



Specialty Implants/ Devices Trac

Overview

For over 30 years, LifeTrac® has been a trusted resource to the healthcare benefits industry. By leveraging our clinical expertise and provider relationships, LifeTrac offers benefits payers solutions for managing the risk of high-dollar, low-frequency, complex medical conditions and treatments. When one of your members needs a ventricular assist device (VAD), whether or not they are awaiting a heart transplant, our Specialty Implants/Devices Trac provides you with nationwide access to medical facilities and vendors who provide equipment and supplies at discounted rates.



Specialty Implants/Devices Trac

With an estimated 6.2 million Americans living with heart failure, the need for ventricular assist devices (VADs) will continue to grow in the United States.¹

Ventricular Assist Devices

VADs are surgically implanted mechanical pumps that aid impaired circulation due to a failing heart. Assist devices can support the left (LVAD), right (RVAD) or both (BIVAD) sides of the heart to increase circulation of oxygen-enriched blood to the rest of the body. Once implanted, the VAD is powered by an external power source which is connected to a drive-line cable, typically attached through a port in the abdomen. The type and model of the VAD is determined by the cardiovascular surgeon and team.

Complex and Expensive

Implantation of a VAD requires as much expertise as a heart transplant, and can possibly cost even more once you take into consideration the device, the procedure, and the pre- and post-maintenance for the patient. These costs can be highly variable depending on the needs of the patient. The right treatment plan and intervention upon diagnosis can make a significant difference in optimizing outcomes and reducing costs. No matter the reason for needing a VAD, LifeTrac can assist with nationwide access to medical facilities at contracted rates for specialized VAD medical and surgical care.



Beyond Implant

Once a member is discharged from the facility, they will require specialized VAD equipment, monitoring services and supplies. Our contracted rates with nationally recognized specialty vendors for VAD services and supplies can add up to significant cost savings. For equipment to operate the device (hardware) and driveline stabilization supplies (dressing supplies), billed charges can be in excess of \$25,000 per month. For dressing supplies alone, billed charges can be in excess of \$3,600 per month. Enjoy substantial savings off of billed charges by using LifeTrac vendor contracts.

Improving Longevity and Quality of Life

Members living with a VAD often report significant improvement in their quality of life by being able to resume activities that were not possible pre-VAD implant. Clinicians can use a VAD to make an appropriate decision regarding transplantation or not, stabilize patients waiting for a donor heart, and in some cases, improve heart function to eliminate the need for transplant altogether.

The LifeTrac Difference

LifeTrac focuses on delivering what you need, when you need it — experience, access, information and support — through easy-to-use web tools or personal consultation.

Expert Support

Besides saving you money, we are here to provide clinical support as you manage your members with heart failure. And, if your members move from a VAD to receiving a heart transplant, LifeTrac can make the transition between Tracs seamless.

Let LifeTrac make difficult easier.

Contact LifeTrac today to learn how to access this Trac. (800) 968-8722



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Reasons for Implanting a VAD

VADs can be used as:

- **Bridge to recovery**—allows the heart to heal following a cardiac event such as a heart attack
- **Bridge to transplant**—allows rehab from chronic heart failure while awaiting a transplant donor
- **Bridge to decision**—allows time for evaluation to determine if patient is a candidate for transplant or if destination therapy is the appropriate treatment
- **Destination therapy**—VAD used as a permanent device for patients instead of transplant, often because patient not eligible for transplant

6.2

An estimated 6.2 million Americans are living with congestive heart failure (CHF).¹

8 million

Projections indicate the prevalence of heart failure will increase to over 8 million by the year 2030.¹

2,500⁺

More than 22,000 devices have been implanted in the U.S. and 2,500+ new implants occur annually.²

¹ Benjamin, E. et al. "Heart Disease and Stroke Statistics—2019 Update: A Report From the American Heart Association." *Circulation*. March 5, 2019, Vol. 139, Issue 10. Originally published 31 Jan 2019. Retrieved 12/2019 at <https://www.ahajournals.org/doi/10.1161/CIR.0000000000000659>

² Han, J. et al. "Left Ventricular Assist Devices: Synergistic Model Between Technology and Medicine." Originally published 10 Dec 2018. Retrieved 12/2019 at <https://doi.org/10.1161/CIRCULATION.AHA.118.035566>. *Circulation*. 2018;138:2841–2851