

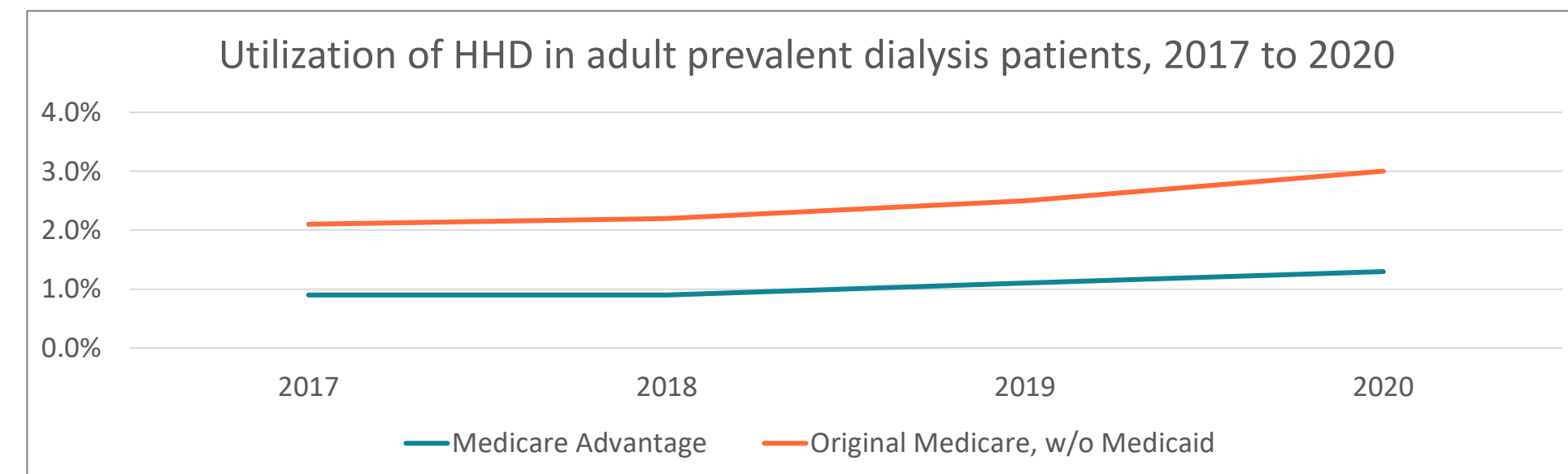
Home Hemodialysis Can Help Reduce Total Cost of Care Among Medicare Advantage Members with ESRD

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BACKGROUND

- The Advancing American Kidney Health (AAKH) Executive Order set a goal of 80% of new ESRD patients initiating on home dialysis or with a transplant.
- The USRDS reports the great growth in home dialysis use 2017-2020, is in home hemodialysis (HHD), yet Medicare Advantage lags Original Medicare.¹



OBJECTIVES

- To estimate the per member per month (PMPM) costs and the five-year savings, from the *payer* perspective, for a MA health plan generated by incentivizing Tablo[®] HHD vs. in-center HD (ICHD), aligned with the AAKH goal.

METHODS

We modeled a MA health plan with 500 dialysis members.

Modeling was performed in MS Excel and included inputs in Tables 1 and 2

Table 1. Population Inputs, Years 1-5

Dialysis Member Years	500-580
Death & Transplant ¹	19%
Incidence ¹	22%
New Tablo HHD starts	20%-50%
New PD starts	18%-30%
HHD to ICHD at 1 year	7%-10%
PD to ICHD at 1 year ¹	17%-18%

Table 2. Medicare Advantage Plan Inputs, Years 1-5

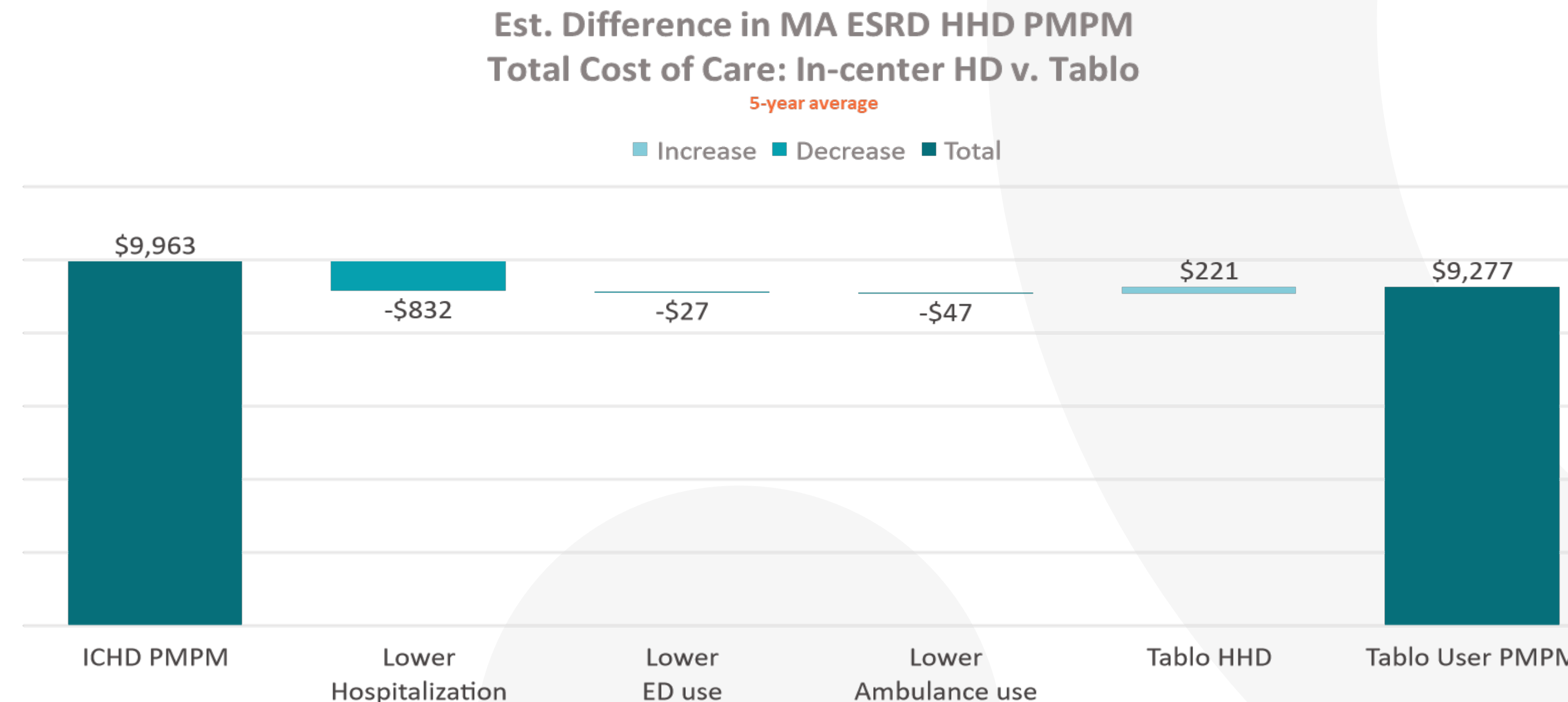
PMPM Capitation (CMS Benchmark)	\$9,239-\$11,231
Max out-of-pocket (OOP)	\$5,000
Risk-adjustment Factor	1.00
In-center HD & PD Rate per Tx ²	\$338-\$380
Tablo HHD Rate per Tx ²	\$303-\$341
Dialysis Frequency ICHD & PD	3.0x weekly
New Tablo HHD starts	3.5x weekly
Hospitalization costs Tablo HHD:ICHD ³	0.7:1

RESULTS

At the end of the modeled five years, we estimated that 172 members would be on Tablo HHD (30%), and a total of 508.2 member years over the 5-year term of the model.

The five-year average HHD PMPM provided \$686 in savings vs. ICHD, yielding \$4.2M total cost of care savings over the five years. (Figure 1)

Figure 1. Tablo HHD could yield a \$686 PMPM Reduction in Costs vs. In-Center HD



DISCUSSION

- Medicare Advantage plans have been slow to join CMS in incentivizing home dialysis for either providers or members.
- This modeled analysis demonstrates substantial cost savings by MA health plans through HHD expansion with innovative home dialysis technologies, like Tablo.

CONCLUSION

- A Medicare Advantage health plan with 500 dialysis members could reduce costs by \$686 PMPM and drive \$4.2M in savings over five years, achieving AAKH goals by growing Tablo HHD utilization.