

Capabilities Overview

Helping employers manage all aspects of outpatient dialysis claims, from improved member experience through early intervention & case management to proprietary methodologies to reduce employer claim costs.

Optimize Your Stop-Loss Strategy

Escalating Dialysis Costs

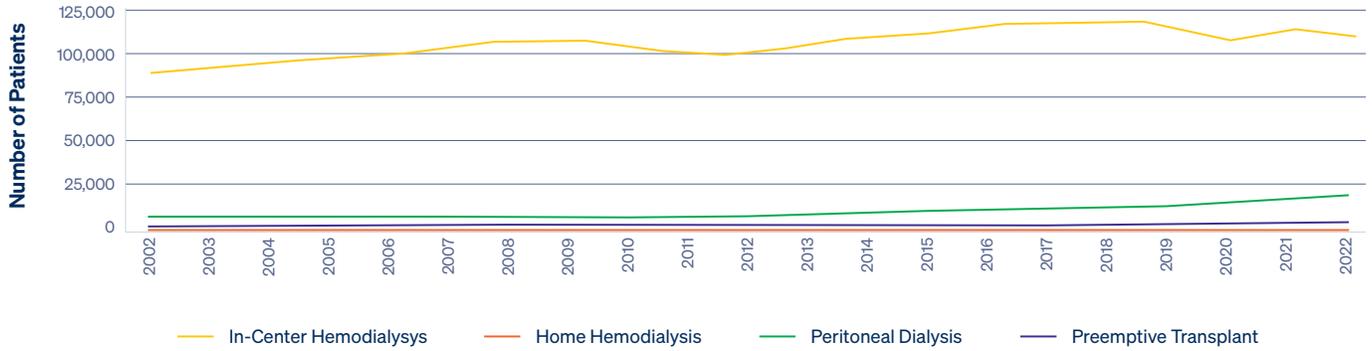
The prices charged by the leading outpatient dialysis providers continue to rise. The challenge for employers and administrators is to protect plan assets without sacrificing the quality of care for patients that need dialysis. Due to the highly concentrated makeup of the dialysis provider market, most PPO networks struggle to negotiate agreements that provide meaningful savings to employer health plans without losing value as billed charges increase over time.

Growing Incidence

According to the US Department of Health and Human Services, Centers for Disease Control and Prevention, 14% of U.S. adults, 35 million people, are estimated to have Chronic Kidney Disease (CKD)¹. The vast majority of people with CKD, 9 out of 10, don't even know they have it. Additionally, close to 1 in 3 adults with diabetes and 1 in 5 adults with high blood pressure have CKD.

According to USRDS data², each year about 130,000 Americans are diagnosed with end-stage renal disease (ESRD) requiring dialysis or a transplant to survive. On average, there will be more than 390 new ESRD diagnoses annually for every 1 million U.S. citizens. This number increases to almost 582 new cases per million for people between 45 and 64 years old.

ESRD Incidence by Modality 2002-2022

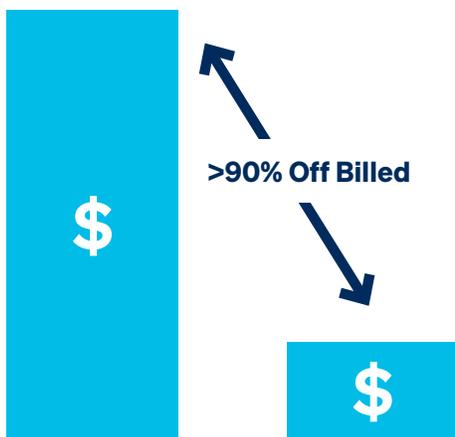


¹Chronic Kidney Disease in the United States, 2023 | CDC, ²Annual Data Report | USRDS

Solution

To protect their health plans, employers must find ways to reduce the frequency and cost of dialysis claims. Dialysis Management Solutions (DMS) has been helping clients manage outpatient dialysis claims for more than 15 years. The DMS Case Management program coupled with the DMS Reasonable Value Payment re-pricing methodology enables employers to reduce their costs while focusing on patient care. The DMS Case Management program proactively identifies at-risk members allowing case managers to engage with patients and provide safer, better options for initiating dialysis. In some cases, through case manager education and involvement, members are able to delay or even prevent the need for dialysis. When members do require outpatient dialysis services, having a claim cost management program in place is essential to controlling dialysis claim costs and protecting plan assets. Clients implementing the DMS RVP re-pricing program often save up to 90% or more off billed charges on average, including all program fees and costs.

DMS saves clients an average of over 90% off billed charges



On average, clients save over \$115K per patient per month; that's annualized savings over \$1.4M



Monthly re-pricing results



DMS Net Client Savings reflects savings off billed charges based on total costs including provider payment and all program fees.

Dialysis Benefit Program Components



Plan Design

Benefit from our experience and avoid costly mistakes. The DMS program was developed to be as defensible as possible; that means plan language that is comprehensive, compliant and non-discriminatory. DMS provides employers with a flexible program backed by our proprietary plan language that is designed to fit multiple administrative scenarios.



Cost Reduction Strategies

The primary objective of the DMS program is to help employers save money on dialysis claims through prevention and reduction in claim costs. Negotiating Single Patient or Facility-Level Agreements often yields greater savings than many network discounts. But when fair negotiated agreements aren't feasible, Plans can implement the DMS Reasonable Value Payment ("RVP") re-pricing methodology. DMS clients average net savings over 90% off billed charges through the RVP re-pricing program. Implementing DMS can also save employers money on their stop loss costs through reduced lasers and/or premium credits.



Appeal Response Support

As with any non-contracted reimbursement, providers have the right to appeal re-priced dialysis claims. This is where program structure becomes crucial to helping ensure cost savings stick. Coupled with compliant plan language and a defensible re-pricing methodology, DMS also provides comprehensive appeals response support for all claims we re-price to help protect employer savings generated through the Dialysis Benefit Program.



Data Mining

Don't miss early warning signs of CKD and ESRD in your member population. DMS can work with your TPA to implement monthly reporting to help identify at-risk members and initiate case management involvement. Early intervention can play a critical role in improving the member experience and controlling overall costs.



Case Management

More than half of all dialysis patients start their treatments in the emergency room. Through early identification and outreach, highly trained case managers can assist members in planning for dialysis, giving patients time to choose the best facility and treatment modality for them based on their own unique patient profile. Case managers can help patients make better informed lifestyle decisions, the more the patient understands, the more likely they are to make better decisions. Providing patients with education and individual support empowers them to take ownership over their condition and treatment plan. Case managers also educate members on the importance of Medicare entitlement and the benefits of timely enrollment.



Get Started

Implementing DMS

Adding DMS can be done in a few easy steps. Provide DMS with a copy of the current Plan Document. After reviewing the SPD, DMS will provide the recommended plan language to be added into the SPD. Then DMS will work with the TPA to establish monthly reporting to identify at-risk members for case management. Case managers will engage those members with the goal of delaying or preventing the need for dialysis. In the event a member does need outpatient dialysis DMS is then ready to help the plan manage those costs through negotiations or the RVP re-pricing program.



Get Started Saving

To receive a customized savings illustration based on actual dialysis claims, please provide DMS with a copy of the Plan Document, any PPO network re-pricing discount information if applicable and a full month of claims for dialysis-related services in the form of UB-92, UB-04 or HCFA's.

Questions can be directed to **855.367.0484** or visit us at **amwins.com/DMS**