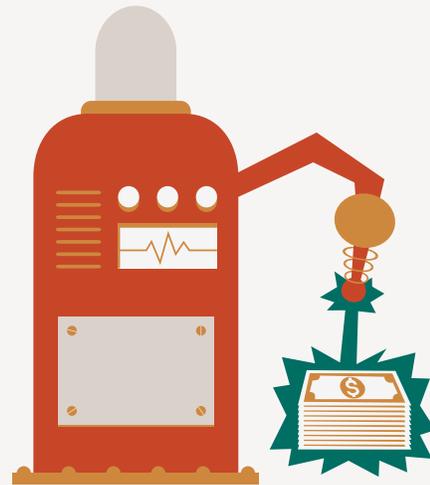# Laser-Focused on Renal Savings

SITUATION:

A group came to Specialty Care Management (SCM) with a 42-year old patient in Louisiana that was receiving dialysis from one of the two largest companies that provide dialysis services. With yearly charges running upwards of half a million, the claim costs potentially threatened the group's overall profit margins. The group's original stop-loss quote included a $575,000 laser to cover the dialysis cost and a conditional $150,000 laser in place for transplant. At renewal, the patient had already incurred over $550,000 in claims year-to-date.

SCM SOLUTION:

Specialty Care Management worked with the group, utilizing SCM's unique approach to ultimately revise and reduce their previous quote, setting the new laser level at $130,000 for dialysis and other medical treatments and $120,000 for the transplant. SCM also worked to reprice the billed charges to make costs more manageable for the group.

CLIENT RESULTS:

The group was able to leverage both SCM's renal and transplant products to **reduce the overall laser by $475,000** while SCM's repricing of the billed charges resulted in a **direct savings of nearly $500,00 or 90%** for the claims incurred during the following plan year—for overall savings to the group that approached nearly **$1 million.**

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

• **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