



DMS | DIALYSIS MANAGEMENT SOLUTIONS

CAPABILITIES OVERVIEW

Helping Taft-Hartley Funds manage dialysis claim costs via repricing and negotiation solutions that are proven to provide clients with significant savings off billed charges.



RISING COSTS

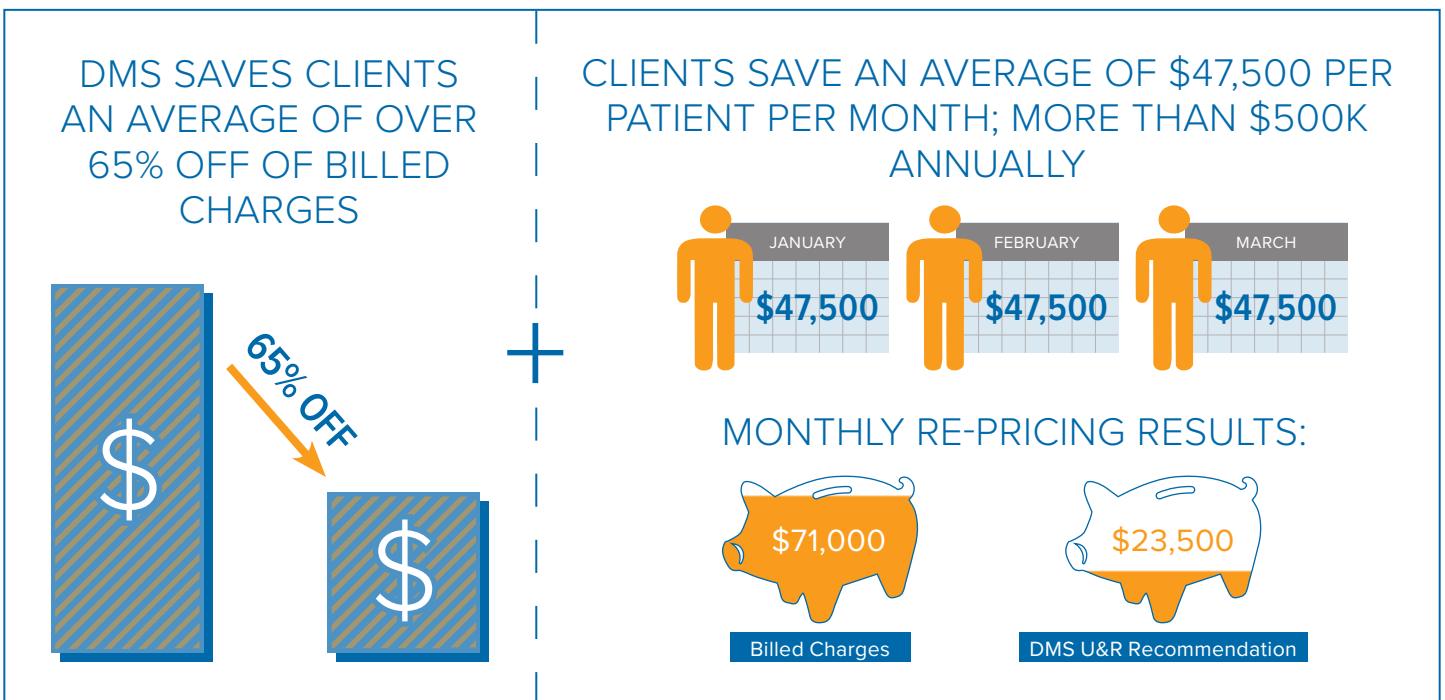
Escalating healthcare costs are an ongoing challenge for Taft-Hartley Funds which are under considerable pressure to keep costs manageable without sacrificing the levels of care on which members and their families rely.

The cost to treat kidney disease isn't showing any signs of going down, creating financial concerns for members with self-funded health plans. The limited number of treatment providers has historically reduced the ability of a PPO to protect self-funded plan assets through material network claims savings. This is where DMS can help.

GROWING CONCERN

Diabetes and high blood pressure are the two main causes of chronic kidney disease, according to the National Kidney Foundation. One in every 10 adult Americans—more than 20 million people—has some level of chronic kidney disease, according to the Centers for Disease Control and Prevention.

Dialysis is a critical component to helping ensure that kidneys continue to function properly. Ongoing dialysis treatments for these conditions often exceed \$50,000 per month and can top more than \$1 million a year.



Dialysis Management Solutions restores order to the volatility of dialysis claims for self-funded health plans by relying on proprietary plan language and our payment-based Usual & Reasonable (U&R) re-pricing methodology. Dialysis claims are evaluated on their individual merits and payment recommendations are based on the specific criteria surrounding each unique circumstance. Through a variety of services, DMS affords self-funded plans the discretionary authority to choose the best approach for each situation.

While DMS offers several services to manage the soaring costs of dialysis treatments, the U&R re-pricing program typically results in the greatest savings—current clients save an average of more than 65 percent off billed charges, including all program fees, and there are no upfront or fixed monthly costs. In addition to the DMS direct cost savings, clients may also benefit from reduced stop-loss renewals and/or potentially avoid costly lasers—truly compelling reasons to consider implementing a U&R review for self-funded health plans.

Dialysis Management Solutions utilizes U&R review as one of the primary means for reducing dialysis claims costs, but other ways of reducing direct costs include:

- **Single Patient Agreements:**

DMS offers negotiation services in addition to our U&R program. DMS can leverage our negotiating experience, re-pricing expertise and our industry relationships to provide material savings through contracted single patient agreements with dialysis providers.

- **Home-Hemodialysis:**

Patients who dialyze at home often experience fewer complications and have longer statistical life expectancies. DMS can assist in educating patients on the benefits of dialyzing at home and how to self-administer treatments to help them determine if dialyzing at home is the right option for them. Home dialysis also reduces claims costs to the underlying plan, resulting in a win-win situation for the patient and the employer.

The DMS solution is available for most self-funded health insurance plans, whether a dialysis situation exists or not. Plans can benefit from implementing the DMS program as a proactive measure to protect against future dialysis claims.



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.
