DMS | DIALYSIS MANAGEMENT SOLUTIONS

DMS Client Case Study

One of our TPA partners introduced DMS to one of their large hospital system clients who needed assistance managing escalating dialysis claim costs. The client had nearly 10,000 employees but even at that size was still unable to negotiate or access reasonable discounts from the dialysis providers in their local area.

Over the prior 2 years, the client had 4 or 5 active dialysis patients each month and paid over $7.5 million in dialysis claims. They were spending an average of about $850,000 per patient per year and that was AFTER the PPO discount. They needed a solution to this major expense problem.
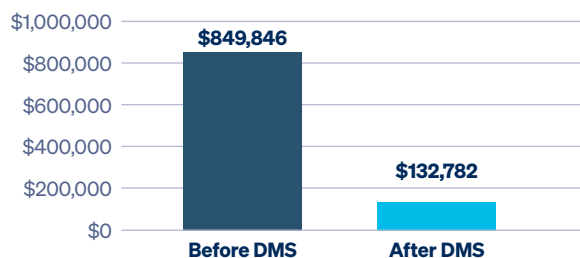
After reviewing their plan documents and claim history we outlined DMS's case management and cost management services and provided a customized savings illustration to the hospital system.

Based on that information and the recommendation from their TPA, the client chose to implement the DMS program. DMS also worked with the TPA to create data feeds to help identify members at risk of progressing to dialysis earlier in the process in order to engage case managers before the members even started dialysis.

Since implementing the DMS program, the client's average annual claims cost per patient has decreased from over $850,000 down to about $133,000, a net cost savings of 84%. The client has been extremely happy with the cost savings and service support provided by the DMS program and has renewed with DMS and the TPA every year since.

In total, the client has saved over $13 million off billed charges since implementing the DMS program.

Annual Cost Per Patient

	Before DMS	After DMS
	$849,846	$132,782

(Bar chart: Before DMS = $849,846; After DMS = $132,782; y-axis $0 to $1,000,000)

Percent Off Billed Charges

	Before DMS	After DMS
	25%	84%

(Bar chart: Before DMS = 25%; After DMS = 84%; y-axis 0% to 100%)