

• • rēnālogic

Advancing the management
of Chronic Kidney Disease.



Who we are



Shelley Grace

Executive Vice President of Sales & Marketing



Greg Dykes

President IMMS

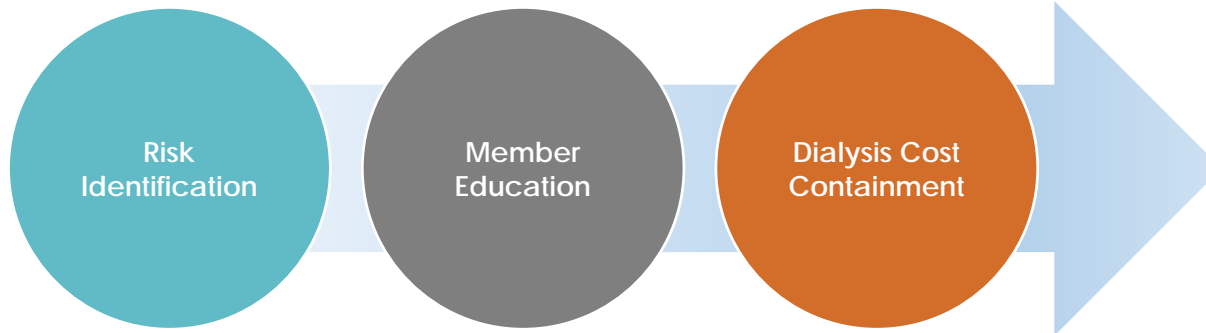


Renalogic:

Comprehensive & Customized Programs to Meet All Needs

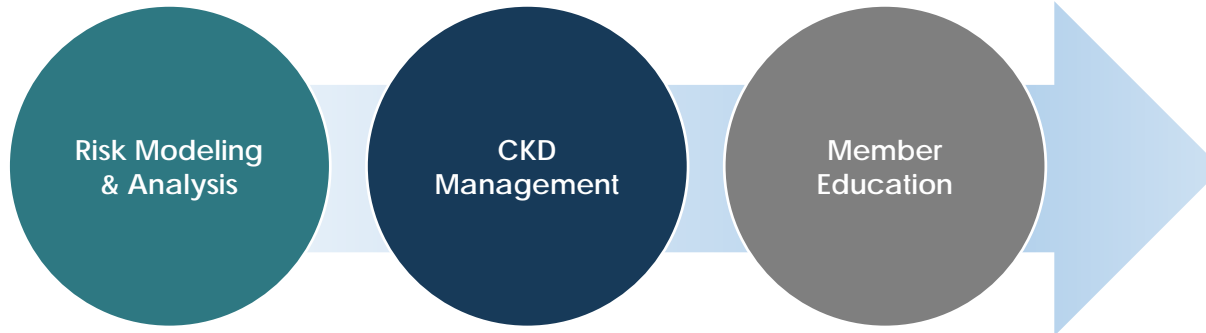
Option A

Dialysis Cost
Containment
Only



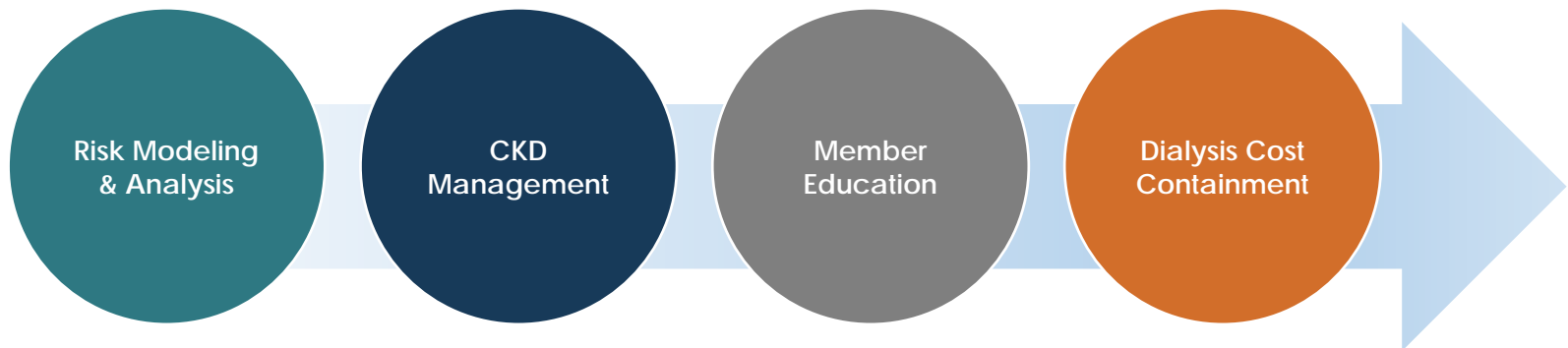
Option B

CKD Management
Only



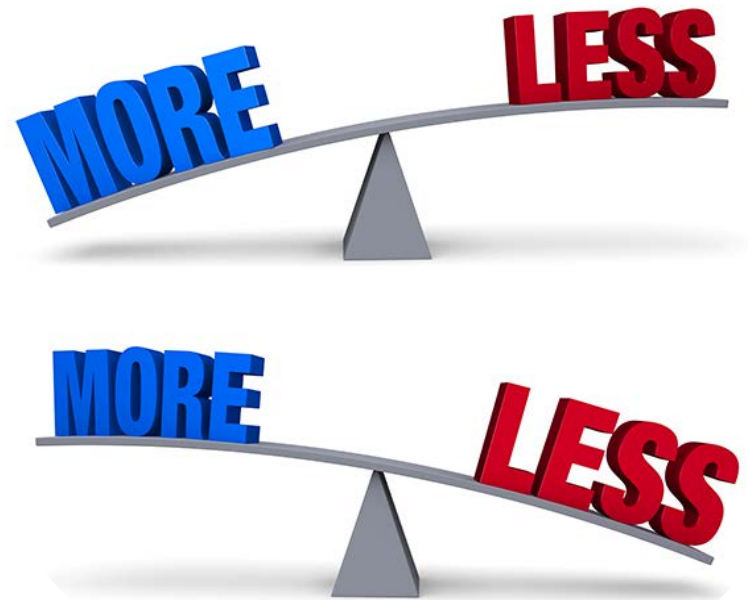
Option C

End-to-End
Renal Solution




It All Starts With Data: Pipeline Data Versus Full Claims Data

- Current pipeline reports use limited data to provide limited picture of member risk
 - Identifies members for case management
 - Enables Account Managers to work with Plans on dialysis cost mitigation strategies
- Full claims data provides current diagnosis and undiagnosed “High and Moderate Risk” members
- Renalogic’s proprietary algorithm identifies all at risk members and divides them into risk categories
- Full risk picture enables Renalogic nurses to identify and work with high cost, high risk members to slow or halt progression to dialysis
- CKD Management program also reduces overall medical spend for participating members



Pipeline Report

CKD "Watch" Pipeline, as of: 1/29/2016

Diagnosis	Amount	Stage	Renalogic Strategy
ESRD	0	Dialysis	Cost Containment
CKD 5	1		Dialysis Expected
CKD 4	22		Dialysis Likely
CKD 3	312		Prevention
ARF/CKD Unspecified	2		Prevention
Anemia & Kidney Disease	na	Early CKD	Prevention
Total	337		

Disclaimer: Information is accurate only to the date above. Results will change as information continues to be gathered.

HealthSCOPE Benefits Savings Report: 2007 - 2015

	Number of Patients	Total Billed Charges	Rec. Payment	Gross Savings
2007	3	\$182,663.94	\$95,586.99	\$87,076.95
2008	26	\$5,185,622.11	\$2,107,406.78	\$3,078,215.33
2009	24	\$5,474,337.84	\$1,743,805.62	\$3,730,532.22
2010	42	\$9,113,565.91	\$2,506,550.85	\$6,607,015.06
2011	39	\$8,430,488.86	\$3,345,866.43	\$5,084,622.43
2012	27	\$7,246,382.37	\$2,437,869.30	\$4,808,513.07
2013	48	\$16,238,750.26	\$3,617,792.43	\$12,620,957.83
2014	43	\$14,541,364.84	\$4,165,612.39	\$10,375,752.45
2015	41	\$22,924,280.04	\$3,410,237.30	\$19,514,042.74
TOTALS		\$89,337,456.17	\$23,430,728.09	\$65,906,728.08

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Annual Medical Spend by Risk Group Whirlpool-HSB

Dates: Paid Amounts of Dates of service 04/01/2015 to 03/31/2016

	Members	Paid Amount	AP/M	vs. Low Risk
Program Core	239	\$6,829,237	\$28,574	2698%
High Risk Silent	593	\$7,149,747	\$12,057	1139%
Moderate Risk Silent	1003	\$6,181,788	\$6,163	582%
Low Risk	34445	\$36,489,874	\$1,059	100%
Total	36280	\$56,650,645	\$1,561	

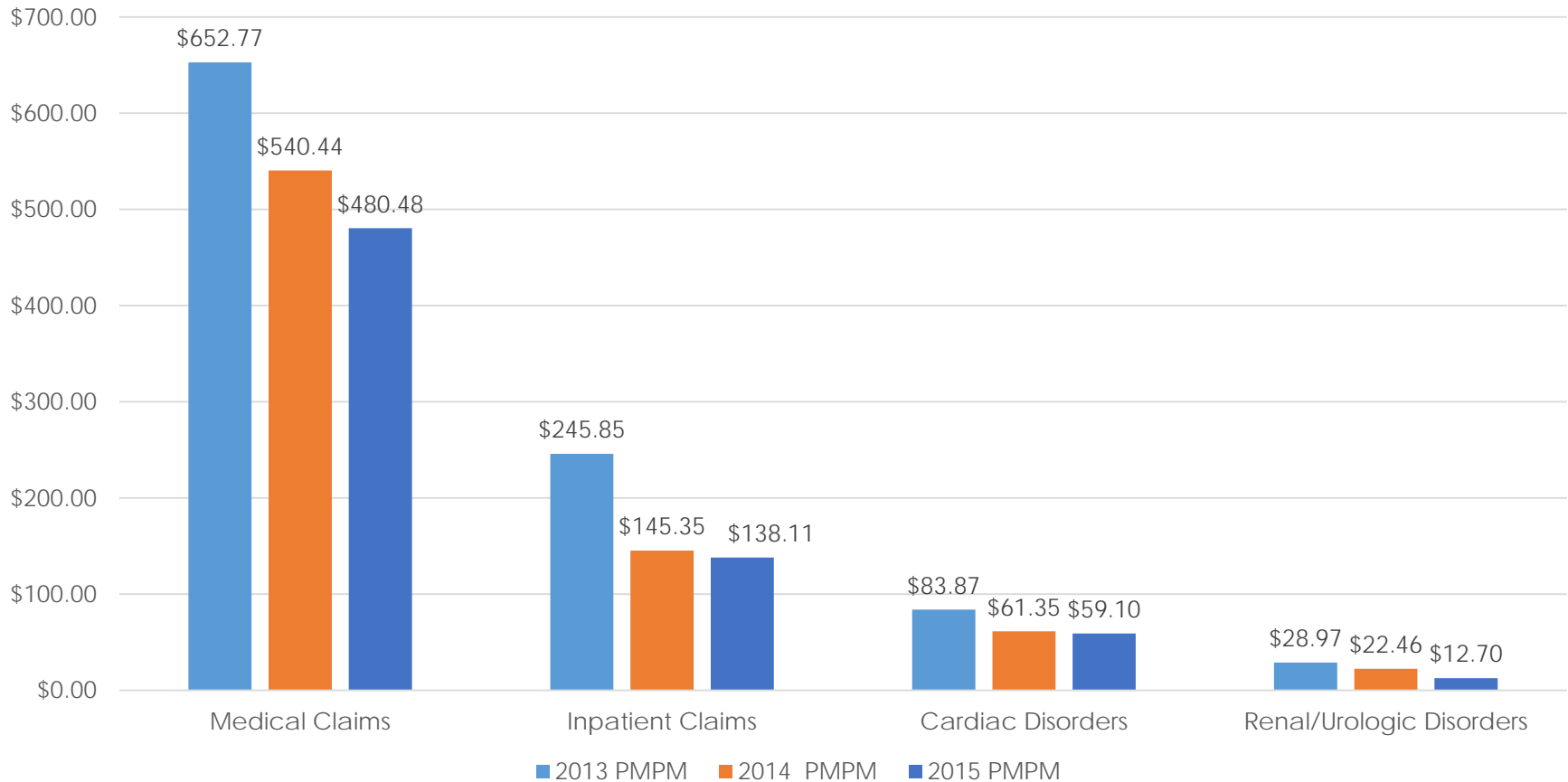
Example of Plan Savings – 3 Years

Consol 3 Year PMPM Medical Trend Savings



- Medical Claims decreased 26%
- Inpatient Claims decreased 44%
- Cardiac Disorders decreased 30%
- Renal & Urological Claims decreased 56%

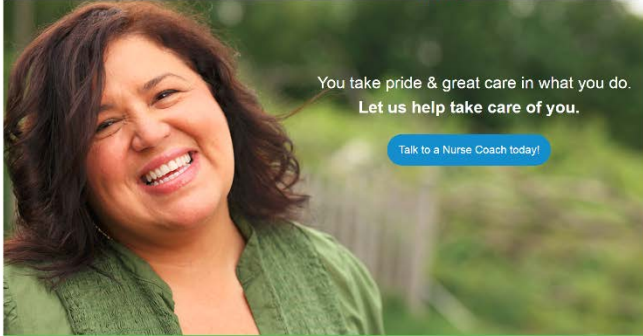
3 Year Trend Results of CKD Program

PMPM Trends Impacted by CKD Management Program –
Core & High Risk Silent Identified Members



Landing Page





You take pride & great care in what you do.
Let us help take care of you.

[Talk to a Nurse Coach today!](#)

1 in 3 adults is at risk of developing Chronic Kidney Disease.*
But, most don't know it.

Chronic Kidney Disease (CKD) is a "silent disease," because most people aren't aware that they have the disease before it's too late and they have to start dialysis. Finding out that you have CKD or End Stage Renal Disease (ESRD), which can result in dialysis, is a life-changing event. But, we're here to help.

Kidney disease is reversible, and preventable, if identified early enough. You have the opportunity to work with one of our nurses to determine if you are at risk for CKD, and how to avoid problems with your kidneys.

Our Nurse Coaches reach out to members who have been diagnosed or are at high risk for CKD or ESRD. They educate members on health conditions, such as hypertension and diabetes, which could be putting their kidneys at risk. Our Nurse Coaches specialize in kidney health, but also teach members how to improve their overall health.

This program is a part of your benefits with the HealthSCOPE Benefits, and is provided at no cost to you. Fill out the form or call (844) 841-XXXX to speak to a nurse coach about participating in this FREE program.

As a part of this health plan, your participation in this program is kept completely confidential.

Talk to a Nurse Coach

Name*

Member ID*

Phone*

Select time to call: ☐ Morning ☐ Afternoon ☐ Evening


Address:

City State
Zip Code

E-mail


Are you seeking information on:
☐ High Blood Pressure
☐ Diabetes
☐ Kidney Disease
☐ Kidney Failure
☐ Kidney Pills

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