



Sunshine State Health Plan Provider Training Program



Provider Training Program Agenda

- Welcome and Opening Remarks
- About NIA
- The Provider Partnership
- The Program Components
- The Provider Assessment Program
- The Facility Selection Support Program
- How the Program Works:
 - The Authorization Process
 - The Authorization Appeals Process
 - The Claims Process
 - The Claims Appeals Process
- Provider Self-Service Tools (RadMD and IVR)
- RadMD Demo
- NIA Provider Relations and Contact Information
- Questions and Answers

About NIA

NIA is accredited by
NCQA and URAC certified

- National Imaging Associates (NIA) -- chosen as the solution for National and Regional Health Plans covering more than 19 million lives due to:
 - Distinctive clinical focus.
 - Accredited by NCQA and URAC certified.
 - Innovation and Stability -- Parent is Magellan Health Services -- enhances operational competencies, IT capabilities and patient support tools; affords financial stability for growth and continued investment in innovative technology.
- Focus / Results: Maximizing diagnostic services value; promoting patient safety through:
 - A clinically-driven process that safeguards appropriate diagnostic treatment for Sunshine State Health Plan members.

The NIA Provider Partnership Model

- Dedication to Provider Service and Convenience
 - Dedicated Provider Relations staff
 - Authorization Call Center
 - Interactive Voice Response (IVR)
 - Innovative Provider Tool – RadMD
 - Education and Training Programming
 - Ongoing Outreach to Providers – ordering provider surveys, individual ordering / rendering practice retraining, satisfaction surveys, etc.

Outpatient Imaging Program Components

- **Utilization Management/Authorizations:** NIA's proprietary, evidence-based decision support algorithms support scripting for call center representatives or online - leading to quick procedure approval or consultation with our radiology experts.
- **Information and Transaction Tools:** RadMD.com Web site provides the ability for ordering providers to request and obtain authorizations, reference lists of nearby imaging facilities, locate authorizations given, gain rapid authorization requests. Providers report a high level of satisfaction with their use of RadMD finding it a simple tool to use and a time-saver for staff.
- **Ordering Provider Program:** Analyze referral patterns with Sunshine State Health Plan and develop additional education and outreach opportunities to the provider community to review various facility options based upon convenience factors for members (i.e., free parking, on a public transportation line, weekend hours, etc.)
- **Provider Assessment:** The program includes both credentialing and privileging of NIA's contracted providers and privileging only for Sunshine State in-office providers for advanced imaging. The program promotes continuous quality improvement, provides scope of practice limitations and enables consumers to make educated health care decisions.

Program Components

- **Advanced Imaging Provider Network:**
 - Sunshine State will use NIA's Sunshine State network of Free-Standing Imaging Facilities (FSFs) as it's preferred providers for delivering outpatient MR, CT and PET services to Sunshine State Health Plan members throughout Florida.
 - NIA is in the process of recruiting Free Standing Facilities in Florida. The NIA contracted facilities will be "in network" for Sunshine State members.
- **Sunshine State Participating Hospitals and In-Office Providers:**
 - Sunshine State Participating Hospitals, hospital-owned FSFs and Privileged In-Office Providers offering advanced imaging services will continue under their current Sunshine State contracts as "in-network" providers. They will need to participate in the NIA prior authorization program.



The Provider Assessment Process for Rendering Providers

NIATM
A Magellan Health Company

NIA's Provider Assessment Program

- NIA has a Comprehensive Program for Evaluating Imaging Providers Selected to Participate in the Sunshine State Outpatient Imaging Program
- The NIA Provider Assessment Program:
 - Encompasses both Credentialing and Privileging into the NIA provider selection process.
 - Applies a quality assessment process to Sunshine State imaging providers.
 - Assures that free-standing facilities (FSF) and interpreting physicians rendering imaging services meet quality standards.
 - Uses an on-line application process that is easy and convenient for the imaging providers (both NIA and Sunshine State) to complete the quality assessment survey.
 - Privileging results are collaboratively reviewed with Sunshine State for all Sunshine State contracted providers.



Facility Selection Support Program

NIATM
A Magellan Health Company

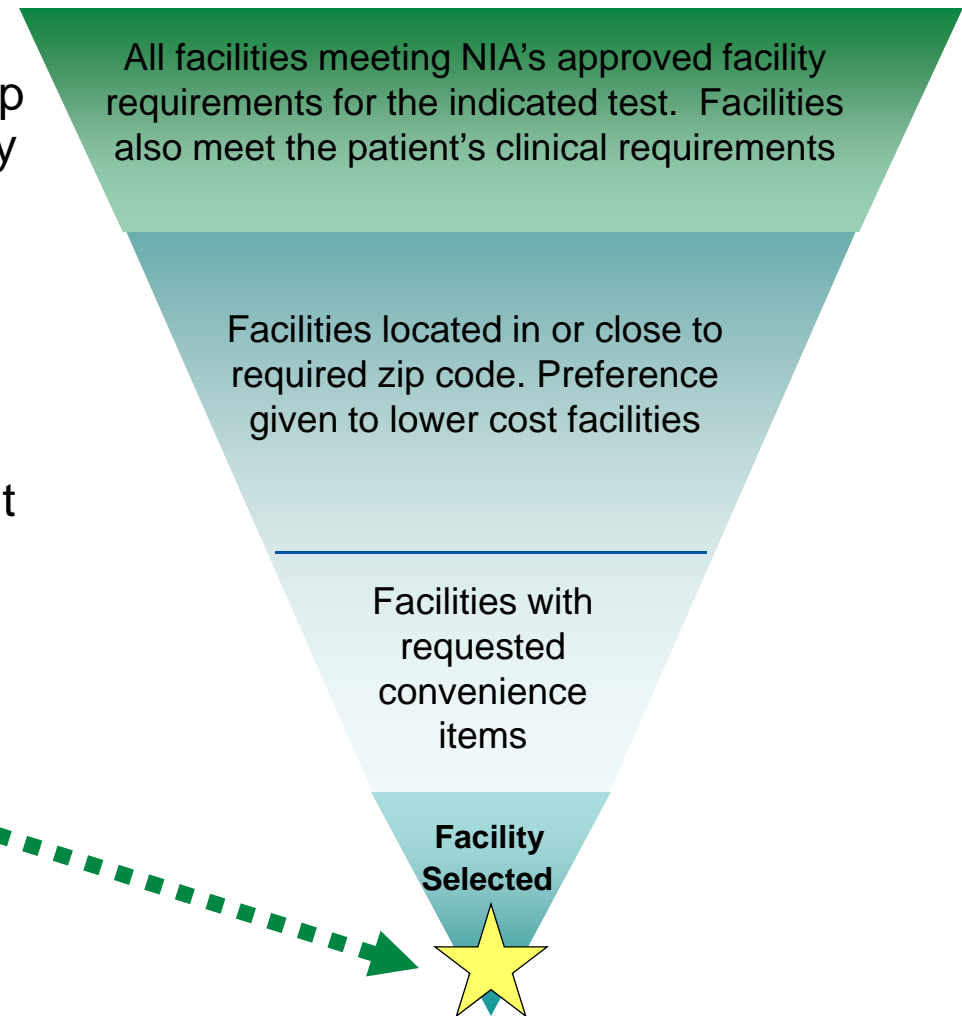
Facility Selection Support Goals

The facility selection process is based on patient support and cost effectiveness.

- Primary consideration is always the clinical aspect of the patient when making facility recommendations.
- Helps ensure that patients go to quality imaging facilities that are conveniently located.
- Supports the education of both the provider and patient about cost-effective facility alternatives.
- Facilitates the delivery of tests at free-standing, outpatient facilities (when appropriate) to support lower costs.

How Facilities are Selected

- During prior authorization, the authorization representative will help the ordering provider select a facility based on:
 - Facilities meeting NIA's quality requirements and patient's clinical need
 - Location
 - Convenience services important to patient
- Prior authorization for a high cost facility will be confirmed with the consumer if there is no clinical justification



Convenience Services that can be selected

- Transportation and Parking
 - Public transportation accessibility
 - Free parking
- Language Assistance
 - Languages spoken by office staff
 - Telecommunication equipment for deaf patients
- Weekend or Evening Hours
 - Extended evening hours
 - Weekend hours



The Authorization Process

NIA[™]
A Magellan Health Company

NIA Prior Authorization is required for:

- **Non-Emergent Outpatient:**
 - CT/CTA/CCTA
 - MRI/MRA
 - PET Scan
- Any code that is specifically cited in the Sunshine State Health Plan - NIA Billable CPT Codes Claims Resolution Matrix.
- All other procedures will be adjudicated and paid by Sunshine State Health Plan per their payment policy.

NIA Prior Authorization is NOT required:

- When the following studies are performed in an Emergency Room, Observation or Inpatient setting, prior authorization is not required from NIA.
 - CT/CTA/CCTA
 - MRI/MRA
 - PET Scan
- Providers should continue to follow Sunshine State Health Plan authorization policies for Inpatient and Observation procedures.

NIA's Authorization Process

- The ordering physician is responsible for obtaining prior authorization.
- The rendering provider must ensure that prior authorization has been obtained and it is recommended that you not schedule procedures without prior authorization.
- Procedures performed without proper authorization will not be reimbursed.
- If the radiologist or rendering provider feels that, in addition to the study already authorized, an additional study is needed, either the radiologist or rendering provider should proceed with the additional study and contact NIA the same business day to initiate the review process for medical necessity.
- If an urgent clinical situation exists outside of a hospital emergency room, the radiologist or rendering provider should proceed with the study and contact NIA the same business day to go through the normal review process
- Separate prior authorization numbers are not needed for CT-guided biopsy, CT-guided radiation therapy and some MR-guided procedures.

NIA Clinical Expertise & Provider Engagement

- NIA reviews more than **450,000** advanced imaging provider requests **each month**.
- Algorithms and guidelines are reviewed and mutually approved by Sunshine State Health Plan and NIA Chief Medical Officers.
- Many NIA algorithms recommend substituting more costly but more effective imaging technology.
Our goal – the most appropriate test early in an episode of care for “Client” members.
- **Clinical consultation** is a hallmark of NIA – we have 86 board-certified physicians representing radiology and a host of other specialties available for physician to physician (peer-to-peer) discussion.



NIA Clinical UM Authorization Process



Physicians' office contacts NIA for prior authorization of study



RADMD.COM

Telephone

System evaluates request based on physician entered information

Clinical information complete – procedure approved

Clinical information not complete – additional information needed

Request for specific clinical information needed

70% approved at AR level

Initial Clinical Specialty Team Review

Additional clinical information complete – procedure approved

Additional clinical not complete or inconclusive

30% goes to ICR teams with 15% approved & another 15% to PCR teams

Physician Review

Physician Approves Case Without Peer-to-Peer

Physician Approves Case With Peer-to-Peer

Ordering Physician Withdraws Case

Physician Denies Case

92% of all cases receive final determinations in 24 – 48 hours.

NIA OCR Fax Cover Sheet – Submission of Clinical Information

- NIA utilizes OCR technology which allows us to attach the clinical information that you send to be automatically attached to an existing prior authorization request.
- For the automatic attachment to occur you must use the NIA Fax Cover Sheet as the **first** page of your fax.
- You can obtain an NIA Fax Cover Sheet in the following ways.
 - If you have submitted your prior authorization request on-line through RadMD, at the end of your submission of the prior authorization request you are given the option to print the cover sheet.
 - On RadMD click on the link “Request a Fax Cover Sheet”. This will allow you to print the cover sheet for a specific patient.
 - By calling the NIA Clinical Support Department at 888-642-7649 you can request a cover sheet be faxed to you.
 - If we have sent you a fax requesting additional clinical information the NIA Fax Cover Sheet should accompany the request.
- Following this process will ensure a timely and efficient case review.



The Authorization Appeals Process

NIA[™]
A Magellan Health Company



The Authorization Appeals Process

- In the event of a denial and you are not satisfied with a medical decision from NIA, you may appeal the decision through Sunshine State Health Plan.
- You will receive appeal information in the denial letter that will be sent to you.



The Claims Process

NIATM
A Magellan Health Company

How Claims Should be Submitted

- Rendering providers/Imaging providers should continue to send their claims directly to Sunshine State Health Plan.

Sunshine State Health Plan
P. O. Box 3070
Farmington , MO 63640-3823

- Providers are strongly encouraged to use EDI claims submission.
- Check on claims status by logging on to the Sunshine State Health Plan website <http://www.sunshinestatehealth.com/providers>



The Claims Appeals Process

NIATM
A Magellan Health Company

The Claims Appeals Process

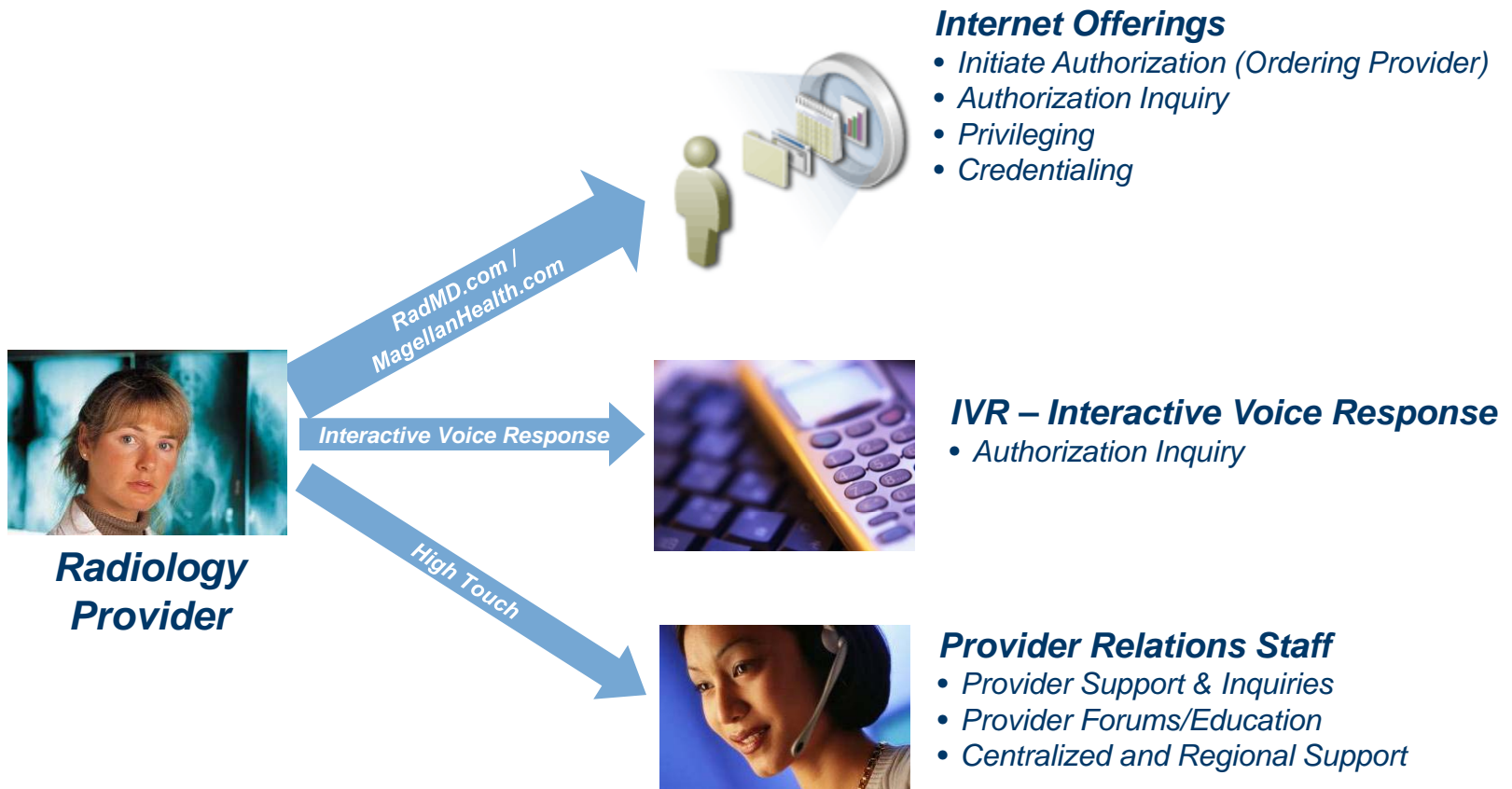
- In the event of a prior authorization or claims payment denial, you may appeal the decision through Sunshine State Health Plan.
- Follow the instructions on your non-authorization letter or Explanation of Payment (EOP) notification.



Self Service Tools and Usage

NIA[™]
A Magellan Health Company

Multi-Channel Provider Relations Strategy



Self Service Tools and Usage

Interactive Voice Response (IVR)

- Use tracking number to check status of cases

Web site: www.RadMD.com

- Use tracking number to review an exam request



The screenshot shows a web interface with two main sections. The top section is titled "RadMD Sign In" and includes the text "24/7 online access for imaging facilities and health plans to NIA's RadMD Web site." Below this text are two buttons: "Sign In" (in an orange box) and "New User" (in a grey box). The bottom section is titled "Track an Authorization" and features a label "Authorization Tracking Number" above a white input field. To the right of the input field is a "Go" button in an orange box.

NIA Website www.RadMD.com

- Information concerning approved authorizations can be viewed at www.RadMD.com after login with username and password
- Providers may search based on the patient's ID number, name or authorization number



NIA Web Site – Ordering Providers

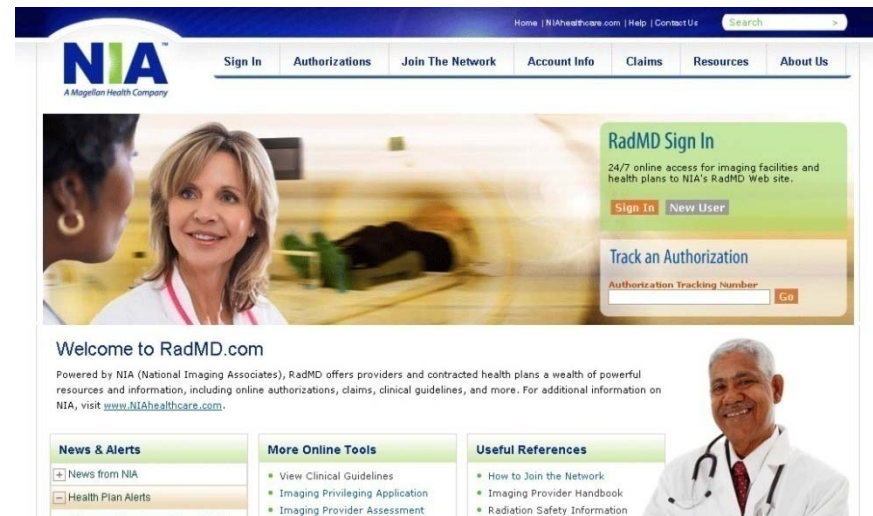
- RadMD is a user-friendly, near-real-time Internet tool offered by NIA.
 - Available from 5 a.m. to midnight EST Sunday – Friday; Saturdays from 8 a.m. to 1 p.m. EST
- RadMD provides instant access to much of the prior authorization information that our Call Center staff provides, but in an easily accessible Internet format.
- We encourage all ordering providers to submit all requests online at RadMD.
- With RadMD, the majority of cases will be authorized online with ease; however, we will resolve pended cases through our Clinical Review department.
- We strongly recommend that ordering providers print an OCR Fax Coversheet from RadMD if their authorization request is not approved online or during the initial phone call to NIA. By prefacing clinical faxes to NIA with an OCR fax coversheet, the ordering provider can ensure a timely and efficient case review.
- RadMD provides up-to-the-hour information on member authorizations, including date initiated, date approved, exam category, valid billing codes and more.

NIA Web Site - Imaging Facilities

- User-friendly, near-real-time Internet tool offered by NIA
 - Log on to RadMD.com

Web site offers access to:

- Member prior authorization
 - Date initiated
 - Exam requested
 - Valid billing codes (CPT)



- Helpful resources including Clinical Guidelines for Radiology Procedures



To get started, visit www.RadMD.com

- Click the “New User” button on the right side of the home page.
- Fill out the application and click the “Submit” button.
- You must include your e-mail address in order for our Webmaster to respond to you with your NIA-approved user name and password.
- Everyone in your organization is required to have his or her own separate user name and password due to HIPAA regulations.
- On subsequent visits to the site, click the “Login” button to proceed.
- If you use RadMD for another Health Plan with NIA, you may use the same log on and password for Sunshine State Health Plan.



RadMD Demo

NIA[™]
A Magellan Health Company



NIA Provider Relations

NIA[™]
A Magellan Health Company

Provider Relations Structure and Portals

- Providing educational tools to ordering and rendering providers on imaging processes and procedures.
- Liaison between Sunshine State Health Plan and NIA.
- NIA Provider Relations Manager
 - Kevin Apgar
 - Phone: 916-859-5080
 - Email: Kwapgar@magellanhealth.com



Questions and Answers

NIA[™]
A Magellan Health Company