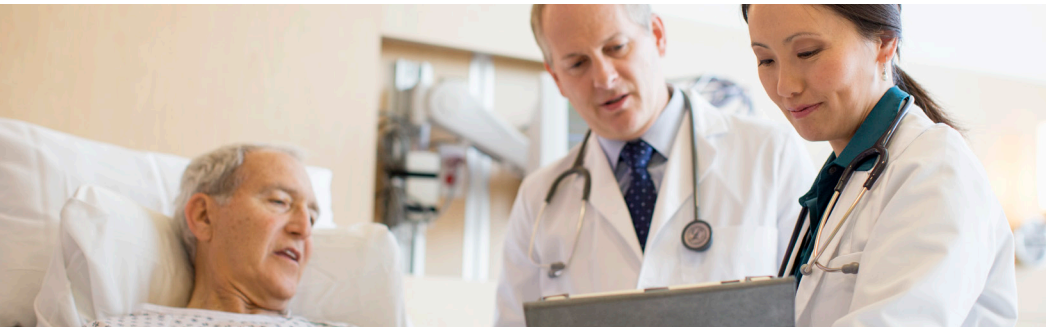


Managed Transplant Program

Transplant Solutions — payer



Transplant costs can be extremely unpredictable for managed care organizations. The average billed cost for a transplant episode is \$657,842, but depending on the circumstances, it can rise to \$1 million or more.¹

Optum[®] manages the clinical and financial aspects of your transplant cases through our transplant reinsurance carve-out product: the Managed Transplant Program (MTP). We can help advance your strategy for controlling costs, mitigating risk and improving patient outcomes.

Managed care organization benefits

Optum allows you to outsource all the risk for transplants. You simply pay a standard monthly premium, and Optum will pay virtually all claims that result from transplant cases. The Managed Transplant Program:

- Eliminates volatility through first-dollar transplant coverage so that transplant costs can be a stable budget item
- Allows you to focus attention on other high-return-on-investment areas of your business
- Frees up dollar reserves, allowing you to reinvest in your business
- Eliminates needless costs by using the Optum Transplant Centers of Excellence network and a specialized clinical management team to avoid inappropriate transplants, identify eligible patients for Medicare and reduce the re-transplant rate
- Reduces costs of health reinsurance premium
- Covers virtually all transplant-related costs, including immunosuppressant (anti-rejection) drugs
- Covers all solid organ and blood and marrow (cord blood, stem cells, bone marrow) transplants
- Covers transplant-related expenses from one day prior to the transplant through a maximum of 365 days following the transplant
- Includes coverage of evaluation, search and registry, organ procurement, home health, outpatient treatment, and travel and lodging benefits
- Presents risk-sharing options available from full risk to specific or aggregate deductibles

The Optum Transplant Centers of Excellence network delivers access, choice and exceptional value

- **176** COE facilities
- **1,002** COE programs

Source: Optum Transplant network status as of July 2018.

Member benefits

Optum provides access to the nation's leading Centers of Excellence transplant facilities. This includes centers with the highest survival rates and transplant volumes.

Quality in transplantation

Individuals in need of transplant services have access to expertise through the Optum Transplant Centers of Excellence network. Each transplant program within the network is evaluated annually to help ensure only those programs that excel in transplantation are included. These programs generally have higher survival rates than non-network programs.

Quality in client service

Optum specialized transplant clinical case managers guide patients through every aspect of the transplant process, including evaluation, pre-transplant, transplant, post-transplant, transportation arrangements, lodging and aftercare. Our transplant nurse case managers assist patients in making informed decisions about their transplant care through:

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

Source:

1. Bentley T.S., Phillips S. 2017 U.S. organ and tissue transplant cost estimates and discussion. Milliman, Inc. http://www.milliman.com/insight/2017/2017-U_S_-organ-and-tissue-transplant-cost-estimates-and-discussion/. Published August 3, 2017. Accessed August 15, 2017. Average transplant incidence and cost estimates based upon data from the population under 65 years old.

To learn more about Optum, contact your Optum sales representative, call **1-866-427-6845**, email us at **engage@optum.com** or visit **optum.com**.



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