

Renalogic Suite

The rates of obesity, type 2 diabetes, and hypertension are increasing at an alarming rate, and health plan members with these comorbidities often have undiagnosed chronic kidney disease (CKD). The direct costs of CKD and dialysis can be catastrophic for health plans and their members, **often costing as much as \$1,000,000 per member per year**. Similarly, the indirect costs of CKD can result in an **18 percent increase in employee absenteeism and a reported loss of 33 percent of employee productivity**.

Proactive and Preventative Action Pays Off.

For self-funded health plans looking to manage costs and support their members, Renalogic provides a comprehensive suite of solutions that enable clients to proactively and **dramatically reduce the direct and indirect costs associated with CKD and other diseases and improve member health**.





impactIQ

Identify Hidden CKD Risk

It's better to avoid catastrophic dialysis and CKD claims' costs altogether. Uncover and quantify hidden risks by putting the power of **ImpactIQ's** proprietary risk identification algorithms to work. ImpactIQ serves as the foundation of the entire **Renalogic Suite**.

How It Works

ImpactIQ enables health plans, third-party administrators (TPAs), and stop-loss carriers to identify, stratify, and quantify the hidden risks posed by CKD. By analyzing biomarkers, claims data, and member and provider-reported information, ImpactIQ not only identifies health plan members with diagnosed CKD, including CKD stage, but ImpactIQ also **identifies members with undiagnosed CKD** and those with an **increased risk of developing CKD due to comorbidities and health trends**. ImpactIQ uncovers insights into the potential costs associated with such members, as well as actionable intelligence and paths to tailored interventions to improve member health, lower overall medical costs, and safeguard health plan financial assets.

ImpactIQ involves six key steps:

- 01** Receive claims data
- 02** Medical record review
- 03** Member assessment
- 04** Clinical review
- 05** Client check-in
- 06** Targeted interventions

1 in 7

More than 1 in 7 US adults are estimated to have CKD.

90%

90 percent of adults with CKD don't know they have it.

impactIQ

impactCare

impactAdvocate

impactProtect



impactCare

Early, Specialized Clinical Intervention

Prevent, delay, stop, or reverse kidney disease with **ImpactCare**. The only program of its kind, ImpactCare combines **early identification with specialized clinical intervention and ongoing management**. Registered Nurses work with members to slow the progression of kidney disease, preserve or improve kidney function, improve overall health, and reduce the cost of care for members who might otherwise progress to end-stage renal disease (ESRD).

How It Works

Renalogic uses a comprehensive 5-step disease management process:

Using proprietary methodology, Renalogic reviews plan member's claims history to risk-stratify the population and identify individuals who have or are at risk for CKD.

Based on the stratified risk analysis, Renalogic clinicians conduct targeted outreach to plan members, explaining program benefits. If they are interested, the member is enrolled.

Renalogic regularly evaluates this program for results and effectiveness. At a minimum, client outcome reports are reviewed quarterly, but reporting cadence can be modified per client requirements.



Working together, Renalogic and the plan sponsor establish program goals and alert targeted members of this complimentary service available.

Members work closely with their Renalogic clinician to make lifestyle changes and ensure they are receiving optimal care.



See how ImpactCare has made **an impact on these members' lives.**



impactIQ



impactCare



impactAdvocate



impactProtect

99.7%

Cost avoidance as 99.7 percent of participating members have avoided dialysis.

\$6,800

Clients save more than \$6,800 per member per year for members enrolled in our ImpactCare program.



impactAdvocate

Navigate Members to Lower-Cost, High-Quality Treatments

Member Advocacy at the Right Time

Managing chronic disease conditions can be overwhelming and confusing for plan members. This comprehensive member advocacy program helps members traverse the challenging healthcare landscape.

Supporting members with late-stage chronic kidney disease and end-stage renal disease (ESRD), ImpactAdvocate prepares members for transition into ESRD by helping them understand clinical and coverage options. ImpactAdvocate is designed to educate plan members about their health and provide guidance throughout their treatment journey.

How It Works

01

ImpactAdvocate's risk-review service leverages a combination of proprietary algorithms, member-supplied qualitative data, provider-supplied medical records and data, and a detailed clinical review of claims to identify at-risk members.

02

The ImpactAdvocate team meets weekly to evaluate members, ensuring they are under specialized clinician oversight.

03

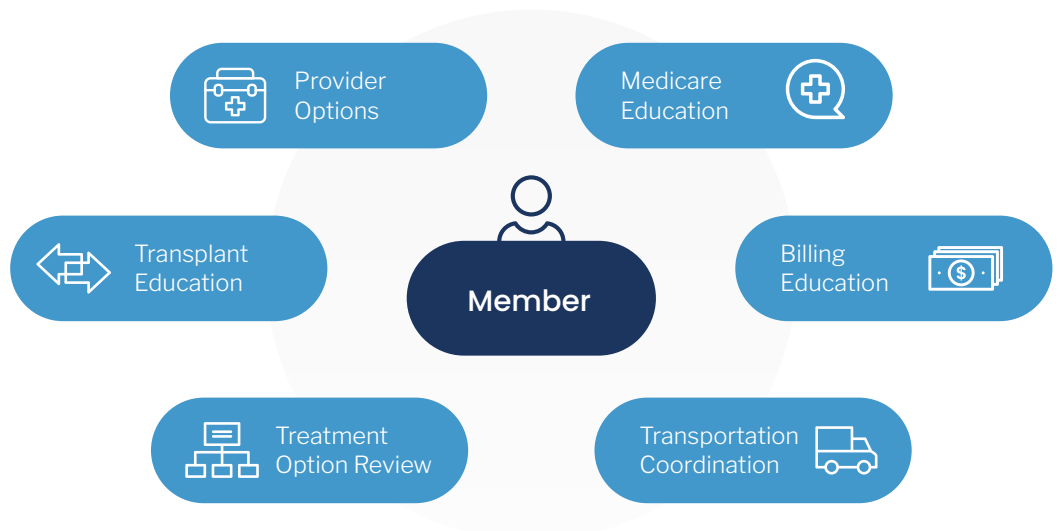
ImpactAdvocate also has an Emergent Task Force team that meets regularly to identify members who are at-risk for emergent care and in need of early intervention.

04

ImpactAdvocate provides vital Medicare education to members, as well as critical education on CKD and ESRD disease states.

80%

80 percent of members actively engaged with a Renalogic advocate avoid a costly and emergent start to dialysis.





impactIQ



impactCare



impactAdvocate



impactProtect

4x-10x

Health plans are generally charged 4x-10x more per dialysis treatment than customary Medicare rates.

82%

Plans experience an 82 percent net reduction on dialysis claims costs.



impactProtect

Reduce Catastrophic Claim Costs

Renalogic's flexible proprietary repricing methodology, **ImpactProtect**, protects self-funded plans from devastating, high-cost dialysis claims. Over the past 20 years, Renalogic has **saved clients more than \$760 million** on billed charges. Today, Renalogic works with over 450 self-funded plans across the country.

How It Works



01

Renalogic works with broker/consultant to amend plan documents to treat all dialysis claims as out-of-network.

02

Renalogic provides proprietary plan language for both in-network and out-of-network dialysis claims.

03

Renalogic offers plan-specific language, which is reviewed by plan counsel and adopted.

04

Renalogic coordinates with plan, TPA, and dialysis provider to route claims to Renalogic.

05

Renalogic applies proprietary repricing methodology to recalibrate dialysis claims.

06

Renalogic advises TPA on payable amount to provider.

07

TPA pays provider the repriced amount, usually 80-90 percent discount on billed charges.

ImpactProtect typically saves clients between **\$100,000 and \$200,000 per member annually** and **keeps claims' costs below the stop-loss specific deductible**.



Learn More

See how the **Renalogic Suite** has helped organizations throughout the country save hundreds of millions of dollars while improving member health.

