



Genomics Payment Manager

Bringing transparency to genetic testing

Genetic testing is increasingly becoming the standard of care for identifying and managing various health conditions. The market has exploded to keep up with the demand, and over 10 new tests are added daily. There are more than 129,624 genetic tests in the U.S. market,¹ presenting immense complexity for patients, providers and health plans. Exacerbating this complexity is that there are fewer than 500 Current Procedural Terminology (CPT®) billing codes to describe all the tests.

There is a significant discrepancy between the number of CPT codes available and the volume of genetic tests available for clinical use, with over 7,000 tests mapped to 81479 (Unlisted Molecular Pathology Code).² The limited number of CPT codes has led to code stacking and code shopping to maximize the reimbursement. Health plans often cannot validate the exact test performed based on the CPT code alone, so they either overpay or require extensive manual intervention and document requests to determine accurate reimbursement.

Take a proactive approach to managing genetic testing spend

Optum® Genomics Payment Manager aligns health plans, providers and labs on the information required for accurate submission and reimbursement. It makes Palmetto GBA's DEX® Diagnostics Exchange Registry, an extension of the Medicare FFS MoIDx® program, available to commercial payers. DEX uses Z-codes, unique 5-digit alpha numeric identifiers, to drill down beyond the CPT code and identify a discrete genetic test on a claim. Once tests are uniquely identified, correct coding edits, Medicare-sourced coverage determinations and pricing recommendations are automated. Optum Genomics Payment Manager includes additional bespoke services to support reimbursement policy advisory and creation, network contracting, and pricing change management.

CPT® is a registered trademark of the American Medical Association (AMA).



Optum Genomics Payment Manager brings transparency and specificity to genetic tests, where growth has far exceeded traditional coding structures.

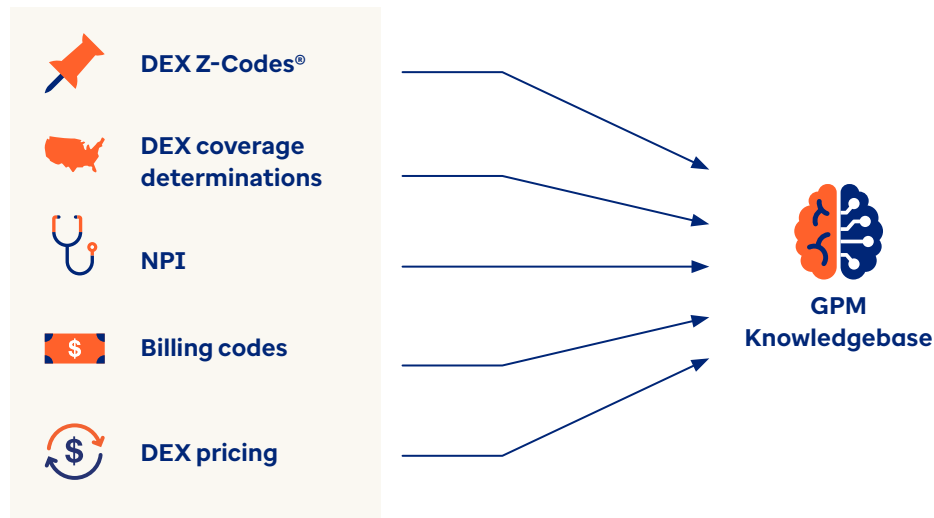
Z-Codes can help you:

- Validate minimum test quality for coverage decisions
- Create operational efficiencies and avoid administrative abrasion
- Increase transparency and predictability
- Improve compliance with diverse and nuanced regulatory mandates
- Identify specific test administered and policies associated with it



How it works

Optum Genomics Payment Manager helps health plans proactively manage genetic testing by correctly identifying tests, automatically mapping billing codes to genetic tests and probing for inappropriate billing behaviors.



Manage complexities of genetic testing reimbursement with additional Optum expertise

- **Product savings assessment.** Genomics experts from Optum will analyze your organization's data and evaluate product fit.
- **Customized coverage and policy consulting.** Optum can help your organization assess your policy against industry best practices and recommend opportunities to capture value.
- **Support and rules-based analytics.** We provide ongoing support, including savings analytics and program optimization.

The advantages of Optum Genomics Payment Manager

- Manage genetic testing spend by extending Medicare's FFS program, already being used for over a decade by 4 Medicare Administrative Contractors (MACs) across 28 states
- Brings clarity to policy enforcement between health plans and providers
- Provides specificity to the genetic tests performed
- Provides quality assessments for high-volume tests
- Eliminates the need for manual intervention and medical records review
- Expedites accurate genetic testing claim payments



Combining proven technology to deliver one innovative solution

Maximize the value of your existing investments with Optum. Augment them with evidence-based genomics content. You not only will enhance your payment accuracy, but also gain potential incremental savings levers.

XiFin (A lab RCM provider) describes revenue cycle benefits post Z-Code implementation at a large national payer as follows:

- 45% fewer requests for additional documentation on initial submissions
- Improvement in denial rates
 - Between 6% and 8% decrease in denials following the initial implementation period
- Reduced and streamlined prior authorizations with Z-Codes

Learn more about how Optum Genomics Payment Manager can help support accurate reimbursement for genetic testing at optum.com

1. <https://www.mdpi.com/2075-4426/13/4/638> - Trends in Availability of Genetic Tests in the United States, 2012-2022
2. Optum Analysis, 2021



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