

# Magnolia Health Medicaid Physical Medicine Program Provider Training

Provider Training Presented by:  
Priscilla W. Singleton  
Manager, Provider Relations



# NIA Physical Medicine Program Agenda

## Our Program



### Prior Authorization Process and Overview

- Clinical Information Required
- Subsequent Requests
- Peer-to-Peer Review
- Notification of Determination
- Claims



### Provider Tools and Contact Information



### RadMD Demo



### Questions and Answers

# NIA Specialty Solutions

## National Footprint / Medicaid Experience



### National Footprint

- ✓ **Since 1995** – delivering Medical Specialty Solutions; one of the *go-to* care partners in industry.
- ✓ **86 health plans/markets** – partnering with NIA for the management of Medical Specialty Solutions.
- ✓ **33.69M national lives** – participating in an NIA Medical Specialty Solutions Program nationally.
- ✓ **Diverse populations** – Medicaid, Exchanges, Medicare, Commercial, FEP, Provider Entities.

### Medicaid/Medicare Expertise/Insights

- ✓ **54 Medicaid plans/markets** with NIA Medical Specialty Solutions in place.
- ✓ **18.65M Medicaid lives** – in addition to 2.15M Medicare Advantage lives participating in an NIA Medical Specialty Solutions Program nationally.

### Physical Medicine Experience

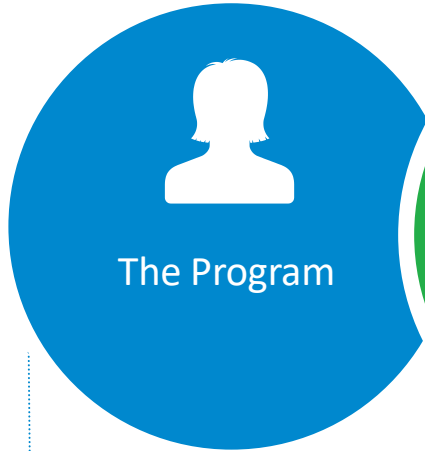
- ✓ **11.7M Physical Medicine lives**

### Intensive Clinical Specialization & Breadth

- ✓ **Specialized Physician Teams**
  - 160+ actively practicing, licensed, board-certified physicians
  - 28 specialties and sub-specialties

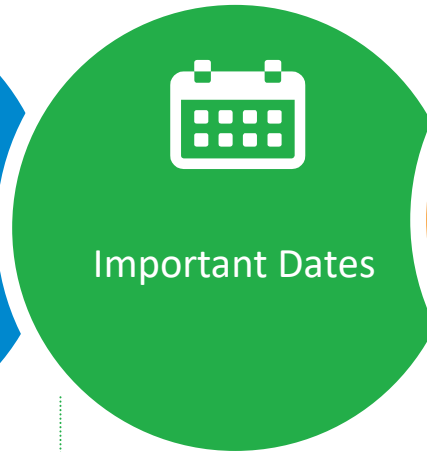
URAC Accreditation & NCQA Certified

# NIA's Physical Medicine Prior Authorization Program



## The Program

- Magnolia Health will begin a prior authorization program through NIA for the management of Physical Medicine services.
- The program includes both rehabilitative and habilitative care.



## Important Dates

- Program start date:  
July 1, 2023.
- Begin obtaining authorizations from NIA on July 1, 2023, for services rendered on or after.



## Disciplines & Settings Included

- Disciplines:
- Physical Therapy
  - Occupational Therapy
  - Speech Therapy
- Settings:
- Office
  - Outpatient Hospital
  - Home Health \*(EPSDT rendered to members under the 21 years of age).



## Membership Included

- Medicaid

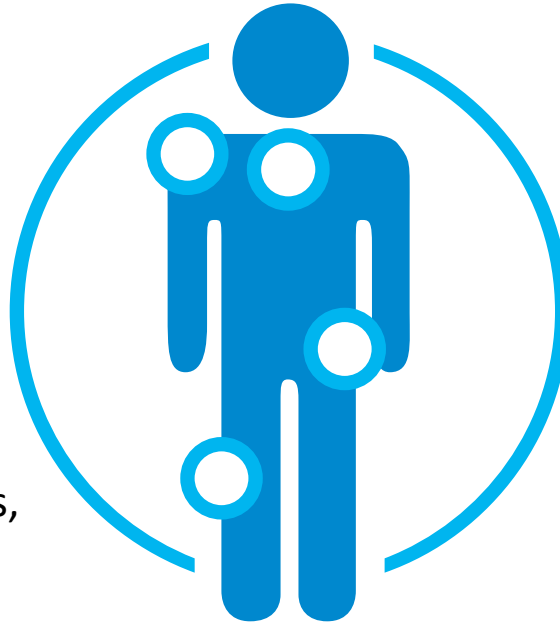
# NIA's Physical Medicine Solution

**Procedures Performed on or after July 1, 2023, require Prior Authorization**  
**NIA's Call Center and RadMD will be available for submission**



## **Targeted Physical Medicine Procedures Performed in an Outpatient/Office/Home Health Setting:**

- Physical Therapy
- Speech Therapy
- Occupational Therapy
- Physical Medicine Services, all members under 12 years of age
- Home Health for EPSDT rendered to members under 21 years of age.

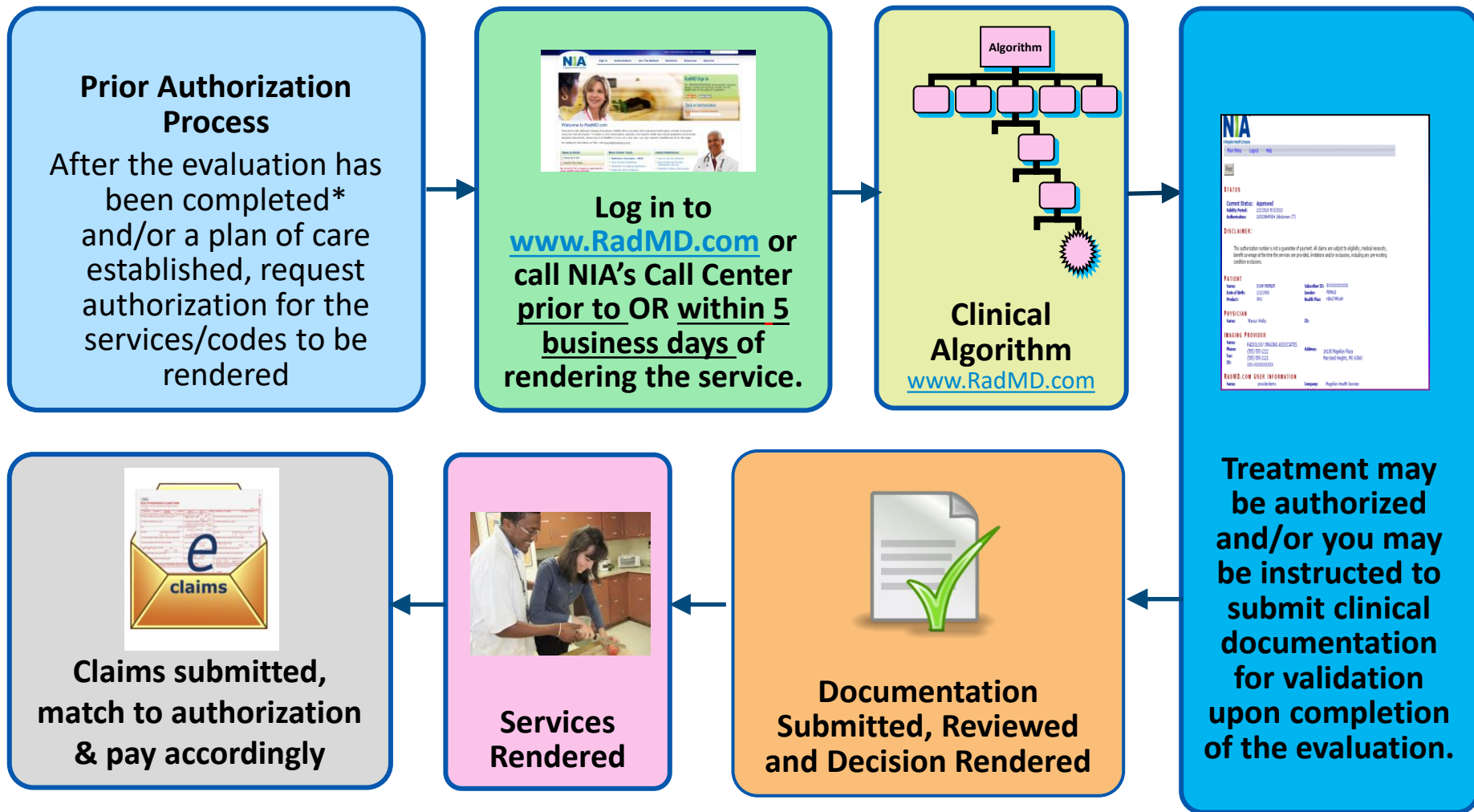


## **Excluded from the Program Physical Medicine Procedures Performed in the following Settings:**

- Hospital Emergency Department
- Hospital status inpatient Acute Rehab Hospital (Inpatient)
- Home Health \*(EPSDT for members over 21 years of age)
- Skilled Nursing (POS 31 & 32)

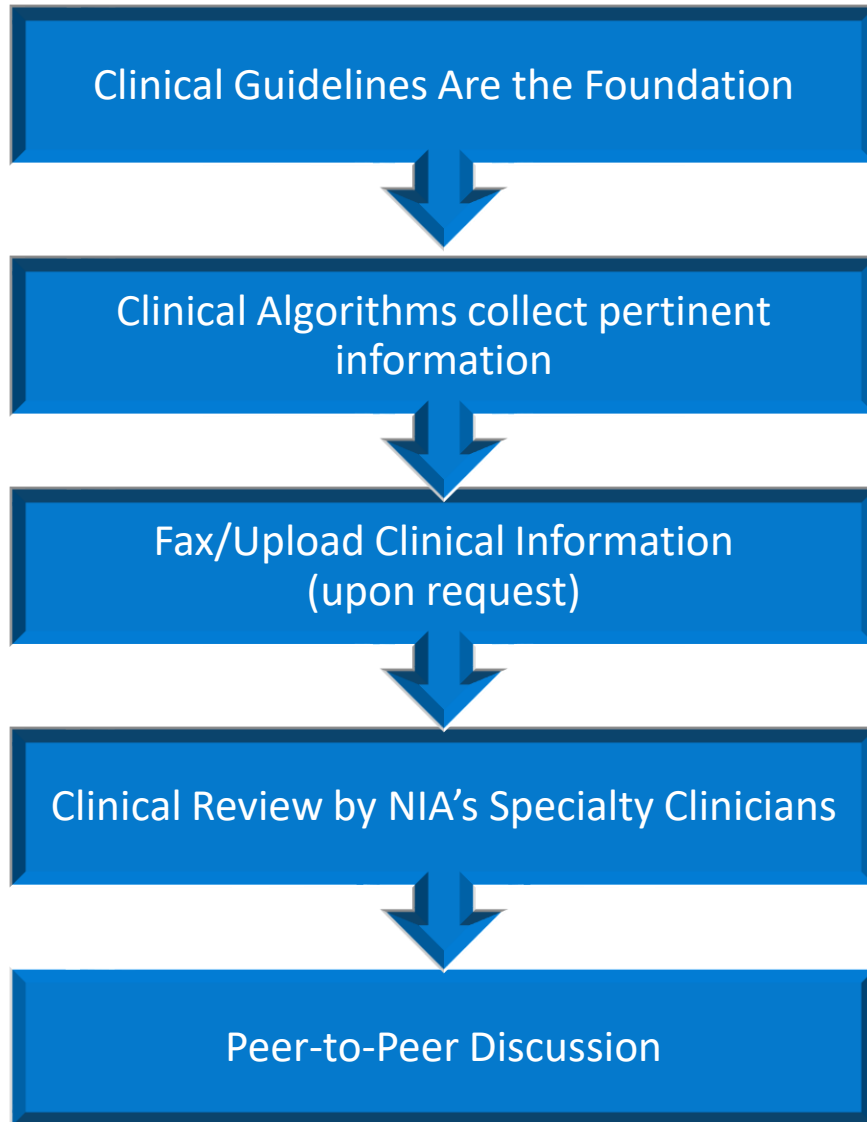
**NIA's Physical Medicine services for Magnolia Health Medicaid membership will be managed through Magnolia Health's contractual relationships.**

# Initial Authorization Process Overview



\*The CPT codes for Physical, Occupational and Speech Therapy initial evaluations do not require an authorization for participating providers. Home Health or other Providers for EPSDT rendered to members under 21 years of age that are utilizing codes outside of the standard billing CPT codes for evaluations will be required to obtain a prior authorization prior to rendering services. NIA is able to backdate the start of the authorization to cover the initial evaluation date of service to include any other services rendered at that time.

# NIA's Clinical Foundation & Review



- NIA clinical guidelines are reviewed and mutually approved by Magnolia Health Medicaid and NIA's Chief Medical Officers and senior clinical leadership
- Milliman Care Guidelines (MCG) Licensed Guidelines for physical medicine services
- NIA's Clinical Guidelines are available on [www.RadMD.com](http://www.RadMD.com)
- Algorithms are a branching structure that changes depending upon the answer to each question.
- The member's clinical information/medical record will be required for validation of clinical criteria before an approval can be made.
- NIA has a specialized clinical team focused on Physical Medicine.
- Peer-to-peer discussions are offered for any request that does not meet medical necessity guidelines.
- **Our goal – ensure that members are receiving appropriate care.**

# Understanding the Goal of the Physical Medicine Intake Questions (Algorithm)

Cause for Therapy: [Choose One] v  
ICD10 Code: [ ] Add Another Code  
Discipline of therapy being requested: [Choose One]

\*Is the cause of the illness/injury related to a Motor Vehicle Accident?

[Please select one] v

\*Is Another Party Financially Responsible for the patient's illness/injury?

[Please select one] v

\*Is the cause of the illness/injury related to the Patient's Employment?

[Please select one] v

What is the requested start date of the service? *mm/dd/yyyy*

[ ] 

Back (Provider)

Continue



Benefit of the algorithm

- No delay in treatment for member
- No delay in submitting claims



Once you submit your initial request for authorization, you will receive visits to get you started

- While the majority of the authorizations may be approved at the time of submission, a portion of them may pend for documentation submission at the time of entry.
- You will have the option to accept or decline approved visits.



Additional visits may be approved once clinical documentation has been submitted with subsequent requests process



# Member and Clinical Information Required for Authorization



**General Information:** Member, clinician, and facility information.

---



**Clinical Information at Intake:** Requested start date of service, initial evaluation date, and date of injury.

---



**Clinical Record Content:** Therapy initial evaluation, diagnosis, functional status (prior & current), functional deficits, objective tests and measures, standardized outcome tools (at your clinician's discretion), plan of care (including frequency, duration, interventions planned & goals\*), assessment (prognosis & limitations).

---

*\* Goals should be specific, measurable, and time-oriented, as well as targeting identified functional deficits. Refer to the "Provider Tip Sheet/Checklist" on [www.RadMD.com](http://www.RadMD.com) for more specific information.*

# Clinical Records Checklist



The Following Documentation is Required for Authorization Requests

Rehabilitative Cases			
	0 - 9 Visits	10 Visits or greater than 30 Days	Comments
Initial Evaluation	X	X	Include if not part of initial submission
Outcome Measure	X	X	Please send updated outcome measures with the progress note and/or at appropriate times
Daily Note	X	X	After IE, please send 2 most recent
Progress Note		X	

Habilitative Cases					
	0 - 30 Days	30 - 90 Days	3 - 11 Months	12 Months or Greater	Comments
Initial Evaluation	X	X	X	X	Include if not part of initial submission
Standardized Testing	X			X	Updated at least once yearly Consider a different test if deficits not shown on original test
Daily Notes	X	X	X	X	After IE, please send 2 most recent
Progress Notes		X	X	X	
Re-evaluation				X	

# NIA to Physician: Request for Clinical Information



CC\_TRACKING\_NUMBER      FAXC

**NIA**  
NATIONAL IMAGING ASSOCIATION  
National Imaging Associates, Inc.  
PO Box 4700  
Phoenix, AZ 85021-7100

PLEASE FAX THIS FORM TO:

Date: TODAY

ORDERING PROVIDER:	REQ PROVIDER:		
FAX NUMBER:	FAX RECIP PHONE:	TRACKING NUMBER:	CC_TRACKING_NUMBER:
RE: Authorization Request	MEMBER ID:	MEMBER ID:	
PATIENT NAME:	MEMBER NAME:		
HEALTH PLAN:	CAR NAME:		

**Request for Further Clinical Information**

We have received your request for PROC\_DESC. Please use this tool to assist us with the preauthorization process, by submitting by fax (Fax # \_\_\_\_\_) or phone all relevant information requested below. For information regarding NIA clinical guidelines used for determinations please see radmind.com. To speak with an Initial Clinical Reviewer please call: \_\_\_\_\_

1. Treating condition/diagnosis: \_\_\_\_\_
2. Brief relevant medical history and summary of previous therapy: \_\_\_\_\_
3. Surgery Date and Procedure (if any): \_\_\_\_\_
4. Date of initial evaluation: \_\_\_\_\_ Date of Re-evaluation: \_\_\_\_\_

RESULTS OF OBJECTIVE TESTS AND MEASURES: \_\_\_\_\_

\_\_\_\_\_



A fax is sent to the provider detailing what clinical information that is needed, along with a Fax Coversheet



We stress the need to provide the clinical information as quickly as possible so we can make a determination



Determination timeframe begins after receipt of clinical information



Failure to receive requested clinical information may result in non certification

# Submitting Additional Clinical Information



- Records may be submitted:
  - Upload to [www.RadMD.com](http://www.RadMD.com)
  - Fax using that NIA coversheet
- Location of Fax Coversheets:
  - Can be printed from [www.RadMD.com](http://www.RadMD.com)
  - Call 1-877-864-7237
- Use the case specific fax coversheets when faxing clinical information to NIA

## Request Verification Details

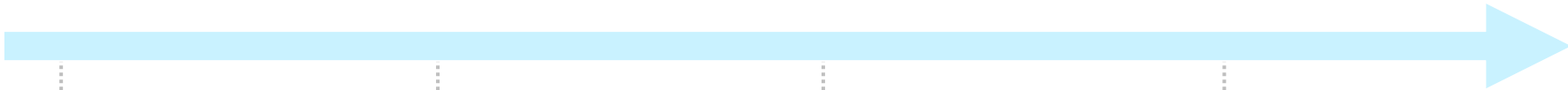
### Exam Request Verification: Detail

[Print Fax Coversheet](#) [Upload Clinical Document](#) [Request Additional Units](#)

**Member** **Provider**

	CC_TRACKING_NUMBER		FAXC
<b>NIA</b> National Imaging Associates, Inc. PO Box 2273 Maryland Heights, MO 63043 Fax #: 1-800-786-6864			
<b>FAX COVER</b>			
To:	REQ_PROVIDER	From:	National Imaging Associates, Inc. (NIA)
Fax:	FAX_RECIP_PHONE	Pages:	pPAGECOUNT
Phone:		Date:	TODAY
Re:	CC_TRACKING_NUMBER	CC:	N/A

# NIA Physical Medicine Program: UM/Prior Auth Process



Provider contacts NIA for prior authorization following the initial evaluation.

Clinical algorithm evaluates request based on information entered by provider to determine if real-time authorization is appropriate for initial request.

NIA Peer Clinical Review. If information captured in intake algorithm is insufficient to support automatic approval of services, clinical records must be submitted for review.

Determination and Notification

RadMD



Telephone



✓ Clinical information complete = **Services Approved**

? Additional clinical information required

Case is pended for clinical records.  
Outreach to provider for necessary clinical information.

- You will receive a Tracking Number: 123456789

✓ Services appear appropriate = **Approved**

- You will receive an approved Authorization Number/Case ID Number: 12345ABC1234

✗ Services not supported as medically necessary = **Adverse Determination**

✓ Authorization of a set of **visits** and a validity period. Notifications sent to member, provider, and ordering physician when mandated by state.

✗ Clinical information does not support the requested services as medically necessary.

**A peer-to-peer review is always available**

**Notification of final determination is sent to member, provider and ordering physician when mandated by state.**

Generally the turnaround time for completion of these requests is within two to three business days upon receipt of sufficient clinical information.

# Initiating a Subsequent Request



## When is a subsequent request appropriate?



- When you have an active authorization
- A need for continued care
- A change in the treatment plan or plan of care
- The addition of a new diagnosis

---

## How are subsequent requests initiated?



- Through the link on RadMD and
- Uploading or faxing updated clinical documentation

---

## When can it be initiated?



- Can be initiated at any time after receiving notification about the previous authorization
- Visits build on the original authorization

---

## Will I lose visits?



- Visits from a current authorization will not be lost and newly approved visits will be added to the original authorization

# Treating an Additional Body Part



If a provider is in the middle of treatment and gets a new therapy prescription for a different body part, the provider will perform a new evaluation on that body part and develop goals for treatment. See below for processes associated with the possible next treatment plans:



## Treating body parts concurrently:

- The request would be submitted as an addendum to the existing authorization, using the same process that is used for subsequent requests.
- NIA will add additional ICD 10 code(s) and visits to the existing authorization.



## Discontinuing care on original body part:

- The provider should submit a new request for the new diagnosis and include the discharge summary for the previous area. A new authorization will be processed to begin care on the new body part and the previous will be ended.

# Validity Period and Notification of Determination



## Authorization Notification

- The approval notification will include a fax coversheet that can be used for any subsequent requests.

### Validity Period

- Authorizations will include the number of approved visits with a validity period. It is important that the service is performed within the validity period.
- If you have an active authorization, a 30-day extension of the validity period can be obtained by contacting NIA.

## Denial Notification

- Notifications will include an explanation of what services have been denied and the clinical rationale for the denial
- A peer-to-peer discussion can be initiated once the adverse determination has been made.
- A re-review is available with new or additional information.
- Timeframe for re-review is 5 business days of the date of service.
- In the event of a denial, providers are asked to follow the appeal instructions provided in their denial letter.





## How Claims Should be Submitted

- Providers will continue to submit their claims to Magnolia Health
- Providers are strongly encouraged to use EDI claims submission

## Claims Appeals Process

- In the event of a prior authorization or claims payment denial, providers may appeal the decision through Magnolia Health
- Providers should follow the instructions on their non-authorization letter or Explanation of Payment (EOP) notification

# Physical Medicine Points



If multiple provider types are requesting services, they will each need their own authorization (i.e.: PT, ST, and OT services). \*\*Physical Medicine Services, all members, including members under 12 years of age.



The CPT codes for Physical, Occupational and Speech Therapy initial evaluations do not require an authorization for participating providers. Home Health or other providers of EPSDT rendered to members under 21 years of age that are utilizing codes outside of the standard billing CPT codes for evaluations will be required to obtain a prior authorization prior to rendering services.



After the initial visit, providers will have up 5 business days of the date of service to request approval from the date of the evaluation. If requests are received timely, NIA is able to backdate the start of the authorization to cover the evaluation date of service to include any other services rendered at that time.



Subsequent authorizations are an extension of the initial authorization and will require clinical documentation be uploaded to [www.RadMD.com](http://www.RadMD.com) or faxed to NIA at 1-800-784-6864.



An authorization will consist of number of visits and a validity period. Each date of service is calculated as a visit.



30-day extensions to the end date of current authorizations can be added by utilizing the “Request Validity Date Extension” option on RadMD.



**RadMD Website**  
[www.RadMD.com](http://www.RadMD.com)

## Available



24/7 (except during  
maintenance, performed  
every third Thursday of the  
month from 9 pm –  
midnight PST)



**Toll-Free Number**  
**1-877-864-7237**

## Available



**Monday - Friday**  
**7:00 AM – 7:00 PM CST**

- Request Authorization
  - View Authorization Status
  - View and manage Authorization Requests with other users
  - Upload Additional Clinical Information
  - View Requests for additional Information and Determination Letters
  - View Clinical Guidelines
  - View Frequently Asked Questions (FAQs)
  - View Other Educational Documents
- 
- Interactive Voice Response (IVR) System for authorization tracking

# Registering on RadMD.com To Initiate Authorizations

Allows Users the ability to view all approved, pended and in review authorizations for facility

**Everyone in your organization is required to have their own separate username and password due to HIPAA regulations.**

## STEPS:

1. Click the “New User” button on the right side of the home page.
2. Select “Physical Medicine Practitioner”
3. 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 username and password.
4. New users will be granted immediate access

**NOTE: On subsequent visits to the site, click the “Sign In” button to proceed.**

Offices that will be both ordering and rendering should request ordering provider access, this will allow your office to request authorizations on RadMD and view all approved, pended and in review authorizations under your organization.

**RadMD Sign In**  
24/7 online access for imaging facilities and health plans to NIA's RadMD Web site.  
**Sign In** **New User**

Which of the following best describes your company?  
Physical Medicine Practitioner

Physician's office that orders procedures  
Facility/office where procedures are performed  
Health Insurance company  
Cancer Treatment Facility or Hospital that performs radiation oncology procedures  
Physicians office that prescribes radiation oncology procedures  
Physical Medicine Practitioner (PT, OT, ST, Chiro, etc.)

**New Account User Information** | **Your Direct Report**

Choose a User ID:

First Name:  Last Name:  First Name:  Last Name:

Phone:  Fax:  Phone:  Email:

Email:  Confirm Email:

Company Name:  Job Title:

Address Line 1:  Address Line 2:

City:  State:

Zip:

# RadMD Enhancements



NIA offers a **Shared Access** feature on our [www.RadMD.com](http://www.RadMD.com) website. Shared Access allows ordering providers to view authorization requests initiated by other RadMD users within their practice.

Forgot your tracking number and need to check the status of your request? No problem! Just click on the **Forgot Tracking Number** link under the search box below and follow the prompts to search by the patient's PHI.

[Dismiss](#)

## Request

[Exam or specialty procedure](#)

(including Cardiac, Ultrasound, Sleep Assessment)

[Physical Medicine](#)

[Initiate a Subsequent Request](#)

[Radiation Treatment Plan](#)

[Pain Management](#)

or Minimally Invasive Procedure

[Spine Surgery or Orthopedic Surgery](#)

## Search

[View Request Status](#)

[View All Online Requests](#)

[View Customer Service Calls](#)

Tracking Number:

[Search](#)

[Forgot Tracking Number?](#)

## Resources and Tools

[Shared Access](#)

[Clinical Guidelines](#)

[Request access to Tax ID](#)

[Medicaid Disclosure Form](#)

[Edit your Personal Information](#)

[Change your Password](#)

*102 days until your password expires.*

[View the Online User Agreement](#)

[Health Plan Specific Educational Documents](#)

## Account Information

**Tip Of The Day:**

No account sharing is allowed; every person needs their own login and password.

**Quick Links:**

[Hours of Operation](#)

[Authorization Call Center Phone Numbers](#)

**Hot Topic:**

Effective, January 1, 2022, Magellan Healthcare (NIA) will be AvMed's contracted vendor for Radiation Oncology Services only. NIA will no longer be accepting outpatient imaging services for AvMed members. Please call 800-792-8790 to initiate high technology procedures.

Effective Dec.19, 2021, Magellan Healthcare no longer manages preservice review requests for Florida Blue commercial hip and knee surgery UM programs. On or after Dec.19, 2021 you will submit preservice review requests for hip and knee surgeries to Florida Blue through Availity@1 at availity.com.

Login As Username:

[Login](#)

If practice staff is unavailable for a period of time, access can be shared with other users in the practice. They will be able to view and manage the authorization requests initiated on [www.RadMD.com](http://www.RadMD.com), allowing them to communicate with members and facilitate treatment.

# When to Contact NIA



## Providers:

<p><b>Initiating or checking the status of an authorization request</b></p>	<ul style="list-style-type: none"><li>▪ Website, <a href="http://www.RadMD.com">www.RadMD.com</a></li><li>▪ Toll-free number 1-877-864-7237- Interactive Voice Response (IVR) System</li></ul>
<p><b>Initiating a Peer-to-Peer Consultation</b></p>	<ul style="list-style-type: none"><li>▪ Call 1-877-864-7237</li></ul>
<p><b>Provider Service Line</b></p>	<ul style="list-style-type: none"><li>▪ <a href="mailto:RadMDSupport@Evolent.com">RadMDSupport@Evolent.com</a></li><li>▪ Call 1-800-327-0641</li></ul>
<p><b>Provider Education requests or questions specific to NIA</b></p>	<ul style="list-style-type: none"><li>▪ Priscilla W. Singleton Provider Relations Manager 1-800-450-7281 Ext. 75023 <a href="mailto:psingleton@Evolent.com">psingleton@Evolent.com</a></li></ul>

# RadMD Demonstration



# Confidentiality Statement



*The information presented in this presentation is confidential and expected to be used solely in support of the delivery of services to Magnolia Health Medicaid members. By receipt of this presentation, each recipient agrees that the information contained herein will be kept confidential and that the information will not be photocopied, reproduced, or distributed to or disclosed to others at any time without the prior written consent of Magnolia Health and Evolent Health, LLC.*