



# Sequoia

## Sequoia — Cell & Gene Therapy Risk Solutions

The Cell & Gene therapy landscape is a significant focus for our health care system as an unprecedented number of treatments for rare and devastating diseases enter the market. Payers face volume uncertainty, clinical effectiveness and concern for the extraordinary costs. With numerous therapies costing **\$2M+** and the expected additional FDA approvals, payers need to explore affordability solutions.

Specialty financial and clinical resources are needed to assess and contain this novel exposure. Sequoia offers our clients options —

- ⇒ **Sequoia Risk Transfer & Warranty Solution** is offered for payers looking for added protection from the extreme high cost of durable therapies — [contact us to learn more...](#)
- ⇒ **Sequoia Branch** provides comprehensive, multidisciplinary, end to end Cell & Gene Therapy risk mitigation solutions for payers



### BRANCH SOLUTION

**Contract Intelligence** — Access to manufacturer approved Centers of Distinction with established favorable **all-inclusive contract rates** and **value-based agreements** where available. The **Branch contract intelligence and analysis** is key to secure the most ideal economic results.

**Claim Payment Integrity** — With the uncertainty of clinical effectiveness of the treatment as well as concern for potential complications, we apply our **Branch Payment Integrity** services to provide expert cost management of the charge challenges ensuring optimal financial outcomes.

**Durable Therapy Treatment Validation** — Branch provides access to a team of healthcare specialists performing **therapy validation** services to make sure members get the right treatment for their condition to support the best clinical outcomes and covered plan benefits.

**Pipeline Forecasting** — Branch remains laser focused on cost management and ensuring that we proactively manage current key market dynamics and emerging trends. Branch provides clients **Cell & Gene Therapy pipeline treatment estimates** of conditions and their respective therapies to proactively plan for the anticipated costs.



### THE RISK

Low Incidence—High Cost

CAR T - Abecma®



60 y/o Multiple Myeloma

#### Insertion of Branch Contract

Billed Charges	\$2,348,717
Less Contractual Rate	- \$1,291,795
<b>Contract Payable</b>	<b>\$1,056,922</b>

#### Branch Payment Integrity

Billed Charges	\$2,348,717
Non-covered Services	- \$139,516
<i>- central line infection preventable condition</i>	
Patient Monitoring	- \$178,632
<i>- Charged in addition to ICU room &amp; board</i>	
Duplicate charges	- \$46,975

<b>Total Payable Charges</b>	<b>\$892,617</b>
<b>Contract Savings</b>	<b>\$1,291,795</b>
	<b>45%</b>
+	
<b>Payment Integrity Savings</b>	<b>\$164,305</b>
	<b>15.5%</b>

**Total Savings**  
**\$1,456,100 60.5%**