

# ACES MSK Bundle: Differentiation & Total Cost of Care Management

- MSK is in Top 3 cost drivers affecting over 8% of population and drives \$212M in spend (increased 4.5%)
- MSK Bundle offers a continuum of solutions from low acuity to high acuity
- Case rate option offering to ACES clients, so no additional PEPM admin fee
- \$15.5M potential Savings / 3:1 ROI



# Optum ACES MSK Bundle (live 1/1/23)

An end-to-end approach designed to increase conservative treatment using virtual exercises, physical therapists, nurse coaches, and second opinions from expert physicians. Inclusive of Centers of Excellence.

## What:

Virtual PT  
Exercises  
+  
Health Coaches

Nurse Coaches  
+  
COEs

Expert physician  
second opinions

## Powered by:



Orthopedic  
Health  
Support



## How the solution works:

- Digital, adaptive, personalized care plans for each user
- AI based Motion Coach™ provides PT grade feedback 24/7
- Virtual support from certified health coaches/ physical therapists
- \$200 per active user for 1-3 months; \$20 per user ongoing
- Orthopedic nurses provide holistic pre and post surgery support
- Evaluate & recommend appropriate treatment options
- Refer members to Centers of Excellence when surgery is needed
- \$1500 per enrollment
- Second opinion services from medical experts
- Provides confidence in diagnosis and treatment plan
- Live video consults completed within 3 days (on average)
- \$2,136 per consultation (prepayment requirement waived)

## Estimated ROI:

**ROI: 3:1  
combined  
bundle, plus  
UHC UW  
providing a  
-0.5%  
decrement**

