Optum

Transplant Solutions

# Manage transplant risk and costs

The average billed charges for a transplant episode can quickly rise to $1 million or more.[1] 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 a 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.

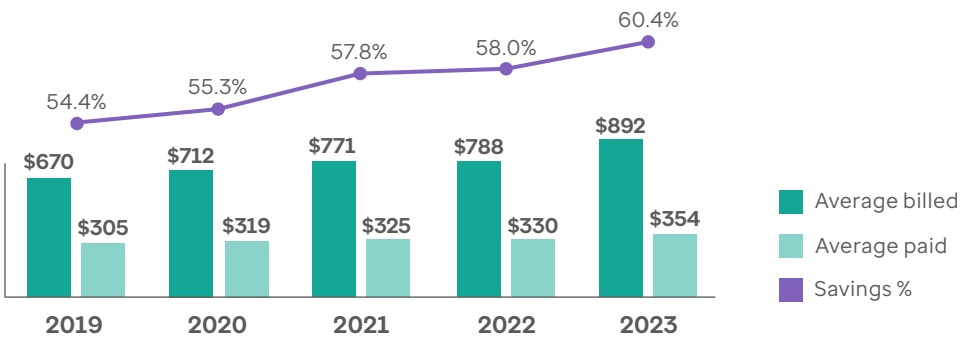
## Centers of Excellence network

Our transplant services are built upon a network comprised of high-quality COEs. Optum invests substantial resources to identify and qualify the programs that deliver improved outcomes. Once a program is qualified clinically, Optum leverages extensive purchasing power to drive deep contractual savings.

Optum commercial contracts save 60% per transplant episode, and even higher for the public sector, as shown on the right.[2] 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[2]

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

**195**

COE facilities[3]

**1,112**

COE programs[3]

### Optum public sector contract performance[2]

**Medicaid:**

**68%**

average savings

**Medicare:**

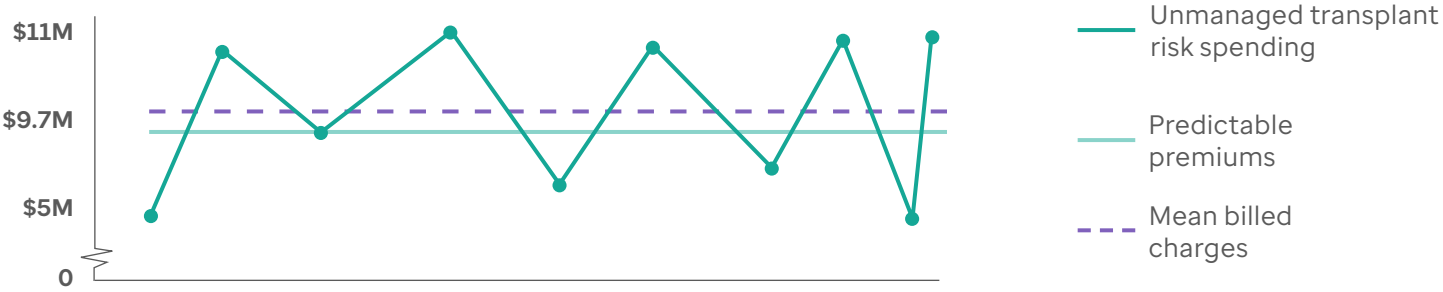
**70%**

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[1]




*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 MTP 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 healthcare system
- Transplant medical director support

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

Contact your Optum representative for more information.


1. Repriced claims data from transplant cases managed by Optum. August 2024.
2. Repriced claims data. Medicaid average savings based on adult transplants. *CMC Facets*. August 2024.
3. Optum Transplant network status. August 2024.


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