

# SCM Revitalizes Renal Care and Savings

## SITUATION:

In this case, a group had a member suffering from loss of kidney function. Historically, the member was using a provider, who was billing 6K/week for dialysis services, but the member moved to a different facility who was actually OON. This OON facility cost 26K/week. After the health plan received several large bills, they contacted their broker, seeking a better solution. The broker called Specialty Care Management (SCM), to see what they could do.

Payments for out-of-network provider increased more than **4x**



## CLIENT RESULTS:

SCM was able to go beyond the financial savings to:

- Simplify the underwriting process
- Provide the plan with known liability
- Negotiate a steady \$250K renewal rate
- Ensure no change in spec level
- Allow the patient to visit the provider of his choice

Flat case rate + negotiated prices = **savings of \$1 million**



## SCM SOLUTION:

Taking on the case in the midst of the plan year, SCM utilized their **Renal Claims Defense** solution, which implemented a plan document language amendment for out-of-network claims and helped enroll the patient in Medicare Parts A&B. With these changes, SCM was able to underwrite the case rate of \$250K, prorated for the balance of the year at \$145K. This meant the group only had a liability of \$145K for the remainder of the year and the member did not have to change their physicians.



## About Specialty CM:

We've designed a new way to manage high-cost claims—one that brings costs back under control and delivers a complete risk solution. Plus, with double the savings compared to typical network discounts, we deliver maximized savings every time.

### Exclusive Program Features:

- **No Set-Up Fee or Cost Until Utilization** so you don't pay until you have a claim
- **Flat Case Rate** that protects you from inflation while saving you more off provider billed charges

- **Medical Expense Protection** safeguards you from extraneous medical expenses or legal fees
- **Renal Claims Defense** provides access to legal counsel and support for provider appeals while accepting fiduciary risk to eliminate exposure
- **100% Success Rate** on challenges and appeals