

Comprehensive Cancer Solution



Optum offers the most comprehensive cancer solutions portfolio on the market, aligning the right care at the right time with the right provider by grounding all that we do in evidence-based medicine.

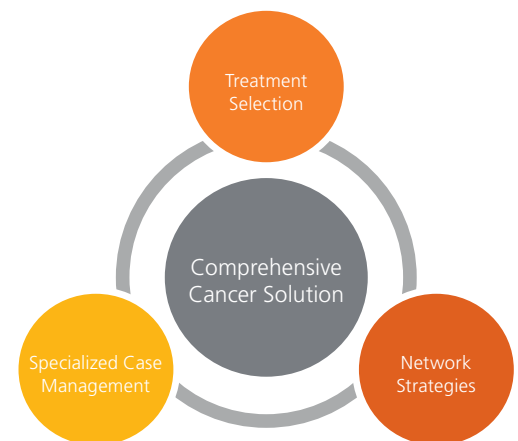
The Optum Comprehensive Cancer Solution effectively manages the accelerating affordability crisis of cancer care while facilitating evidence-based care for patients, providing tools and incentives for providers, and delivering clinical and economic value for the payer, as well as their clients and members.

The Right Start: Treatment Selection

One-third of cancer treatment plans do not align with evidence-based guidelines. Optum reduces that risk by providing a cancer treatment tool, which houses an independent and robust decision support library for physicians. The library contains approximately 1,700 treatment regimens for over 120 different cancer types, and more than 10,000 federally-registered clinical trials for adult and pediatric patients.

- Physicians are empowered with advanced treatment decision support technology through our treatment tool as they work with patients to develop treatment goals and plans. They are able to compare treatment options and relative cost of complex regimens (including clinical trials), and use the information as patient education material to help counsel patients through critical and time-sensitive decisions.
- Payers are empowered with real-time treatment validation and the tools necessary to align quality of care with appropriate reimbursement. The timing and transparency of our prior authorization capability gives payers the tools to appropriately manage financial risk exposure.
- Patients have the most to gain...assurance they are on the treatment path that gives them the best chances for survival.

This leading-edge approach dramatically reduces the percentage of prescribed non-evidence-based treatments, relieves administrative costs of prior authorizations and diminishes disruption of retroactive denials. Each shift per patient to evidence-based care is valued at a savings in overspend due to inappropriate treatment of approximately \$21,000 per case for a commercial population. In addition to the per case savings from switching to evidenced-based care there is also a savings associated with Optum's Specialized Case Management resulting in nearly a 3:1 return on investment for the comprehensive program. Once treatment selection is made, the patient will be referred to Specialized Cancer Case Management increasing the likelihood that the patient will receive the support they need in the time they need it.¹



The Right Support: Specialized Cancer Case Management

Once an evidence-based treatment plan is approved, an experienced oncology nurse engages the patient to provide education and support throughout their treatment journey. Our expanded clinical team consists of oncology nurses and medical directors, as well as pharmacists and social workers, all working on behalf of that patient to ensure optimal outcomes based on their goals of treatment.

Patients engaged in Optum's program can realize improved quality of life through proactive, targeted interventions and support from their experienced clinical team, including, but not limited to:

- Diagnosis and treatment option education
- Medication review/monitoring
- Financial coverage review and benefit optimization
- Treatment plan adherence
- Self-management education/support
- Completion of advance directives
- Hospice and palliative care consults

Optum nurses work with the patients through the entire cancer journey, whether that path leads to survivorship or hospice. Specialized Cancer Case Management participants save clients an average of \$7,000 per participant per year for survivors and \$12,000 per participant per year for those who do not survive their cancer. The program can save an additional \$29,000 per participant over similar cancer patients managed in an existing case management program. Savings are largely due to the avoidance of inpatient and ER admissions, as well as increased hospice enrollments and length of stays.

The Right Providers: Network Strategies

Our Oncology Centers of Excellence network consists of 32 of the leading comprehensive cancer centers in the country. With national geographic coverage, we can help patients with complex, rare or hard-to-treat cancers (including pediatric patients) access the best clinicians in the country at preferentially contracted rates. Optum contracts typically save clients an average of 42% off of the non-contracted rate.⁴

Conclusion

The Optum Comprehensive Cancer Solution effectively addresses the financial and patient outcomes-related risk associated with non-evidence-based care, a fragmented delivery system and complex treatment protocols. Our goal is simple: to get the patient the right care at the right time with the right provider by grounding all that we do in evidence-based medicine. Optum has the business, operational, analytic and clinical expertise to develop and execute a comprehensive oncology solution for our payer clients that delivers a 3:1 ROI.¹



One in three women and one in two men will develop cancer during their lifetime, and one-third of those cancers will be considered rare or complex.²

The financial costs of cancer are great both for the individual and for society as a whole. In 2010, the National Institutes of Health estimated overall annual costs for cancer as follows:³

- Total Cost: \$226.8 billion
- Direct Medical Costs: \$103.8 billion (total of all health expenditures)
- Indirect Mortality Costs: \$123 billion (cost of lost productivity due to premature death)

Sources:

1. Optum Internal Analytics, 2011
2. American Cancer Society, March 21, 2012
3. American Cancer Society, Cancer Facts and Figures 2012
4. Optum Cancer Resource Services commercial book-of-business, 2011 average Centers of Excellence contract savings.

To learn more about Optum, contact your OptumHealth sales representative. Call **1-866-427-6845**, e-mail us at **engage@optum.com** or visit **www.optum.com**.