



## Is your Medicare Advantage plan ready for End Stage Renal Disease (ESRD) membership?

Beginning January 2021, ESRD-eligible Medicare members can begin enrolling in commercial Medicare Advantage (MA) plans. Though the Centers for Medicare & Medicaid Services (CMS) has taken significant steps to address inadequate capitation rate concerns, MA plans

**More than 550,000** ESRD-entitled Medicare members became eligible to enroll in MA plans starting January 1, 2021.

must be prepared to shoulder the potentially increased costs of ESRD membership. A best practice for controlling ESRD-

related costs is to maximize identification of other health insurance (OHI) responsible for paying primary to Medicare for the first 30 months of enrollment.

Performant leverages eligibility information from multiple sources to create a repository of other coverage information. We compare the MA plan's enrollment roster against our robust data warehouse, as well as plan-provided Medicare Secondary Payer (MSP) and Monthly Membership Report (MMR) data, to identify inaccurate and missing coverage information. Depending on the MA plan's needs, Performant utilizes the newly discovered information to perform premium restoration, cost avoidance, post-payment recoveries,

## Unmatched OHI Savings

Performant is the national MSP CRC contractor for CMS and a leading TPL vendor for Medicaid and Medicare plans. Capitalizing on our data assets, expertise, and established relationships with commercial payers, we provide proven OHI discovery solutions backed by transparent reporting, web-based program metrics, and proprietary analytic tools.

## At a Glance

### The Problem

- An estimated 4% of Medicare enrollees (2.4 million) have other primary health insurance coverage
- Medicare coverage pays secondary to available OHI coverage for ESRD members for the first 30 months of coverage
- Untimely, incomplete OHI data leads to missed cost avoidance and post-payment recovery opportunities

### The Solution

- Leverage our extensive OHI database and proprietary algorithms to identify and validate other coverage information
- Deploy a highly trained team of outreach professionals to coordinate benefits with the MA plan, CMS, and OHI providers
- Capitalize on established technology and staff expertise to maximize ESRD-related program savings

# THE BOTTOM LINE

and other specialty audits. We also offer full business process outsource support to report new and/or updated coverage information.

Our extensive knowledge of OHI coverage and deep relationships with commercial payers result in cost avoidance and post-payment recoveries substantially higher than other MSP vendors—all supported by transparent reporting to the plan. Our thorough data validation procedures ensure only the highest quality eligibility data is reported to CMS, while our extensive resources and dedicated account management ensure expedited and accurate program implementation. Performant's identification, cost avoidance, billing, and reclamation solutions ensure payment appropriateness and foster a cooperative approach to maximizing savings.

ESRD-entitled members are likely to enroll in MA plans due to attractive premium rates and out-of-pocket (OOP) maximums not present with traditional Fee-for-Service (FFS) coverage offered by Part A/B.

## NEW RISKS FOR MA PLANS

### Higher member medical costs.

ESRD-entitled members carry a disproportionately higher medical cost—**less than 1%** of the Medicare population is responsible for **more than 7%** of total program spend.



### Inadequate capitation for expenses.

Recent studies indicate current capitation calculations may be inadequate in covering plan expenses for ESRD members.



## PROACTIVE RISK MANAGEMENT

### Enhance your OHI data.

A strong vendor partner can supplement MA plan data reported through Section 111 to maximize plan savings from OHI identification, validation, and coordination.

### Pressure test your audit program.

Presence of primary OHI is the single largest cost-savings mechanism available for MA plans during the first 30 months of ESRD coverage.

Performant offers MA plans proven, purpose-built solutions developed using best practices established through our engagements with national and regional health plans.



For more information on our healthcare payer solutions, visit <https://www.performantcorp.com> or contact us at [healthcare.info@performantcorp.com](mailto:healthcare.info@performantcorp.com).