Fidelis Care,
Wellcare, & Ambetter from WellCare of
New Jersey
Musculoskeletal (MSK)
Management Program

**Provider Training** 

PRESENTED BY:



# National Imaging Associates, Inc. (NIA) Program Agenda



## **Our MSK Program**



**Authorization Process** 

- Other Program Components
- 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 *goto* care partners in industry.
- 91 health plans/markets partnering with NIA for 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.





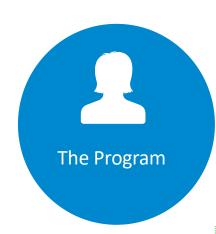
- 54 Medicaid plans/markets with NIA Medical Specialty Solutions in place.
- 18.65M Medicaid lives in addition to 2.15M Medicare Advantage lives participating in an NIA Medical Specialty Solutions program nationally.

# **Intensive Clinical Specialization & Breadth**

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



# NIA's MSK Prior Authorization Program



Fidelis Care NJ, Wellcare and Ambetter from WellCare of New Jersey will begin a prior authorization program through NIA for the management of MSK Services.



- MSK and expanded IPM program start date: July 1, 2023
- Original IPM program started:
   Medicaid &
   Medicare August
   1, 2021; Exchange –
   January 1, 2022
- Begin obtaining authorizations from NIA on July 1, 2023, via RadMD or Call Center for services rendered on or after July 1, 2023.



#### Procedures:

- Inpatient and outpatient hip, knee, shoulder, lumbar and cervical spine surgeries
- Expansion of the outpatient, interventional spine pain management services (IPM) to include spinal cord stimulators



- Medicaid
   (Fidelis Care NJ)
- Medicare (Wellcare)
- Exchange (Ambetter)



NIA will manage nonemergent select services for Fidelis Care NJ, Wellcare, and Ambetter from WellCare of New Jersey effective July 1, 2023, through Fidelis Care NJ, Wellcare, and Ambetter from WellCare of New Jersey's contractual relationships.



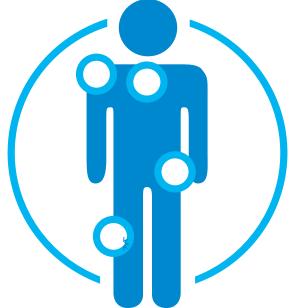
# NIA's Lumbar and Cervical Spine



# Targeted Lumbar and Cervical Spine Surgery

# Procedures Performed in an Inpatient and Outpatient Facility

- Cervical Anterior Decompression with Fusion –Single & Multiple Levels
- Cervical Posterior Decompression with Fusion –Single & Multiple Levels
- Cervical Posterior Decompression (without fusion)
- Cervical Artificial Disc Replacement Single & Two Levels
- Cervical Anterior Decompression (without fusion)
- Lumbar Microdiscectomy
- Lumbar Decompression (Laminotomy, Laminectomy, Facetectomy & Foraminotomy)
- Lumbar Spine Fusion (Arthrodesis) With or Without Decompression – Single & Multiple Levels
- Lumbar Artificial Disc Single & Two Levels
- Sacroiliac Joint Fusion







- Spinal Cord Stimulator Trial
- Spinal Cord Stimulator Insertion, Revision, or Removal



**Excluded from the Program Surgeries Performed in the following Settings:** 

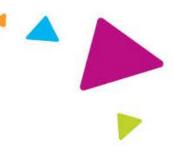
 Emergency Surgery – admitted via the Emergency Room

Please note that CPT Codes 22800-22819 used for reconstructive spinal deformity surgery do not require NIA/Fidelis Care NJ, Wellcare, or Ambetter from WellCare of New Jersey prior authorization. NIA will monitor the use of these CPT codes, but prior authorization is not currently required.



# NIA's Hip, Knee and Shoulder Surgery Performed in an Inpatient and Outpatient Facility





#### **Targeted Hip Surgery**

- Revision/Conversion Hip Arthroplasty
- Total Hip Arthroplasty/Resurfacing
- Femoroacetabular Impingement (FAI) Hip Surgery (includes CAM/pincher & labral repair)
- Hip Surgery Other (includes synovectomy, loose body removal, debridement, diagnostic hip arthroscopy, and extra-articular arthroscopy knee)

#### **Targeted Knee Surgery**

- Revision Knee Arthroplasty
- Total Knee Arthroplasty (TKA)
- Partial-Unicompartmental Knee Arthroplasty (UKA)
- Knee Manipulation under Anesthesia (MUA)
- Knee Ligament Reconstruction/Repair
- Knee Meniscectomy/Meniscal Repair/Meniscal Transplant
- Knee Surgery Other (includes synovectomy, loose body removal, diagnostic knee arthroscopy, debridement with or without chondroplasty, lateral release/patellar realignment, articular cartilage restoration)

#### **Targeted Shoulder Surgery**

- Revision Shoulder Arthroplasty
- Total/Reverse Shoulder Arthroplasty or Resurfacing
- Partial Shoulder Arthroplasty/Hemiarthroplasty
- Shoulder Rotator Cuff Repair
- Shoulder Labral Repair
- Frozen Shoulder Repair/Adhesive Capsulitis
- Shoulder Surgery Other (includes debridement, manipulation, decompression, tenotomy, tenodesis, synovectomy, claviculectomy, diagnostic shoulder arthroscopy)



Excluded from the Program

Hip, Knee and Shoulder Surgeries Performed in the following Settings:

 Emergency Surgery – admitted via the Emergency Room



# List of CPT Procedure Codes Requiring Prior Authorization





Review Claims/Utilization Review Matrix to determine CPT codes managed by NIA.



CPT Codes and their Allowable Billable Groupings.



Located on RadMD.com.



Defer to the Health Plan's Policies for Procedures not on Claims/Utilization Review Matrix.







#### Fidelis Care of New Jersey Utilization Review Matrix 2023 Outpatient Interventional Pain Management (IPM)

The matrix below contains all of the CPT 4 codes for which National Imaging Associates Inc. (NIA) authorizes on behalf of Fidelis Care.

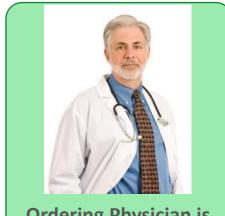
NIA issues authorizations based on the primary CPT code and its allowable billed groupings. A procedure can be billed under any **one** of the given CPT codes for that allowable billed grouping as long as a valid authorization number has been issued within the validity period.

Procedure Name	Primary CPT Code	Allowable Billed Groupings	Ancillary Procedures/Codes	
Authorization is provided at the <u>prov</u> can be associated with each procec primary request and, when complet authorization.	dure. These are assun	These codes do not require prior authorization. If the main procedure is approved, these codes are understood to be included and do not require precertification from the health plan.  *Please note: This is not an all-inclusive list of every possible ancillary code		
Sacroiliac Joint Injection	27096	27096, G0260		
Cervical/Thoracic Interlaminar Epidural	62321	62320, 62321		
Lumbar/Sacral Interlaminar Epidural	62323	62322, 62323		

1....Fide is Care Medicare IPM Utilization Review Matrix 2023 - rev 04/2023

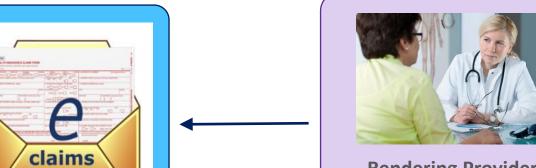


## **Prior Authorization Process Overview**



**Ordering Physician is** responsible for obtaining prior authorization. IPM provider may be both ordering and rendering

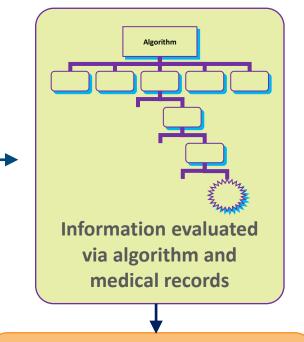






or by Phone

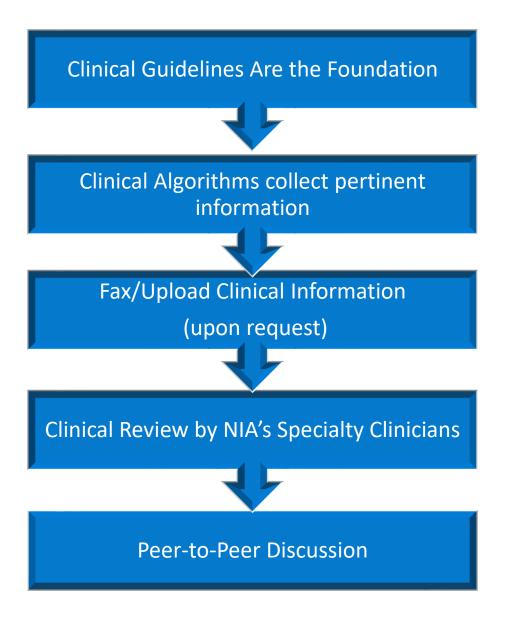
**Rendering Provider Performs Service and** ensures authorization was obtained



Current Status:	Approved	Name:	Evo Lent		Name:	Dr. Virginia Arlington
Validity Period:	03/01/20XX - 05/01/20XX	Subscriber ID:	R0000821		Physician ID	0000147-
Auth Number:	12345XYZ1234	Date of Birth:	3/24/1992			
		Gender:	Male			
		Product:	PPO			
		Health Plan:	1458 HP	Commercial PPO		
Place of Service		Details			RadMD.com	
Name:	MEMORIAL HOSPITAL	Date of Service:		X	Name:	ABCUser
Phone:		Auto Accident:	No		Company:	ABC Company
	2233 BUCHANAN ST	Pend/Reject Code:	E8		Username:	52452005
	New City, ST 12345	Out of State:	n/a		Job Title:	Representative
Fax:	Not available	Release of Info	Y	Email:	ABCUser@abc.com	
Facility ID:	TEST	Code:	'		Address:	321 Main St
Surgery	Out of Country: n/a		Supervisor	New City, ST 12345		
Setting:		Employment Related:	No		Name:	
		Another Party:	No			Supervisor@abc.com
		Level of Service:	Not Urgent			
		Procedures:	Total Hip Arthroplasty	/Resurfacing (left)		
		ICD10:	177.5			
		Reason:	Avascular n	ecrosis		



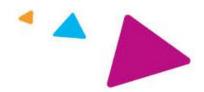
## NIA's Clinical Foundation & Review



- Clinical guidelines were developed by practicing specialty physicians, through literature reviews and evidenced-based research. Guidelines are reviewed and mutually approved by the Plan and NIA Medical Officers and clinical experts. Clinical Guidelines are available on <a href="RadMD.com">RadMD.com</a>
- 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 MSK.
- 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.



# Information for Authorization for IPM Injections

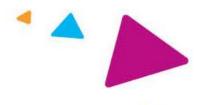


# Special Information

- Every IPM procedure performed requires a prior authorization; NIA does not pre-approve a series of epidural injections.
- Bi-lateral IPM injections performed on the same date of service do not require a separate authorization. An authorization will cover bi-lateral as well as multiple levels on the same date of service. (Please refer to guidelines for potential restrictions)
- Add on codes do not require separate authorization and are to be used in conjunction with approved primary code for the service rendered.



## **IPM Clinical Checklist Reminders**



#### IPM Documentation:



#### **Conservative Treatment**

• Frequently, specifics of active conservative treatment/non-operative treatment are not present in office notes. Details such as duration and frequency should be provided in order to ensure 6 weeks has been attempted within the past 6 months. Official physical therapy records do not need to be obtained but the provider should supply a summary of these details. Physical therapy is not the only means of active conservative treatment acceptable; physician directed home exercise programs as well as chiropractic care are among other examples of appropriate treatments.



#### Visual Analog Scale (VAS) Score and/or Functional Disability

 A VAS score is an acceptable method to relay intensity of pain. However, a description of functional disability is also accepted as a means for measuring pain (ie - noting that the member is no longer able to perform work duties, daily care, etc).



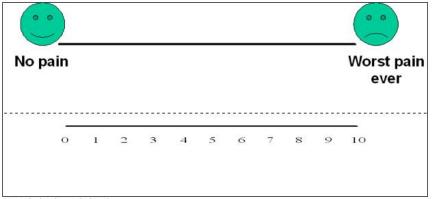
#### **Follow Up To Prior Pain Management Procedures**

For repeat treatments, follow up is required in regard to what procedure was completed, how much and for how long relief was obtained, active participation in ongoing conservative treatment, and to what level the pain has returned. A follow up office visit is not required; documentation of telephone encounters with the member are acceptable to satisfy this requirement.

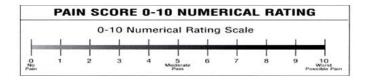


### **Sample Pain Rating Scales**

Visual analogue scale (VAS)



Numerical rating scale (NRS)



Faces rating scale (FRS)

#### Wong Baker Face Scale





# Information for Authorization for Surgery Procedures

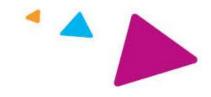


# **Special Information**

- Most surgeries will require only one authorization request. NIA will provide a list
  of surgery categories to choose from. The surgeon's office must select the most
  complex and invasive surgery being performed as the primary surgery.
  - Example 1: A lumbar fusion authorization includes decompression, instrumentation, etc.
  - Example 2: A knee ligament reconstruction includes meniscectomy, debridement, etc.
- Bilateral hip or knee surgeries require authorization for both the left and right side.
   These requests can be entered at the same time and will be reviewed concurrently.
   ACDF and posterior cervical fusion require authorization for each procedure.
   These requests can be entered at the same time and will be reviewed concurrently.
- Inpatient admissions will continue to be subject to concurrent review by the health plan.
- Date of Service is required.
- Facility admissions do not require a separate prior authorization. However, the facility should ensure that an NIA prior authorization has been obtained prior to scheduling the surgery.



# Surgery Clinical Checklist Reminders

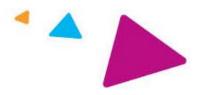


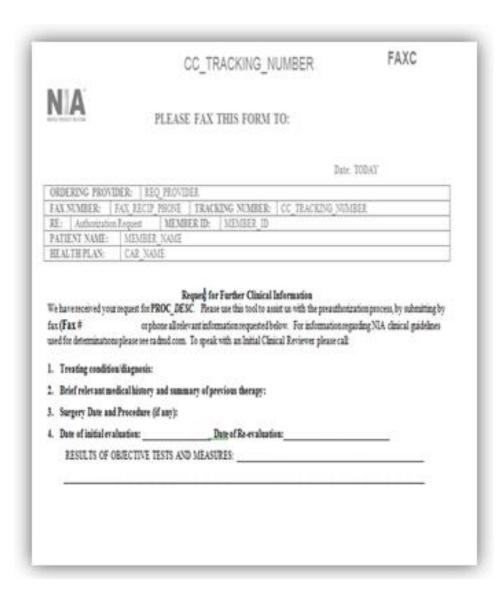
## **Surgery Documentation:**

- Details regarding the member's symptoms and their onset/duration
- Physical exam findings
- Conservative treatment modalities with dates and duration (e.g., physical therapy, home exercise plan, injections, medications, activity modification)
- Diagnostic imaging results
- Ordering physician's surgical plan (including a discussion about the potential risks and benefits of the procedure, BMI, smoking history, mental status for some surgeries)



# NIA to Physician: Request for Clinical Information







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.



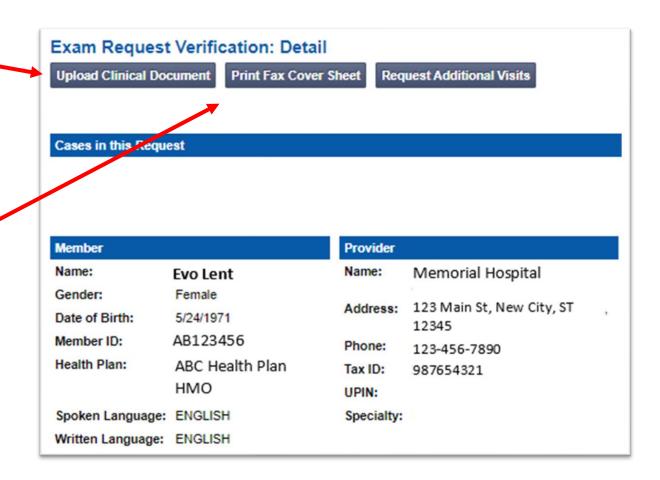
Failure to receive requested clinical information may result in non certification.



# **Submitting Additional Clinical Information**

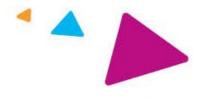
1 1

- Records may be submitted:
  - Upload to https://www.RadMD.com
  - Fax using that NIA coversheet
- Location of Fax Coversheets:
  - Can be printed from https://www.RadMD.com
  - Call
    - Medicaid: 1-866-249-1585
    - Medicare: 1-800-424-5388
    - Exchange: 1-800-642-7821
- Use the case specific fax coversheets when faxing clinical information to NIA





## Clinical Specialty Team: Focused on IPM and MSK





#### **IPM Reviews**

Initial clinical review performed by specially trained IPM nurses

Clinical review team will proactively reach out for additional clinical information

Anesthesiologists and pain management specialists conduct clinical reviews and peerto-peer discussions on IPM requests



## **MSK Surgery Reviews**

Initial clinical review performed by specialty trained surgery nurses

Surgery concierge team will proactively reach out for additional clinical information

Orthopedic surgeons or neurosurgeons conduct clinical reviews and peer-to-peer discussions on surgery requests



## **MSK Clinical Review Process**

# Physicians' Office Contacts NIA for Prior Authorization











- Additional clinical information submitted and reviewed Procedure Approved
- Additional clinical not complete or inconclusive Escalate to Physician Review



Designated & Specialized Clinical MSK Team interacts with Provider Community.

1)

2

3

4

System Evaluates Request Based on Information Entered by Physician & Physician Profile

• Additional clinical information required

#### **NIA Specialty Physician Reviewers**

• NIA Physician approves case <u>without</u> peer-to-peer



Peer-to-peer outbound attempt made if case is not approvable

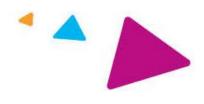
- NIA Physician approves case with peer-to-peer
- Ordering Physician withdraws case during peer-to-peer
- Physician denies case based on medical criteria

Key NIA Differentiators

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



# NIA Urgent/Expedited MSK Authorization Process



## **Urgent/Expedited MSK Authorization Process**

- If an urgent clinical situation exists (outside of a hospital emergency room) during business hours, please call NIA immediately.
- The NIA website <a href="https://www.RadMD.com">https://www.RadMD.com</a> cannot be used for medically urgent or expedited prior authorization requests during business hours. Those requests must be processed by calling the NIA call center at Medicaid & Exchange: 1-866-249-1585 or Medicare: 1-800-424-5388.
- Turnaround time is within 1 Business day not to exceed 72 Business
   Calendar Hours.



## Notification of Determination

#### **Authorization Notification**

- Validity Period Authorizations are valid for:IPM
  - 60 days from date of service

#### **Surgical**

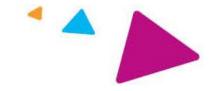
- Inpatient 60 days from date of service
- Outpatient- SDC/Ambulatory –60 days from date of service
- The date of service that is selected at the time of the prior authorization request, will be used to determine the validity period. If the date of service changes please contact NIA to update.

#### **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/reconsideration may be available with new or additional information.
- Timeframe for re-review/reconsideration is 7 business days (Medicaid) or 180 calendar days (Ambetter) from the date of the denial notification.
- Medicare re-opens are not available.
- In the event of a denial, providers are asked to follow the instructions provided in their denial letter.



## **IPM Points**





Injections in all regions of spine are managed



Date of service is required for all requests



Each IPM procedure must be prior authorized



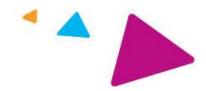
No series of epidural injections



Specialty Nurses and Physicians will review IPM requests



# MSK Surgery Points – Lumbar/Cervical Spine Surgery





Inpatient and outpatient non-emergent surgeries



Spine Surgery is focused on lumbar and/or cervical spine surgeries



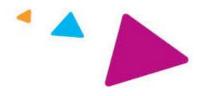
For spinal surgeries, only one authorization request per surgery. For example, a lumbar fusion authorization includes decompression, instrumentation, etc.



CPT Codes 22800-22819 used for reconstructive spinal deformity surgery and the associated instrumentation do not require prior authorization. NIA will monitor the use of these CPT codes.



# MSK Surgery Points – Hip, Knee and Shoulder Surgery





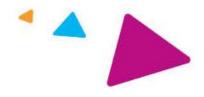
Bilateral hip or knee surgeries require authorization for both the left *and* right side. These requests can be entered at the same time and will be reviewed concurrently. ACDF and posterior cervical fusion require authorization for each procedure. These requests can be entered at the same time and will be reviewed concurrently.



Surgeries addressing the following are not included in the musculoskeletal management program: trauma, amputation, fracture, active infection, pediatric conditions, congenital malformation, dysplasia (hip), palsy/plegia, osteochondritis dissecans (knee), osteotomy (knee), tumor, cyst, cancer, arthrodesis, girdle resection (hip), denervation (hip), joint dislocation, hemiarthroplasty (hip), hardware removal, & foreign body



# MSK Surgery Points – For all Surgeries





Specialized Orthopedic Surgeons or Neurosurgeons will review surgery requests. Inpatient admissions will continue to be subject to concurrent review by the health plan.



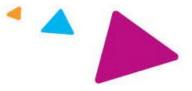
Facility admissions do not require a separate prior authorization. However, the facility should ensure that an NIA prior authorization has been obtained prior to scheduling the surgery.



Authorizations are valid for 60 days from the date of service. NIA must be notified of any changes to the date of service.



## **Provider Tools**





#### **RadMD Website**

RadMD.com

### **Available 24/7**



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



#### **Toll-Free Number**

Medicaid: 1-866-249-1585

Medicare: 1-800-424-5388

Exchange: 1-800-642-7821



Available Monday - Friday

8:00 AM - 8:00 PM EST

- 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



## NIA's Website

## https://www.RadMD.com

#### **RadMD Functionality varies by user:**

- Ordering Provider's Office View and submit requests for authorization.
- Rendering Provider Views approved, pended and in review authorizations for their facility.
- IPM providers are typically both the ordering and the rendering provider.

# Online Tools Accessed through https://www.RadMD.com:

- NIA's Clinical Guidelines
- Frequently Asked Questions
- Quick Reference Guides
- IPM Checklist
- RadMD Quick Start Guide
- Claims/Utilization Matrices





## Registering on RadMD.com to Initiate Authorizations

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

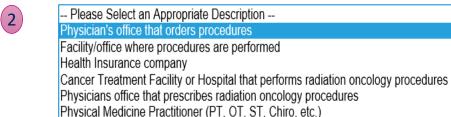
#### STEPS:

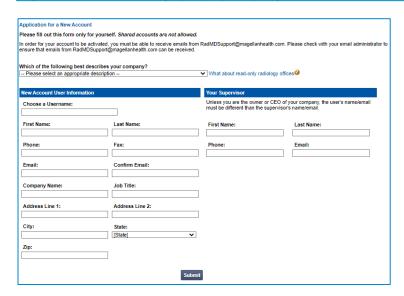
- 1. Click the "New User" button on the right side of the home page.
- 2. Select "Physician's office that orders procedures"
- 3. Fill out the application and click the "Submit" button.
  - You must include your e-mail address in order for our Webmaster to respond to you with your NIA-approved username and password.

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 see the status of those authorization requests.









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

#### **IMPORTANT**

- Everyone in your organization is required to have their own separate username and password due to HIPAA regulations.
- Designate an "Administrator" for the facility who manages the access for the entire facility.

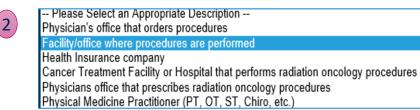
#### STEPS:

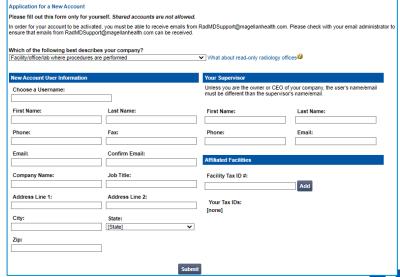
- 1. Click the "New User" button on the right side of the home page.
- 2. Select "Facility/office where procedures are performed"
- 3. Fill out the application and click the "Submit" button.
  - You must include your e-mail address in order for our Webmaster to respond to you with your NIA-approved username and password.
- 4. New users will be granted immediate access

NOTE: On subsequent visits to the site, click the "Sign In" button to proceed.

If you have multiple staff members entering authorizations and you want each person to be able to see all approved, pended and in review authorizations, they will need to register for a rendering username and password. The administrator will have the ability to approve rendering access for each employee. This will allow users to see all approved, pended and in review authorizations under your organization.









## RadMD Enhancements

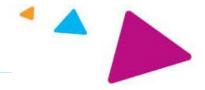
NIA offers a **Shared Access** feature on our <u>RadMD.com</u> website. Shared Access allows ordering providers to view authorization requests initiated by other RadMD users within their practice.

		Provider Resources	User	•
Request	Resources and Tools			
Exam or specialty procedure	Shared Access			
(including Cardiac, Ultrasound, Sleep Assessment)	Clinical Guidelines			
Physical Medicine Initiate a Subsequent Request	Request access to Tax ID			
Radiation Treatment Plan	News and Updates			
Pain Management or Minimally Invasive Procedure				
Spine Surgery or Orthopedic Surgery				
Genetic Testing				
	Login As Username:	Login		
Request Status				
Search for Request	Tracking Number:	Search		
View All My Requests	Forgot Tracking	Number?		

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 <a href="RadMD.com">RadMD.com</a>, allowing them to communicate with members and facilitate treatment.



### When to Contact NIA



<b>Initiating or</b>
checking the status
of an authorization
request

Website, <a href="https://www.RadMD.com">https://www.RadMD.com</a>

Medicaid: 1-866-249-1585; Medicare: 1-800-424-5388;

Exchange: 1-800-642-7821

Interactive Voice Response (IVR) System

Initiating a Peer-to-Peer Consultation

Medicaid: 1-866-249-1585

Medicare: 1-800-424-5388

Exchange: 1-800-642-7821

**Provider Service Line** 

RadMDSupport@evolent.com

Call 1-800-327-0641

Provider Education requests or questions specific to NIA

Seth CohenSenior Manager, Provider Relations1-410-953-2418

seth.cohen@evolent.com



# 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 Fidelis Care NJ, Ambetter from WellCare of New Jersey, and Wellcare 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 Fidelis Care NJ, Ambetter from WellCare of New Jersey, Wellcare, and Evolent Health, LLC.



