

# No Longer Gambling On Dialysis Claims

A Case Study on FireKeepers Casino and Hotel

FireKeepers Casino and Hotel in Battle Creek, Michigan opened in 2009, and over time, the casino has become a significant entertainment attraction, employing more than 1,700. Like many employers, a shockingly-high dialysis claim brought FireKeepers Casino and Hotel to Renalogic for help. With 1,400+ covered lives, Renalogic provided the right solution to help them contain the increasing costs of renal care and chronic kidney disease (CKD).

Consultant Doug Roehm, president of Strategic Services Group, said FireKeepers Casino and Hotel faced a “laser” for dialysis for a plan member in 2017. The crisis sent Roehm looking for help to save FireKeepers Casino and Hotel from a painful budget dilemma, and he found Renalogic.

**Roehm said the initial \$950,000 claim would have been a significant financial hit to the FireKeepers Casino and Hotel’s plan.**

“Renalogic and its **Cost Containment methodology** decreased that first claim to **\$120,000**, and it didn’t even hit their stop-loss policy. It was a home run for everybody.”



**Doug Roehm**

President of Strategic Services Group  
(Health Insurance Consultant)

FireKeepers Casino and Hotel Vice President of Human Resources, Frank Tecumseh, said the immediate success prompted him, his team, and Roehm to drill deeper into what Renalogic could bring as a partner.

“Renalogic saved us significant money on that claim. It (the initial dialysis claim) came in close to a million dollars, and they immediately reduced it by 80 percent.”



**Frank Tecumseh**

FireKeepers Casino and Hotel  
Vice President of Human Resources

Managing an employee population with an identified prevalence of diabetes, a comorbidity for CKD, FireKeepers Casino and Hotel implemented the Renalogic Kidney Dialysis Avoidance Program (KDAP) in addition to its existing wellness programs which saved additional money and improved the health of their employees. Since the implementation of KDAP, Renalogic has demonstrated extraordinary value in controlling costs associated with CKD.

“I had a great impression right away and the entire time since Doug brought Renalogic to our organization. The proof has been in the pudding.”



### Courtney Carrion

FireKeepers Casino and Hotel  
Benefit & Wellness Manager

#### In the first year of KDAP, FireKeepers Casino and Hotel has:

-  Saved **\$1,351** each month
-  Dropped monthly costs from **\$3,727** to **\$2,376** for participating employees
-  Projected annual savings of **\$618,912**

KDAP intervention helped the plan decrease annualized claims costs from **\$1,073,376** to current annualized claims costs of **\$389,088**.

FireKeepers Casino and Hotel experienced additional savings with Renalogic as members participating in KDAP were less likely to go to the emergency room or be admitted to the hospital. Members with known kidney issues participating in KDAP used emergency care **83 percent** less than non-participants. That same group was **80 percent** less likely to be admitted to the hospital.

### Renalogic helps members improve their health and vitality by focusing on CKD and many common comorbidities including:

- Diabetes
- Hypertension (High Blood Pressure)
- Hyperlipidemia (Abnormally High Concentration of Fats or Lipids in the Blood)
- High Body Mass Index (BMI)
- Heart Disease
- Coronary Artery Disease
- And More

When employer groups recognize the opportunity to manage CKD risks using KDAP, it is rewarding to see even more **cost savings and cost avoidance** in a healthier population. The outcomes of the program present a win/win for the plan and the members.

**Proactive and preventative action pays off. Let's get started.**

