

# Is your Medicare Advantage Plan ready?



In less than a year, the CURES Act opens the door for 600,000 previously ineligible End-Stage Renal Disease (ESRD) patients to choose coverage under your Medicare Advantage Plan.

It's not as far away as it sounds, and the risk is real. According to CMS, ESRD patients represent 0.65% of enrollees and about 5% of total MA plan spend. Should every newly eligible beneficiary with ESRD enroll in an MA plan during 2020 open enrollment, that number increases to approximately 2.7% of enrollment, and claims attributable to ESRD would increase to 20% of TOTAL claims.



## About The ESRD Population

ESRD is a complex and complicated condition requiring coordinated, multidisciplinary and customized care, including dialysis or a kidney transplant, to survive.

**726,000**  
Americans  
live with ESRD<sup>i</sup>

Only  
**120,000**  
currently enrolled  
in an MA plan<sup>ii</sup>

**600,000**  
newly eligible  
ESRD patients<sup>ii</sup>

Cost of care ranges from  
**\$80K to \$100K**  
per patient per plan year<sup>iii</sup>

## The Burgeoning Pipeline Leading to ESRD

### AT RISK FOR CKD

Tens of millions of Americans are living with Chronic Kidney Disease (CKD) gateway conditions such as diabetes, high blood pressure, obesity, heart disease.

### CKD PATIENTS

37 million Americans living with CKD, the precursor to ESRD.

Cost to Medicare: \$23,558 per CKD patient per year.<sup>iv</sup>

### ESRD PATIENTS

Cost to care for ESRD patient is \$80,000 to \$100,000 per patient per plan year.

**Disrupting the ESRD pipeline requires early identification of CKD and clinically proven interventions to prevent and delay the progression. Healthmap Solutions can help.**

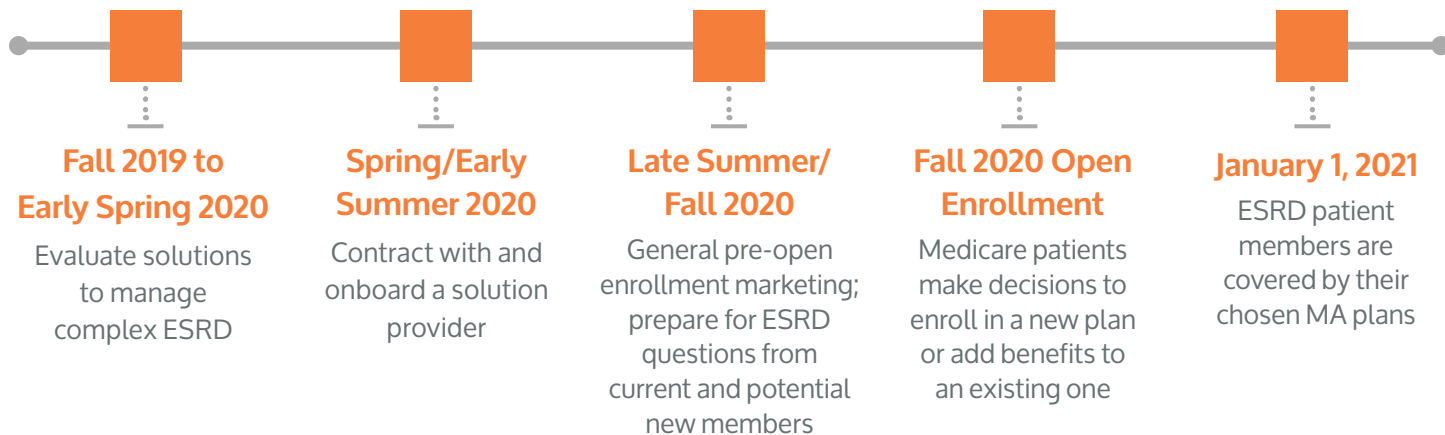
<sup>i</sup> National Kidney Foundation. <https://www.kidney.org/news/newsroom/factsheets/KidneyDiseaseBasics>

<sup>ii</sup> National Kidney Foundation. <https://www.kidney.org/news/newsroom/factsheets/KidneyDiseaseBasics>

<sup>iii</sup> 2019, projection from CMS April 2, 2019 Final Announcement.

<sup>iv</sup> Ibid

# MA Plans Need to Prepare NOW... Healthmap Solutions Can Help



## How Healthmap Solutions Helps MA Plans

Healthmap Solutions is a specialty Population Health Management (PHM) company, with a particular expertise in kidney health management (KHM).

**HITRUST**  
CSF Certified



### ADVANCED TECHNOLOGY

Our solutions are fueled by big data sources, high-powered analytics, machine learning, and artificial intelligence.

### IDENTIFICATION & EARLY DETECTION

We identify those who are at risk of developing CKD/ESRD and determine the most clinically appropriate sequence of care to proactively intervene and care for them.

### CLINICAL SUPPORT

Our multidisciplinary Care Navigation Team collaborates with providers on delivering the right care at the right time in the right place and directly supports patients to empower and engage them in their healthcare.

### HOME DIALYSIS

Healthmap Solutions works to increase the use of dialysis in the home when appropriate, thus, reducing complications, enhancing quality of life, and reducing the overall cost associated with ESRD.

### SMOOTH INTEGRATION

Our scalable solutions can be implemented with no network disruption and integrated seamlessly to your existing infrastructure and systems.

The results are better value-based performance across this complex high-cost population and improved outcomes for each CKD/ESRD patient.

healthmap 

GET READY NOW. CONTACT HEALTHMAP SOLUTIONS.  
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