



## ESRD PREMIUM RESTORATION

Restore additional CMS premiums with our supplemental, retrospective solution

End Stage Renal Disease (ESRD) can be quite costly for health plans, particularly when a member's diagnosis is improperly reported and reflected in CMS data and premium calculations. When CMS premiums to your plan don't accurately represent your membership risk factors or payment responsibilities, your bottom line suffers.

To help Medicare Advantage plans find and recover additional premiums they have not received for members with ESRD or kidney transplant, Discovery Health Partners offers our ESRD Premium Restoration solution. Through this retrospective solution, we'll identify when and where premiums have been underpaid to your plan; manage through the appropriate channels and reporting parties to ensure complete and accurate submission of all required documentation to CMS; and assist in the recoupment of premium payments. This solution is easy to implement and can result in an increase of \$3,000 - \$7,000 per member per month (for members with missing ESRD flags).

Experience shows that health plans are underpaid an average of \$55,000 in CMS premiums for each misidentified or inappropriately documented ESRD member.

### Get the premiums to which you are entitled

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Though CMS allows health plans to identify, investigate, and restore up to 72 months of underpaid premiums for members with ESRD, it is incumbent on the health plan to identify these members and to ensure the erroneous data is validated and corrected.

A variety of external data and process factors are often associated with the lost ESRD premiums. While it is time consuming and often complicated to determine the specific root cause, it can be even more difficult to fix the problem at the source. The data and systems that are used to communicate ESRD treatments and reporting to CMS are outside of your business processes and control.



The errors often occur with the ancillary entities, submitting authorities (e.g. dialysis clinics), or CMS. It is often necessary to work directly with these parties to validate and correct errors, and then ensure the proper reporting is completed and accurately reflected in your plan's premium calculations.

We have developed our ESRD Premium Restoration solution to overcome these challenges, to ensure you receive the premiums to which your plan is entitled. We have unique analytics, business processes, and skilled teams to:

- **Apply** proprietary analytics to identify ESRD members with the highest propensity of having inaccurate ESRD status
- **Determine** the root cause of errors, then validate and coordinate with the various reporting entities to ensure accuracy and submit to CMS for consideration
- **Maintain** trusted partnerships within CMS, which allow us to quickly solve problems related to ESRD premiums
- **Monitor** the submission and acceptance process within CMS to restore your plan premiums
- **Track, reconcile, and report** on progress and financial outcomes

## Supplemental solution: a safety net for your internal process

In many cases, MA plans continue to apply their own resources and business processes, and ask our team to provide a retrospective and supplemental service to find any premiums opportunities not captured in prior review cycles. With our analytics and breadth of experience, we can find and restore additional underpaid premiums.

## Premium restoration for more than 50 MA plans

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More than 50 Medicare Advantage plans have worked with Discovery to supplement their CMS reconciliation and premium restoration business processes and have realized more than \$300 million in financial value. We'll bring the same best practices and rigor to your organization's ESRD program to recover premiums that have been missed historically, and to secure the appropriate premiums in the future.

Serving 50 MA plans and counting • More than \$300 million in premium dollars restored  
No-risk, contingency pricing



## About our team

The Discovery team includes more than 200 experts in healthcare operations, technology, and analytics who deliver exceptional results for more than 60 health plans. Our proven approach is built on:

**Technology.** Our next-generation solutions are built on our HIPAA-compliant, secure Healthcare Analytics Platform.

**Client focus.** Each client is partnered with an Account Manager who helps them navigate the complex intersection of data, technology, and healthcare.

**Flexibility.** Our consultative approach helps us identify how our solutions can serve each of our client's unique needs.

**Transparency.** We offer visibility into each step of our approach, our process, and your results.

**Results.** We are committed to delivering measurable business impact for each of our clients.



## About Discovery Health Partners

Discovery Health Partners offers payment and revenue integrity solutions that help health payers improve revenue, avoid costs, and enhance the member experience. We offer a unique combination of deep healthcare expertise and analytics-powered technology solutions to help our clients improve operational efficiency, achieve financial integrity, and generate measurable results.



## Contact us

Learn how Discovery Health Partners can help you optimize your payment integrity program and maximize your results.