

# Manage transplant risk and costs

The average billed cost for a transplant episode is \$742,953, but depending on the circumstances, it can quickly rise to \$1 million or more.<sup>1</sup> Transplants represent extraordinary financial risk to an organization’s health care costs.

Optum® Transplant Solutions can help provide clinical and economic value to organizations managing the catastrophic care of transplants. We operate the nation’s leading Centers of Excellence (COE) transplant network and have contracted for access to products and services to assist clients in managing transplant risk.

We leverage these assets to provide a range of solutions – from COE network access to full-risk carve-out.

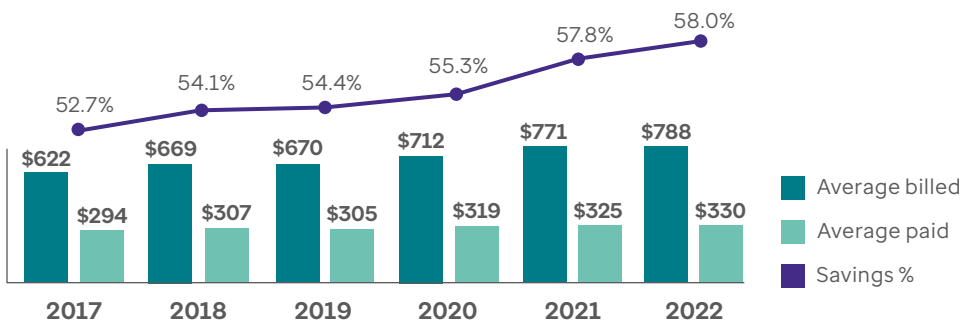
## Centers of Excellence network

Our transplant services are built upon a network comprised of high-quality COEs. Optum invests more resources than any organization in the country to identify and qualify the programs that deliver superior outcomes. Once a program is qualified clinically, Optum leverages unparalleled purchasing power to drive deep contractual savings.

Contracts save an average of 58% per transplant episode,<sup>2</sup> in addition to the cost avoidance achieved through the superior clinical outcomes realized through COE network programs. Medicare and Medicaid average savings are even greater. Optum has effectively increased average savings every year since 2005 and managed unit costs by continuously driving deep contractual discounts, even when billed charges rise.

## Optum commercial contract performance<sup>2</sup>

Optum average transplant billed and paid claims per year



Note: Billed and paid charges shown for transplant-related claims from evaluation through 90 days post-discharge.

The Optum Transplant COE network delivers access, choice and exceptional value



**188**

COE facilities<sup>3</sup>



**1,117**

COE programs<sup>3</sup>

2022 Optum public sector contract performance<sup>2</sup>



Medicare:

**67%**

average savings



Medicaid:

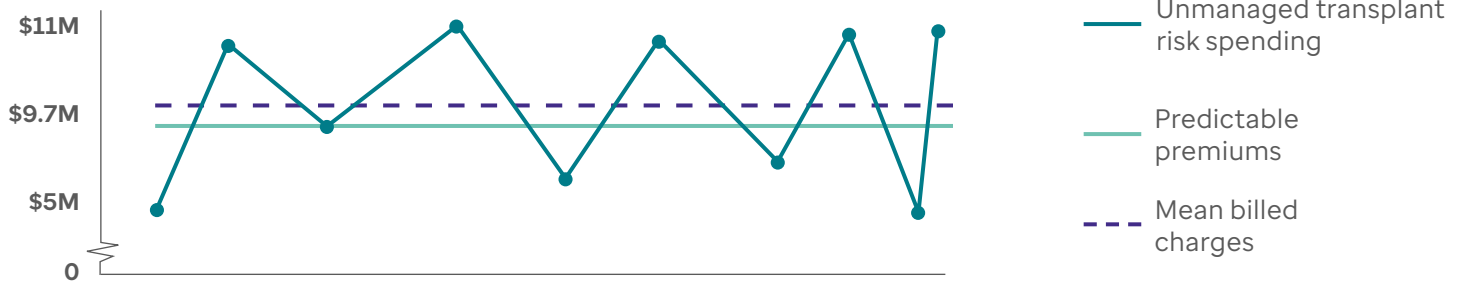
**70%**

average savings

## Managed Transplant Program

Transplant costs can be extremely unpredictable for employers. **Optum® Managed Transplant Program (MTP)** assumes financial risk for all transplant types,\* providing first-dollar coverage, an unlimited lifetime benefit, access to the Optum transplant COE network and transplant nurse clinical management – all for a standard monthly premium. Through this carve-out product, Optum can help advance your strategy for controlling costs, mitigating risk and improving patient outcomes.

Potential transplant cost volatility of 100,000 lives<sup>1</sup>



\*Transplant Solutions contracts for the following organ and hematopoietic stem cell transplant services: bone marrow, peripheral blood, umbilical cord blood, heart, intestine, liver, lung, pancreas, heart/lung, intestine/liver, kidney/pancreas and liver/kidney.

## Quality clinical support

The Managed Transplant Program transplant nurse clinical managers guide patients through every aspect of the transplant process, including evaluation, pre-transplant, transplant admission, post-transplant, transportation arrangements, lodging and up to 365 days post-transplant aftercare. Transplant nurse clinical managers assist patients in making informed decisions about their transplant care through:

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

**Learn more about how Optum can help your organization analyze your transplant spend and identify opportunities to save.**



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1. Analysis of Bentley TS, Phillips S. 2020 U.S. organ and tissue transplant cost estimates and discussion, Milliman, Inc. [milliman.com/en/insight/2020-us-organ-and-tissue-transplants](https://www.milliman.com/en/insight/2020-us-organ-and-tissue-transplants). Published February 18, 2020. Accessed October 25, 2023.
2. Donovan B. Repriced claims data. CMC Facets. 2022. Medicaid average savings based on adult transplant.
3. Flies D. Optum transplant network status as of December 2022.

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