugs, however, it is recommended that these be covered under the plan design.

## ❖ **Transplant Case Management**

Transplant nurse case managers work to reduce costs by helping patients avoid inappropriate transplants, reduce the risk of re-transplants, identify eligible patients for Medicare and assist patients in making informed decisions about their transplant care through:

- Treatment education
- Centers of Excellence education and referrals
- Considerations in choosing where to get care
- Assistance in navigating the health care system
- Transplant medical director support

## ❖ **Reporting**

Quarterly reporting is available to demonstrate cost savings and identify transplant trends.

## ❖ **Specialized Physician Review**

Medical appropriateness review services for complex medical conditions, including transplant. These reviews are performed by leading experts in their respective field.

## ❖ **Educational Programs**

Conference and courses offered throughout the year on technologies, treatments and trends in the field of complex medical care.

\* Based on internal client data from 2000-2007