

## Sentara Health Plans Medical Specialty Solutions

**Provider Training** 



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

- Introduction to NIA
- Our Program
  - Authorization Process
  - Other Program Components
  - Provider Tools and Contact Information
- RadMD Demo
- Questions and Answers

## NIA Specialty Solutions

National Footprint / Experience

#### **National Footprint**

- Since 1995 delivering Medical Specialty Solutions; one of the *go-to* care partners in industry.
- 88 health plans/markets –
  partnering with NIA for
  management of Medical Specialty
  Solutions.
- 32.79M national lives –
  participating in an NIA Medical
  Specialty Solutions Program
  nationally.
- Diverse populations Medicaid, Exchanges, Medicare, Commercial, FEP, Provider Entities.



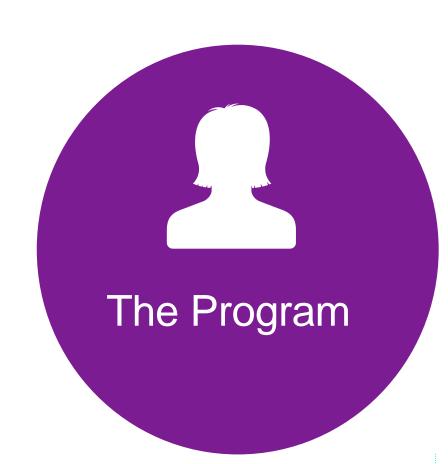
#### Commercial/Medicaid/Medicare Expertise/Insights

- 42 Commercial and 56 Medicaid plans/markets with NIA Medical Specialty Solutions in place.
- 10.66M Commercial and 20.51M
  Medicaid lives nationally in addition
  to 1.63M Medicare Advantage

## Intensive Clinical Specialization & Breadth

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

## NIA's Prior Authorization Program



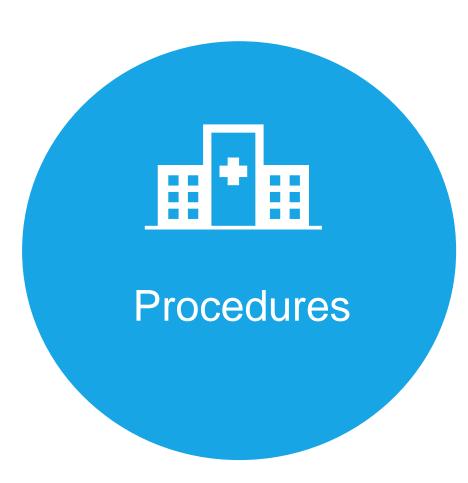
Sentara Health
 Plans will begin a
 prior authorization
 program through
 NIA for the
 management of
 outpatient imaging
 services.



Program start date:September 18, 2023

#### Settings:

- Ambulatory Surgical Centers
- Outpatient facilities
- Provider offices

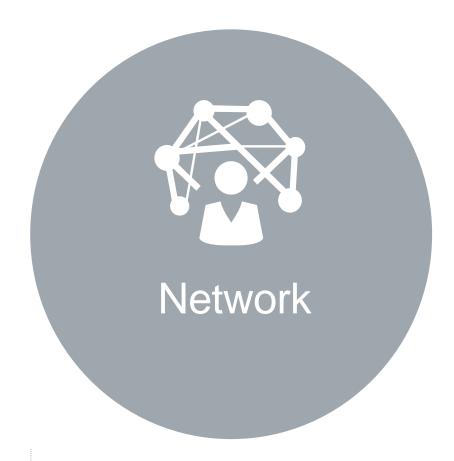


#### Procedures:

- CT/CTA
- CCTA
- MRI/MRA
- PET Scan
- Myocardial Perfusion Imaging (MPI)
- MUGA Scan
- Stress Echocardiography
- Echocardiography
- Left Heart Catheterization
- Cardiac
   Resynchronization
   Therapy (CRT)
- Implantable Cardioverter Defibrillator (ICD)
- Pacemaker Insertion



- Medicaid
- Exchange Programs
- Commercial Programs
- Medicare



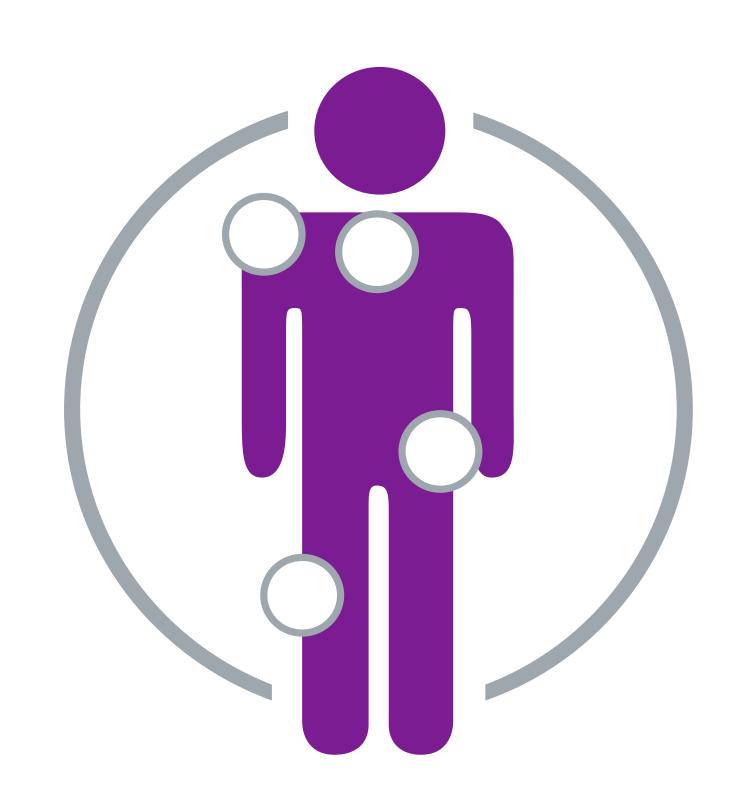
NIA's Medical
 Specialty Solutions
 for non-emergent
 outpatient Medical
 Specialty Solutions
 services for Sentara
 Health Plans
 membership will be
 managed through
 Sentara Health Plans
 contractual
 relationships.

## NIA's Prior Authorization Program

Effective September 18, 2023, only non-emergent procedures performed in an outpatient setting require authorization with NIA.\*\*



- CT/CTA
- CCTA
- MRI/MRA
- PET Scan
- Myocardial Perfusion Imaging (MPI)
- MUGA Scan
- Stress Echocardiography
- Echocardiography
- Left Heart Catheterization
- Cardiac Resynchronization
   Therapy (CRT)
- Implantable Cardioverter Defibrillator (ICD)
- Pacemaker Insertion





Excluded from the Program
Procedures Performed in the
following Settings:

- Hospital Inpatient
- Observation
- Emergency Room
- Urgent Care

## 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 Sentra Health Plans Policies for Procedures not on Claims/Utilization Review Matrix.





#### Sentara Health Plans Utilization Review Matrix 2024

The matrix below contains the CPT 4 codes for which National Imaging Associates, Inc. (NIA)\* manages on behalf of Sentara Health Plans. This matrix is designed to assist in the resolution of claims adjudication and claims questions related to those services authorized by NIA. The "Allowable Billed Groupings" is meant to outline that if a given procedure is authorized, that any one of the listed procedure codes could be submitted on a claim representing that service. This assumes that the member is eligible at the time of the service, that appropriate rebundling rules are applied, that the claim includes an appropriate diagnosis code for the CPT code and that the service is performed within the validity period.

If a family of CPT codes is not listed in this matrix, an exact match is required between the authorized CPT code and the billed CPT code. If the exact match does not occur, the charge should be adjudicated accordingly.

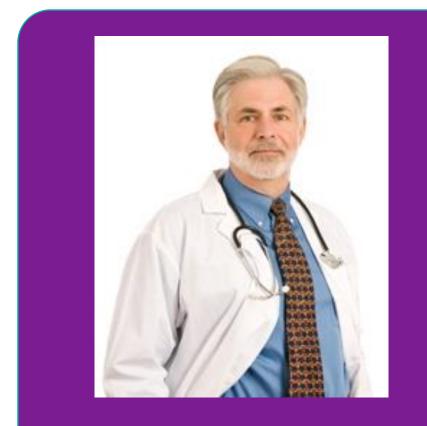
Please note: Services rendered in an Emergency Room, Observation Room or Hospital Inpatient setting are not managed by NIA.

Authorized CPT Code	Description	Allowable Billed Groupings		
33225	Cardiac Resynchronization Therapy (CRT)	33221, 33224, 33225, 33231		
33249	Implantable Cardioverter Defibrillator (ICD)	33230, 33240, 33249		
33208	Pacemaker Insertion	33206, 33207, 33208, 33212, 33213		
70336	MRI Temporomandibular Joint	70336		
70450	CT Head/Brain	70450, 70460, 70470, +0722T		
70480	CT Orbit	70480, 70481, 70482, +0722T		
70486	CT Maxillofacial/Sinus	70486, 70487, 70488, 76380, +0722T		
70490	CT Soft Tissue Neck	70490, 70491, 70492, +0722T		
70496	CT Angiography, Head	70496		
70498	CT Angiography, Neck	70498		
70540	MRI Orbit, Face, Neck and/or Internal Auditory Canal	70540, 70542, 70543, +0698T		
70544	MRA Head	70544, 70545, 70546		
70547	MRA Neck	70547, 70548, 70549		
70551	MRI Brain (with or without Internal Auditory Canal views)	70551, 70552, 70553, +0698T		
70554	Functional MRI Brain	70554, 70555		
71250	CT Chest	71250, 71260, 71270, 71271, +0722T		
71271	Low Dose CT for Lung Cancer Screening	71271		
71275	CT Angiography, Chest (non-coronary)	71275		
71550	MRI Chest	71550, 71551, 71552, +0698T		
71555	MRA Chest (excluding myocardium)	71555		
72125	CT Cervical Spine	72125, 72126, 72127, +0722T		
72128	CT Thoracic Spine	72128, 72129, 72130, +0722T		
72131	CT Lumbar Spine	72131, 72132, 72133, +0722T		
72141	MRI Cervical Spine	72141, 72142, 72156, +0698T		
72146	MRI Thoracic Spine	72146, 72147, 72157, +0698T		
72148	MRI Lumbar Spine	72148, 72149, 72158, +0698T		
72159	MRA Spinal Canal	72159		

"Effective 1/20/2023, National Imaging Associates, Inc. is now a subsidiary of Evolent Health. Evolent Health and its affiliates and subsidiaries collectively referred to as "Evolent."

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## Prior Authorization Process Overview



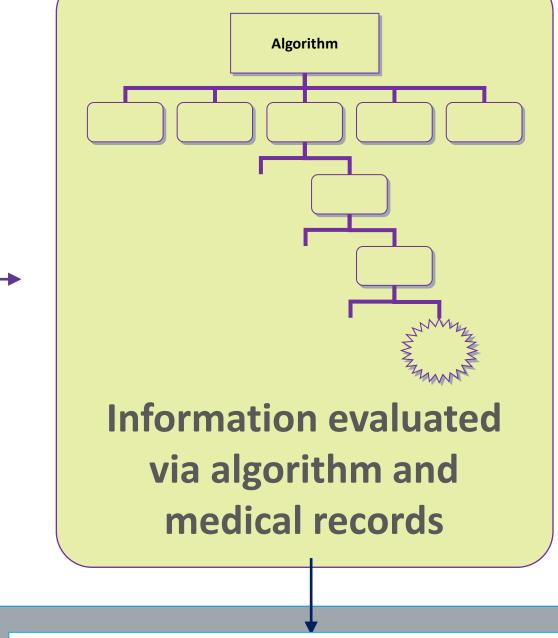
Ordering Physician is responsible for obtaining prior authorization.



Submit Requests
Online Through
RadMD.com



or by Phone



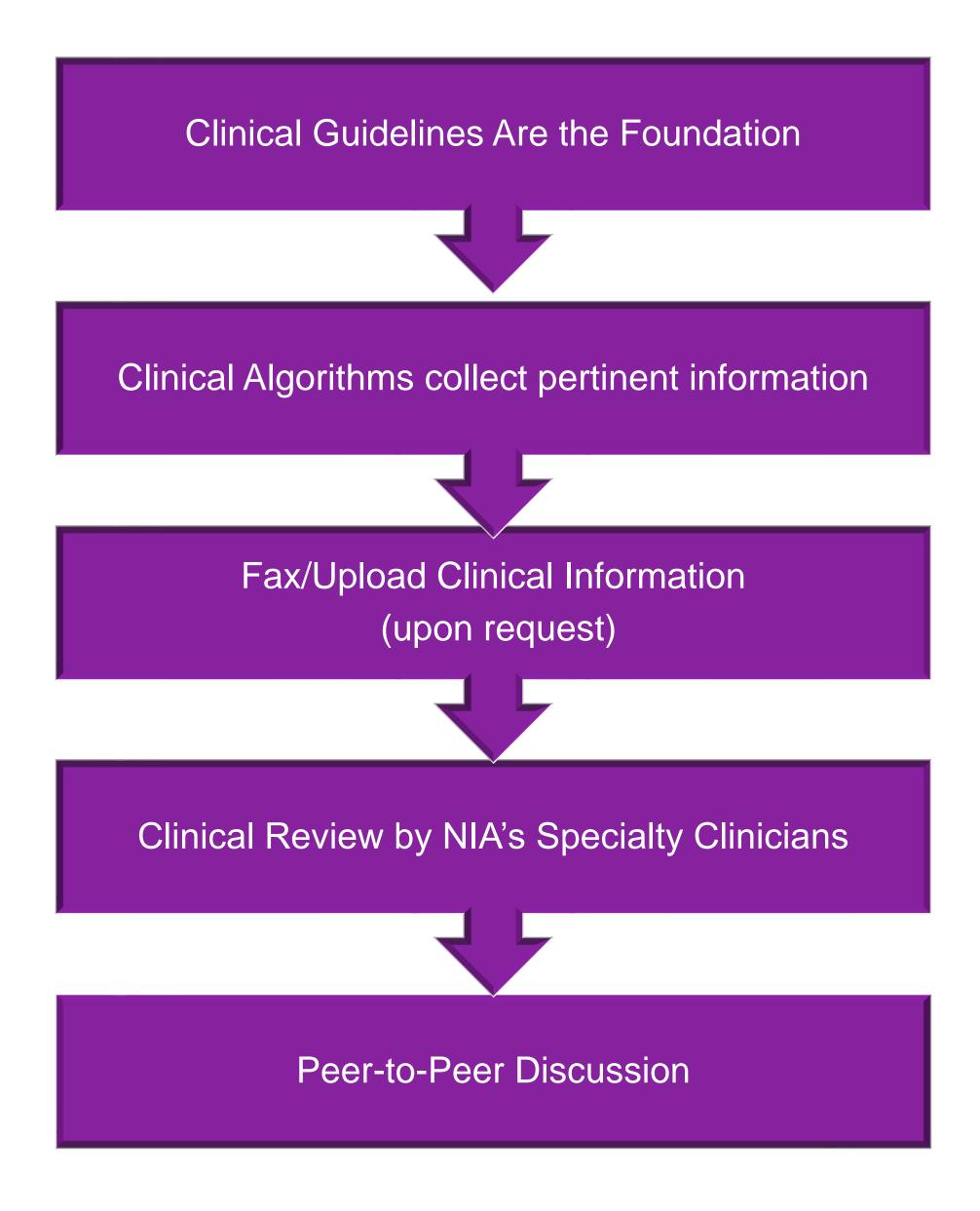




Rendering Provider
Performs Service and
ensures authorization was
obtained



## 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 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.
- 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.

## Member and Clinical Information Required for Authorization

#### General

 Includes: ordering physician information, member information, rendering provider information, requested examination, etc.

#### Clinical Information

- Includes clinical information that will justify examination, symptoms and their duration, physical exam findings
- Preliminary procedures already completed (e.g., x-rays, CTs, lab work, ultrasound reports, scoped procedures, referrals to specialist, specialist evaluation)
- Reason the study is being requested (e.g., further evaluation, rule out a disorder)

## Clinical Specialty Team Review

# Routing **Timeliness Automated**

# Clinical Specialization Pods Overseen by a Medical Director Advanced Imaging Physical Genetic Testing Oncology Cardiology Pain Management Surgery

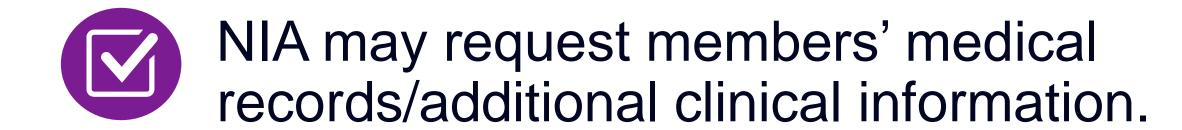


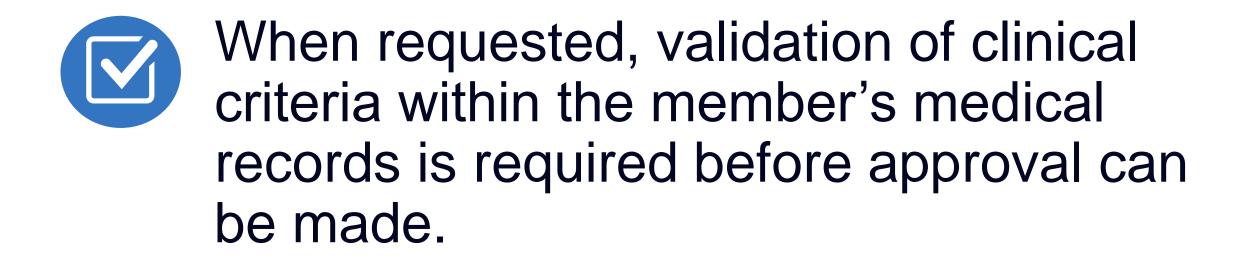
#### **Physician Review Team**

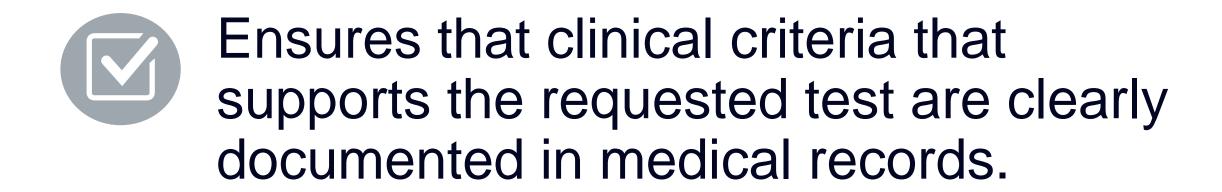
Physician Panel of Board-Certified Physician Specialists with ability to meet any State licensure requirements

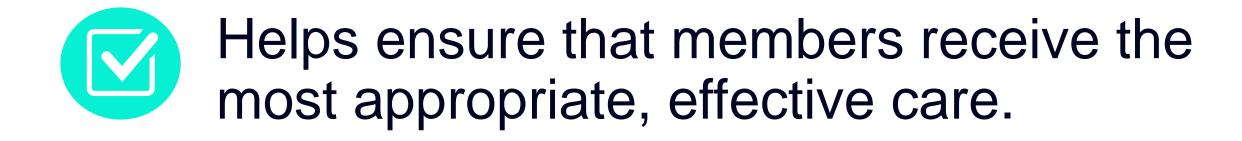
Physician clinical reviewers conduct peer reviews on specialty products (cardiology, radiation oncology, interventional pain management, surgery, sleep management and genetic testing)

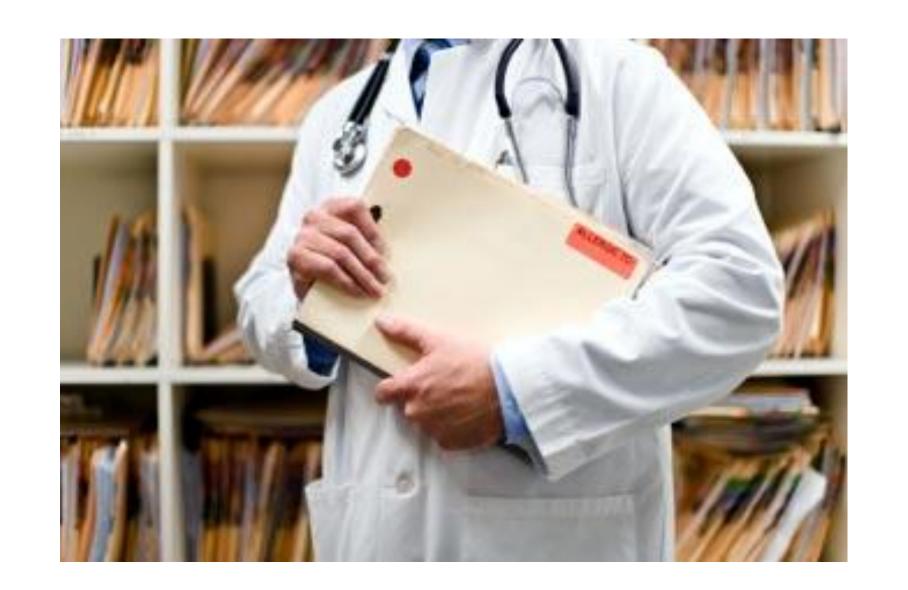
#### Document Review











# NIA to Ordering Physician: Request for Additional Clinical Information

CC\_TRACKING\_NUMBER

FAXC



#### ABDOMEN - PELVIS CT PLEASE FAX THIS FORM TO: 1-800-784-6864

Date: TODAY

ORDERING PHYSICIAN:	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:	HEALTH_PLAN_DESC					
We have received your request for Abdomen - Pelvis CT. As we are unable to approve based on the information provided						
to date, please respond to this fax as soon as possible.						

Study Requested was: Abdomen - Pelvis CT For documentation ALWAYS PROVIDE:

- The most recent office visit note
- 2. Any office visit note since initial presentation of the complaint/problem requiring imaging
- Any supporting documentation such as diagnostic or imaging reports that corroborate abnormalities
  or the requirement for follow-up imaging

Further specifics and examples are listed below:

FAX\_QUESTIONS\_ADDL

aaIfaddlfaxquestions

a) Abdominal pain evaluation:

Provide details regarding history of abdominal pain (history- onset, trauma mechanism, if relevant, effect on/change w/ bowel or urinary habits, relevant past medical history- bowel disease or surgery, etc; examination, including pelvic/rectal examinations; diagnostic work-up- submit reports demonstrating abnormalities; prior treatment/consultation, if any).

b) Abnormal finding on examination, imaging or laboratory test:

Provide the office visit note(s) or lab/imaging report that documents the abnormality found and any needed explanation of the relevance to the request for abdomen/pelvis CT imaging

c) Suspicion of cancer:

Provide the office visit/consultation notes indicating rationale for suspicion of cancer, along with relevant examination, diagnostic/imaging reports indicating the relevance of an imaging test in further evaluation of a possible malignancy

History of cancer

Provide the office visit note describing the current symptoms or issue and the history; report of the biopsy and/or relevant treatment reports that will document the cell type of the cancer and treatment to date.

e) Pre-operative evaluation:

Provide the office visit note/consultation by the surgical specialist indicating the operation planned and indications. It is usually expected that planned pre-operative evaluation will be ordered by the surgeon in conjunction with surgical scheduling so that the two coincide within a four week/30 day period.

f) Post-operative evaluation:

CC\_TRACKING\_NUMBER

FAXC



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.



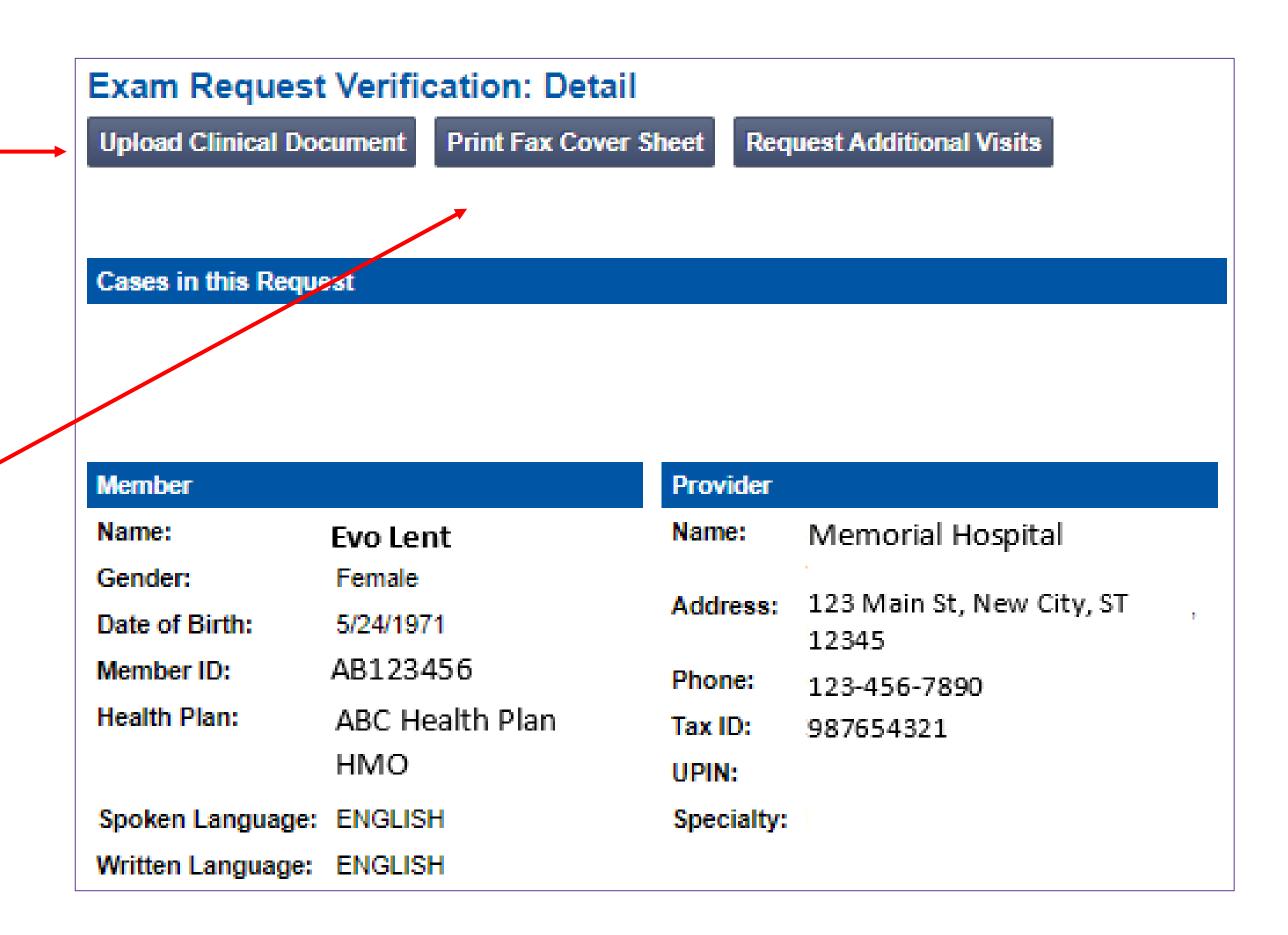
Determination timeframe begins after receipt of clinical information.



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

## Submitting Additional Clinical Information

- Records may be submitted:
  - Upload to https://www.RadMD.com
  - Fax using that NIA coversheet
- Location of Fax Coversheets:
  - Can be printed from https://www.RadMD.com
  - Call 1-800-424-1663
- Use the case specific fax coversheets when faxing clinical information to NIA



## Clinical Review Process

## Physicians' Office Contacts NIA for Prior Authorization







Key NIA

**Differentiators** 



#### NIA Initial Clinical Specialty Team Review

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



Designated & Specialized Clinical Team interacts with Provider Community.

1

2

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

- Clinical information complete Procedure Approved
- Additional clinical information required Pends for clinical validation of medical records

4

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

• NIA Physician approves case without 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-topeer
- Physician denies case based on medical criteria

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

## NIA Urgent/Expedited Authorization Process

## Urgent/Expedited 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 1-800-424-1663.
- Turnaround time is within 1 Business day not to exceed 72 Calendar Hours.

## Notification of Determination

#### **Authorization Notification**

- Validity Period Authorizations are valid for:
  - 90 calendar days from date of request.

#### **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 reconsideration for Commercial and Exchange is available with new or additional information. Timeframe for reconsideration is 45 calendar days from the denial.
- A re-review for Medicaid must be requested verbally within 30 days of denial.
- A re-open for Medicare is allowed:
  - Within 1 year from the date of the decision for any reason (if the case is not under appeal).
  - Within 4 years from the date of the decision for good cause.
  - If the determination is unfavorable, in whole or in part, but only for the purpose of correcting a clerical error.
- In the event of a denial, providers are asked to follow the appeal instructions provided in their denial letter.

## Claims and Appeals

## How Claims Should be Submitted

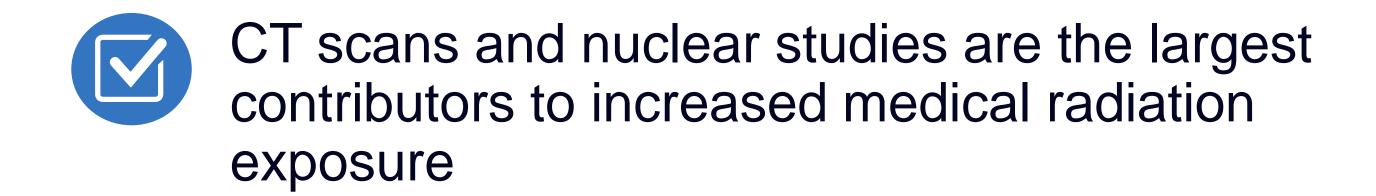
- Rendering providers/Imaging providers should continue to send their claims directly to Sentara Health Plans.
- Providers are strongly encouraged to use EDI claims submission.
- Check on claims status by logging on to the Sentara Health Plans website at: www.Sentarahealthplans.com

#### Claims Appeals Process

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

## Radiation Safety and Awareness





According to the 2019 NCRP Report, a dramatic decrease in average radiation dose per person by as much as 15 – 20% has been demonstrated due to radiation safety and technological advances.



NIA has developed a Radiation Awareness Program designed to create member and physician awareness of radiation concerns

### **Provider Tools**



#### **RadMD Website**

RadMD.com

#### **Available**



24/7 (except during maintenance, performed every third Thursday of the month from 12 PM – 3 AM ET



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

1-800-424-1663

#### **Available**



Monday - Friday 8 AM – 8 PM ET

- 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

#### 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. Ability to submit outpatient imaging requests on behalf of ordering provider.

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

- NIA's Clinical Guidelines
- Frequently Asked Questions
- Quick Reference Guides
- 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.

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.



-- Please Select an Appropriate Description --

#### 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.)

Application for a New Account
Please fill out this form only for yourself. Shared accounts are not allowed.
In order for your account to be activated, you must be able to receive emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from RadMDSupport@magellanhealth.com. Please check with your email administrator to ensure that emails from R

# 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:**

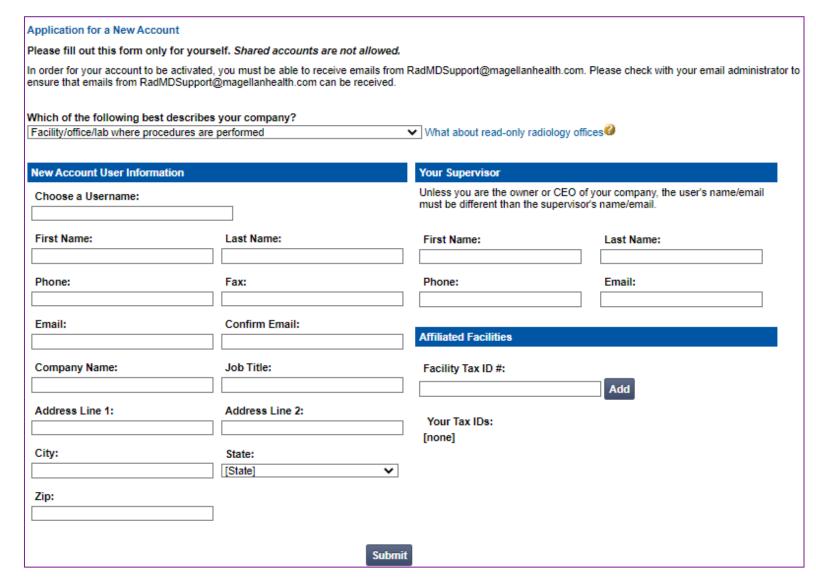
- 1. Click the "New User" button on the right side of the home page.
- 2. Select "Facility/office where procedures are performed"
- 3. Fill out the application and click the "Submit" button.
  - You must include your e-mail address in order for our Webmaster to respond to you with your NIA-approved username 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. Each user will need to complete an application on RadMD. This will allow users to see all approved, pended and in review authorizations under your Tax ID Number. Rendering access will also allow facility to submit outpatient imaging requests on behalf of ordering provider.



-- Please Select an Appropriate Description -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.)



#### 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	<b>V</b>
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

#### Providers:

Initiating or checking the status of an authorization request
Initiating a Peer-

Initiating a Peerto-Peer Consultation

Provider Service Line

Provider Education requests or questions specific to NIA

- Website, <a href="https://www.RadMD.com">https://www.RadMD.com</a>
- Toll-free number 1-800-424-1663
- Interactive Voice Response (IVR) System

Call 1-800-424-1663

- RadMDSupport@evolent.com
- Call 1-800-327-0641

Lori A. Fink
 Provider Relations Manager
 1-410-953-2621

Ifink@Evolent.com

### When to Contact NIA

# Member questions about authorizations

# Sentara Health Plans Staff

- Sentara Health Plans can obtain Health Plan access to https://www.RadMD.com
- Follow-up with their Ordering Physician.
- Check the status of an authorization:
  - Website, <a href="https://www.RadMD.com">https://www.RadMD.com</a>
  - NIA toll-free number 1-800-424-1663
- Check the case notes and authorization activity of an existing authorization:
  - Website, <a href="https://www.RadMD.com">https://www.RadMD.com</a>
  - NIA toll-free number 1-800-424-1663
- For assistance with any issues or questions regarding a specific authorization request or provider/facilities not showing on RadMD:
  - Carla Balzer, Account Executive
  - **•** 214-692- 3739
  - CBalzer@Evolent.com
- For provider education requests:
  - Lori A. Fink, Provider Relations Manager
  - **410-953-2621**
  - LFink@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 Sentara Health Plans 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 Sentara Health Plans and National Imaging Associates, Inc. (NIA).



## Thank you!