

Snapshots from NIA

Addressing Health Care Exchanges



As you know, Health Care Reform has created a shifting landscape and significant change across the health insurance industry. Starting in 2014, more individuals will have access to health care coverage than ever before, as a result of the expansion of Medicaid and the establishment of Health Care Exchanges. These exchanges are consumer-focused and value-driven — concepts that NIA intimately understands.

NIA understands health plans' desire to utilize the Exchanges as an additional distribution channel for products and services, and we have the tools and experience to help meet the needs of the individuals and small businesses who will turn to the Exchanges for health insurance coverage. NIA can provide the specific

assistance that health plans seek to fit the needs of various markets, including:

- Develop competitively priced specialty medical benefit management plans to fit every tier on the Exchange
- Create savings opportunities through Network Optimization
- Ensure quality of care through Medical Necessity and Appropriateness Reviews
- Manage “carve out” areas of Essential Benefits package by effectively controlling utilization and financial risk.

The NIA team will work with health plans to ensure delivery of care that is clinically appropriate, consumer-focused, and value-based.

Please contact us at NIInfo@magellanhealth.com for more information on our approach to health care exchanges.

Magellan's Pain Management Solution

Pain is estimated to cost the nation up to \$635 billion in medical care and lost productivity combined, and the annual cost of pain is nearly 30 percent higher than the combined cost of cancer and diabetes. Managing all of the services associated with pain is complex, often involving multiple specialists, procedures and therapies.

Magellan's Pain Management Program will succeed in improving the quality of care and clinical outcomes while optimizing cost of care, and enhancing savings for our customers. Our program is the only solution offering a multidisciplinary approach which addresses the diagnosis and treatment of back pain in a coordinated, holistic manner.

Magellan's Pain Management Program Benefits:

- leverages our full spectrum of clinical expertise in the management of the interventional radiology, diagnostic imaging, pharmaceutical and behavioral health treatment modalities typically involved in treating



pain

- supports the full spectrum of back pain management from diagnosis, through coordination of care, including real-time access and integration of data from the various treatment modalities used to treat acute and chronic pain
- focuses on the management and coordination of treatments for pain such as diagnostic imaging, interventional pain procedures, surgery, pharmaceutical therapy and behavioral health therapy
- offers the flexibility to be assembled to deliver a comprehensive, integrated program or tailored to focus on the management of specific benefits.

For more information on Magellan's Pain Management Solution, please contact us at NIInfo@magellanhealth.com or www.NIAPowerfulOutcomes.com.

Recredentialing Schedule

As a valued partner to NIA, we want to ensure you receive adequate time with which to complete the recredentialing process. As such, NIA mails letters periodically as a reminder. These notification letters also contain login information to initiate and complete the Provider Assessment Application, along with a physician roster for completion. This is also an opportunity to update information pertinent to each site (i.e. new/removal of service, location move, change in TIN/ownership, etc.), if you have not already done so.

When completing the Provider Assessment Application, please make sure to finalize this by attesting to the information. Only once the attestation is completed will the application be uploaded to NIA Staff for additional processing. Be sure to fax all additional documents, if requested. A fax cover sheet is provided after the credentialing information section of the online application. Please note that if the Provider Assessment Application is not completed on time, referral status will be suspended, and NIA will proceed with the termination process, subject to applicable state law and the terms of your provider agreement.

If you have any questions, please call the **NIA Provider Assessment Department at 1-888-972-9642** or your **Area Contract Manager or Provider Relations Manager**.

About 'Snapshots from Magellan/NIA'

Snapshots from Magellan/NIA is a quarterly update from National Imaging Associates for our customers and business partners. You'll learn about new programs, tools and initiatives from NIA that can be helpful for your customers and plan members.

If you'd like to learn more about any of the topics in this newsletter, or about any other program or service from NIA, please contact your account executive.



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