### Prior Authorization of Musculoskeletal Therapy & Chiropractic services for Blue Cross and Blue Shield Medicare and Medicaid Programs

**Provider Orientation** 



### **Company Highlights**

# 4K employees including 1K clinicians

# Headquartered in Bluffton, SC Offices across the US including:

- Lexington, MA
- Colorado Springs, CO
- Franklin, TN
- Greenwich, CT

- Melbourne, FL
- Plainville, CT
- Sacramento, CA

# SHARING A VISION AT THE CORE OF CHANGE.

100M members managed nationwide



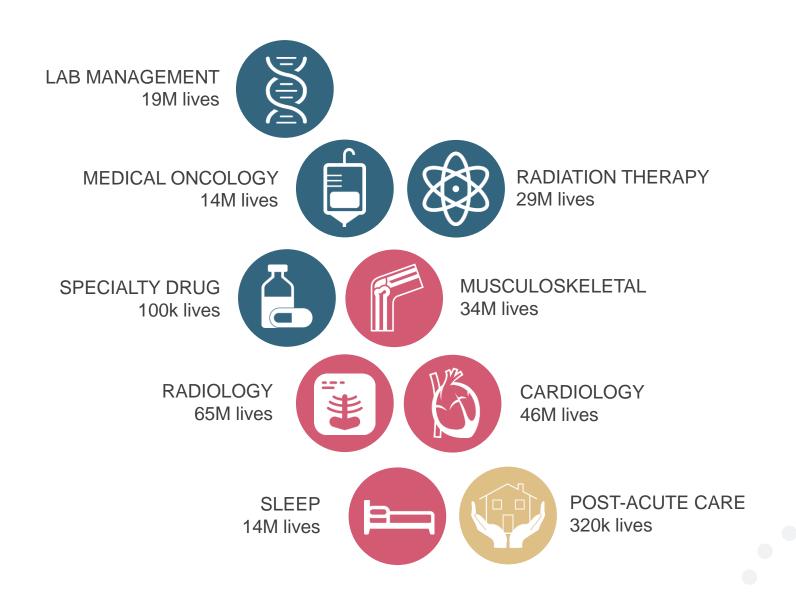








### **Integrated Solutions**





# Musculoskeletal Solution Experience

- 8 years' experience since 2008
- 30+ regional and national clients
- 34M total membership
  - 25.5M Commercial membership
  - 2M Medicare membership
  - 6.5M Medicaid membership
- 3,120 average cases built per day

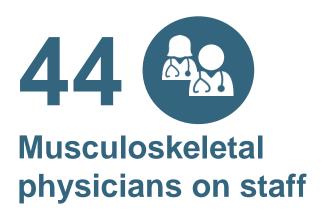






# **Our Clinical Approach**

### **Musculoskeletal by the Numbers**



66 Co Musculoskeletal-trained nurses on staff



35
Million lives
covered

### **Evidence-Based Guidelines**

### The foundation of our musculoskeletal solution:





Medicare LCDs & NCDs



Academic institutional experts and community physician panels



Current clinical literature

### Aligned with National Societies

- American Academy of Neurology
- American College of Rheumatology
- American Association of Neurological Surgeons
- American Academy of Orthopedic Surgeons
- American Society of Interventional Pain Physicians
- North American Spine Society
- American College of Occupational and Environmental Medicine
- American Academy of Physical Medicine and Rehabilitation
- American Association of Hip and Knee Surgeons

- American Pain Society
- Official Disability Guidelines
- Medicare Guidelines
- Spine Intervention Society
- American Academy of Orthopedic Surgeons
- The American Orthopedic Society for Sports Medicine
- Cochrane Reviews
- American Physical Therapy Association
- American Chiropractic Association
- American Occupational Therapy Association
- American Speech Language Hearing Association
- American Society of Anesthesiologists

# Service Model

### **Client Provider Operations**

The Client Provider Operations team is responsible for high-level service delivery to our health plan clients as well as ordering and rendering providers nationwide

## **Client Provider Representatives**



Client Provider Representatives are cross-trained to investigate escalated provider and health plan issues.

### Client Service Managers



Client Service Managers lead resolution of complex service issues and coordinate with partners for continuous improvement.

## Regional Provider Engagement Managers



Regional Provider Engagement Managers are on-the-ground resources who serve as the voice of eviCore to the provider community.

### **Why Our Service Delivery Model Works**



One centralized intake point allows for timely identification, tracking, trending, and reporting of all issues. It also enables eviCore to quickly identify and respond to systemic issues impacting multiple providers.

Complex issues are escalated to resources who are the subject matter experts and can quickly coordinate with matrix partners to address issues at a root-cause level.

Routine issues are handled by a <u>team</u> of representatives who are cross trained to respond to a variety of issues. There is no reliance on a single individual to respond to your needs.

### **Program Goals**

- Authorize medically necessary services which require the skills of a licensed professional
- Promote evidence-based practice
- Identify and review treatment interventions where evidence is not present or does not support use
- Provide evidence-based guidelines to support authorization decisions and educate practitioners
- Decrease or eliminate unexplained practice variation and unnecessary visits
- Manage costs efficiently so members can continue to receive quality care and skilled services

### **Clinical Philosophy**

- Support patient-centered care founded on best available evidence
- Promote functionally oriented and measureable treatment programs

......

- Focus on skilled, medically necessary treatment interventions
- Empower patient independence
- Eliminate practice variation that cannot be explained or justified

To be considered reasonable and necessary the following conditions must each be met:

- The services shall be considered under accepted standards of medical practice to be a <u>specific and effective</u> treatment for the patient's condition.
- There must be an expectation that the patient's condition will improve significantly in a reasonable (and generally predictable) period of time.
  - Exception skilled maintenance therapy may be approved based on CMS definition
- The amount, frequency, and duration of the services must be reasonable under accepted standards of practice.

### **Additional Requirements for Therapy Services:**

- Services shall be of such a level of complexity and sophistication or the condition of the patient shall be such that the services required can be safely and effectively performed only by a therapist, or in the case of physical therapy and occupational therapy by or under the supervision of a therapist.
- Services that do not require the performance or supervision of a therapist are <u>not skilled</u> and are not considered reasonable or necessary therapy services, even if they are performed or supervised by a qualified professional.

### **Accepted Standards of Medical Practice**

• For these purposes, "accepted standards of medical practice" means standards that are based on credible scientific evidence published in the peer-reviewed literature generally recognized by the relevant healthcare community, specialty society evidence-based guidelines or recommendation, or expert clinical consensus in the relevant clinical areas.

### **Utilization Management**

### **Clinical Case Managers review for:**

- Need for skilled services
  - Level of complexity that requires the skills of a licensed practitioner
- The frequency of care needed
- Initiation of home program
  - Transition repetitive exercises (stretching and strengthening) from clinic to the home environment
- The progress (or lack of progress) of the patient
- Patient compliance

# Prior Authorization Program for Blue Cross and Blue Shield Medicare and Medicaid Programs

### **Program Overview**

eviCore began accepting requests on May 22, 2017 for dates of service June 1, 2017 and beyond.

# Prior authorization applies to services that are:

- Outpatient
- Elective/Non-Emergent

# eviCore Prior authorization does not apply to services that are performed in:

- Emergency room
- Inpatient
- Early Childhood Intervention (ECI) 3

It is the responsibility of the performing provider to request prior authorization approval for services.

### **Applicable Membership**

<u>Authorization is required</u> for Blue Cross and Blue Shield members enrolled in the following programs:

- Blue Cross and Blue Shield of Illinois
  - Medicare and Medicaid members
- Blue Cross and Blue Shield of Montana
  - Medicare members
- Blue Cross and Blue Shield of New Mexico
  - Medicare members
- Blue Cross and Blue Shield of Oklahoma
  - Medicare members
- Blue Cross and Blue Shield of Texas
  - Medicare and Medicaid members

### **Prior Authorization Required:**

- Physical Therapy
- Speech Therapy
- Occupational Therapy
- Chiropractic

To find a list of CPT (Current Procedural Terminology) codes that require prior authorization through eviCore, please visit:

https://www.evicore.com/healthplan/bcbs

### **Prior Authorization Program**

 Clinical reviewers evaluate clinical information to determine whether services are medically necessary.

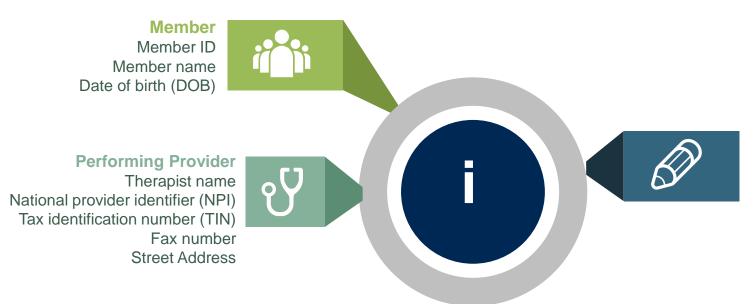
 Providers must request authorization before care is administered to ensure payment for services rendered.

### **Prior Authorization Requests**

### How to request prior authorization:



### **Needed Information**



#### Requests

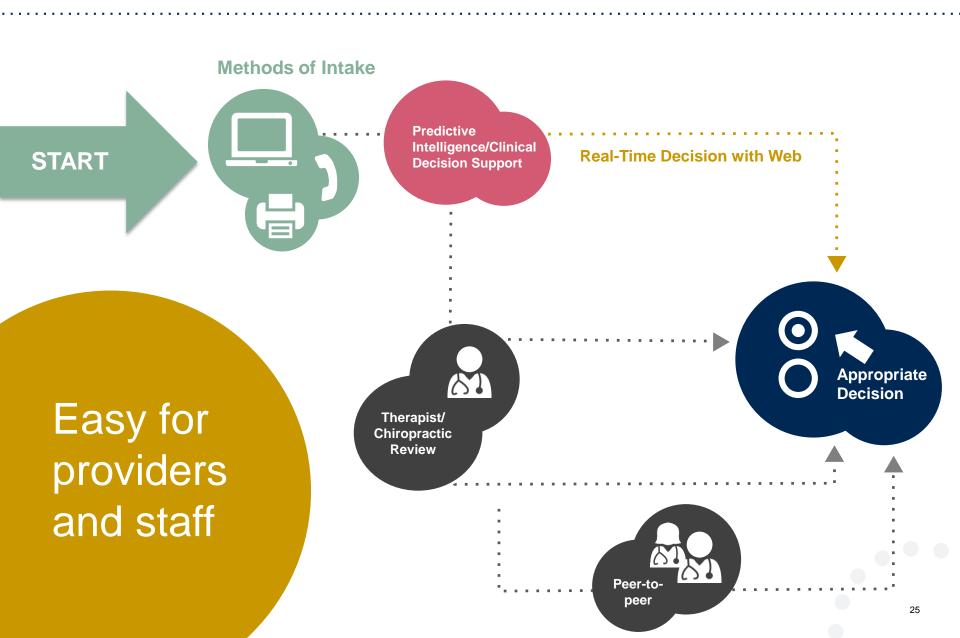
Select MSMPT, MSMOT, MSMST or Chiropractic for requested services

The appropriate diagnosis code for the working of differential diagnosis

#### If clinical information is needed, please be able to supply:

- Patient's subjective complaints, objective examination findings, and level of function
- Information from Treatment Request Clinical Worksheet
- Information should be current (collected within the past 10 days)
- · Office notes will be requested as needed

### **Clinical Review Process**



### **Prior Authorization Process**

- Complete your initial evaluation
  - The initial evaluation does <u>not</u> require prior authorization.
- Notify eviCore healthcare within 7 days of the initial visit.
- Start date should be the first day of treatment (Date of initial evaluation or visit following if treatment was not provided during the initial visit)
- You will be asked to include clinical information including but not limited to:
  - Patient demographics
  - Provider demographics
  - Diagnosis
  - If this is a request for post-surgical care
  - Patient reported functional outcomes
  - Complexities
  - If there are existing authorizations within the system, questions will be asked to determine if this is a new condition

### **Prior Authorization Process**

#### WHAT HAPPENS NEXT?

Your submission will receive <u>a real time decision</u> or be sent for <u>clinical</u> <u>review</u>

Real time decisions (applies to web and phone submissions ONLY)

- if the clinical information provided meets medical criteria, the case may be eligible for a real time decision.
- Decision is based on the information provided including the diagnosis and condition severity.
- The approved visits/units should be spread over the entire approved period to prevent a gap in care.
- If more care is required after the approval period ends, the provider may submit a new request with current clinical information.

**Clinical Review** (applies to fax submissions and requests for continuing care)

- Current clinical information will be requested
- Collected within the seven days prior
- Clinical worksheets available at <u>www.evicore.com</u> under the Clinical Guidelines and Forms section

### **Prior Authorization Program Process – Important Concepts**

### **Overlapping Requests**

- Request for more visits within the existing approved time period
- Information you provide should explain why the visits could not be spread over the approved period
- Review to determine if additional visits are medically necessary
  - Approve
  - Deny additional visits within the existing approved period
  - Partially approve Visits will be approved with a new start date
    - Existing authorization end date plus one day
- eviCore healthcare will approve one date extension per Approved Time Period up to 30 days as long as the authorization has not expired.
- Date extension can be requested via the online portal.

### **Prior Authorization Process – Important Concepts**

### **Authorization decisions include:**

- Visits
- Units These represent the total # of CPT codes that can be billed over the approved period
- Approved Time Period

**Example** – 1 visit, 4 units from 1/1/16 to 1/1/16

Units example – 97110 x4 or 97110 x2, 97035 x1, 97112 x1

Spread the Visits/Units over the approved period to prevent a gap in care.

### **Clinical Information Worksheets**

- The treatment request clinical worksheets are therapy specific and designed to assist with the submission of patient and provider information for medical necessity review.
- Worksheets should be used as a guide for questions the therapist will be prompted to answer when completing the online requests.
- These worksheets should be completed by the provider during the initial consultation and treatment planning, collecting the clinical information to allow for ease of submission.
- Worksheets are available through our web portal and are therapy-specific to the treatment request.

https://www.evicore.com/solution/pages/musculoskeletal.aspx

### **Examples of Clinical Worksheets**

evicore healthac	PT/OT Treatment Request Musculoskeletal Condition  For NON-URGENT requests, please fax this con 855.774.1319. If there are any inconsistencies we section. Failure to provide all relevant informatio	ompleted document alo with the medical office on may delay the deter	ksheet		hiropractic Treatment	t Request Clinical	Worksh	ieet -
First Name:  DOB (mm/dd/yy Street Address:  City: Home Phone: Health Plan:  First Name: Primary Special Physician Phone Address: City: Office Contact:	the web at ev/Core.com. URGENT (same day) I  Middle Initial:  Cell Phone:  Member ID:  TIN:	Last Name:  Cender:  State:  Last Name:  Physician Fax:  State:	ient/Member	ore healthcare	umbar Spine  r NON-URGENT requests, please far biter are any inconsistencies with the medium relevant information may delay the date idelines and har Form section. You may used. URGENT (same days) REGUESTS  Middle Initial:  Cell Phone:  Member ID:	s completed document along with r cal office records, please elaborate mination. Phone and fax numbers by also log into the provider portal	medical records, im	
Contact Email:  First Name:  Group/Site Nam Primary Special Site Phone:  Address: City:  Diagnosis, if kno	ty. TIN:	Last Name:  Site Fax:  State:	cility/Site Ordering F	Address: City: Office Contact: Contact Email: First Name: Group/Site Name: Primary Specialty:	TIN:	Site Fax: Suite #: State: Zip:	Information	S. What was the result of the previous treatment?
ICD-10 Codes: Auth/Reference Date of last visit  CONFIDENTIALITY NOTICE: regulations such as the Health (s) named above. If you are no	Number (if continued care):  This fax transmission, and any documents attached to insurance Portability and Accountability Act of 1996 (if the intended regiptent, or a person responsible for de	(HIPAA). This informati elivering it to the intend	Diagnosis Faci	Site Phone: Address: City: Diagnosis, if known or ri ICD-10 Codes: Auth/Reference Number			9. Are any Red Flags present?  Articular Derangements  Congenital connective tissue disorders  Signs or symptoms of cancer, chemotherapy or organic disease Neurological disorders	
disclosure, copying, distribution or use of any of the information contained in or attached to this transmission received this transmission in error, please immediately notify eviCore healthcare and destroy the original trithem in any manner.  eviCore healthcare   www.eviCore.com   400 Buckwalter Place Blvd * Blufftc			Date of last visit:  CONFIDENTIALITY NOTICE: This fax transmission, and any documents attached to it may contain confidency under the state of the regulations such as the Health insurance Portability and Accountability Act of 1996 (HPAA). This informatic (s) named above, I you are not the intended recipient, or a person responsible for delivering it to the intendidactionsure, copying, distribution or use of any of the information contained in or attached to this transmission received this transmission in error, please immediately north evidone healthcare and destroy the original trather in any manner.  eviCore healthcare   www.eviCore.com   400 Buckwaiter Place Blvd • Blufffor			IS (HEPAA). This information is into relevering it to the intended recip tached to this transmission is STR and destroy the original transmissi	r pr itter ipie IRI sio	History of Infection Fracture or dislocation secondary to acute trauma Signs and symptoms of vertebrobasilar Insufficiency Circulatory or cardiovascular disorders Scollosis > 20 degrees adult or > 10 degress child Fever or localized redness and swelling No Red Flags present Bone weakening of destructive disorders Unknown  10. Choose any of the following circular sam findings that are present: Radiating pain below knee reproduced on Incompleted testing Incompression of stretch test Diffuse ache on passive motion None/unknown specific exam findings Pain referred from muscle or trigger points  Page 2 of:

### **Prior Authorization Outcomes**



- Medicare requests are processed within 14 calendar days
- IL Medicaid requests are processed within 4 calendar days
- TX Medicaid requests are processed within 3 business days
- Authorizations time frames will vary based on the members condition, generally it will be 30 calendar days from the date of determination



- Faxed to ordering provider and rendering facility.
   (verbal outreach for urgent requests)
- Mailed to the member, (verbal outreach for urgent requests)
- Information can be printed on demand from the eviCore healthcare Web Portal

Denied Requests:

- Communication of denial determination
- Communication of the rationale for the denial
- How to request a Peer Review

Delivery:

- Faxed to the ordering provider and rendering facility (verbal outreach for urgent requests)
- Mailed to the member (verbal outreach for urgent requests)

### **Prior Authorization Outcomes – Medicare**

# > Pre-Decision Consultation

- If your case requires further clinical discussion for approval, we welcome requests for clinical determination discussions from rendering provider prior to a decision being made.
- In certain instances, additional information provided during the predecision consultation is sufficient to satisfy the medical necessity criteria for approval.

### **Prior Authorization Outcomes - Medicaid**

### Peer-to-Peer Review

- If a request is denied and requires further clinical discussion for approval, we welcome requests for clinical determination discussions from referring providers. In certain instances, additional information provided during the consultation is sufficient to satisfy the medical necessity criteria for approval.
- Peer-to-Peer reviews can be scheduled at a time convenient to your provider.

### **Special Circumstances**



### **Appeals**

- eviCore will manage first level appeals
- Appeals must be made in writing within 120 calendar days and 30 calendar days for IL Medicaid cases. eviCore will respond within 30 calendar days, and 15 business days for IL Medicaid requests.



- Contact eviCore by phone to request an expedited prior authorization review and provide clinical information
- Urgent Cases will be reviewed with 72 hours of the request.

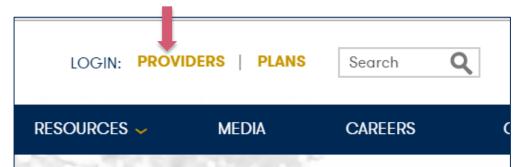
### **Web Portal Services**

#### eviCore healthcare website

Point web browser to evicore.com



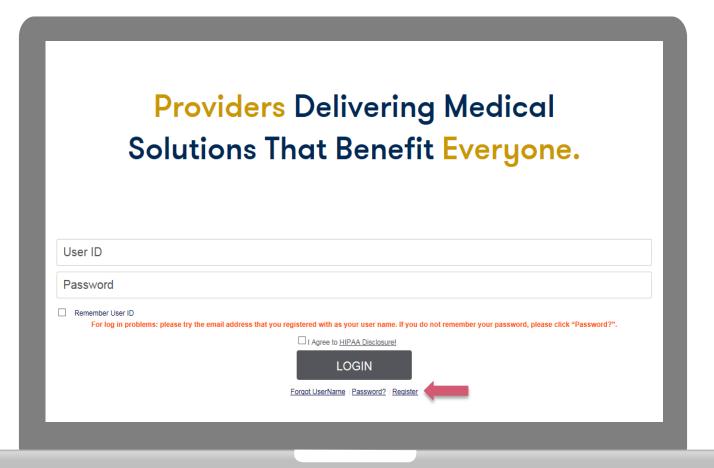
Click on the "Providers" link



Login or Register

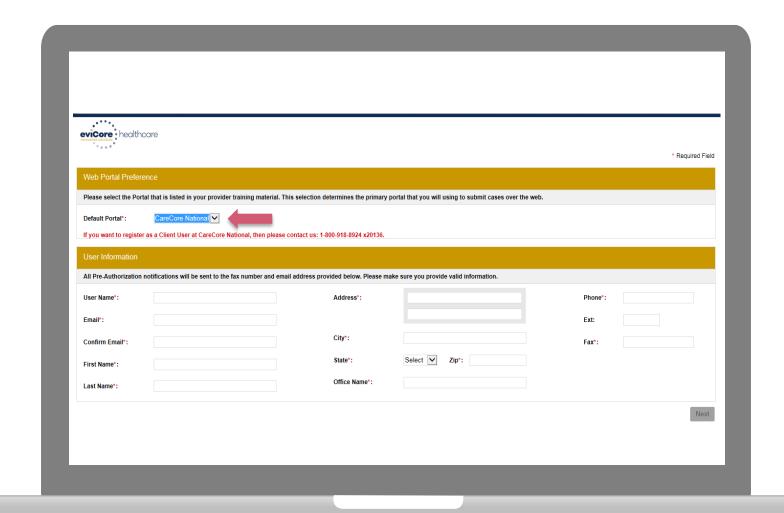


# **Creating An Account**



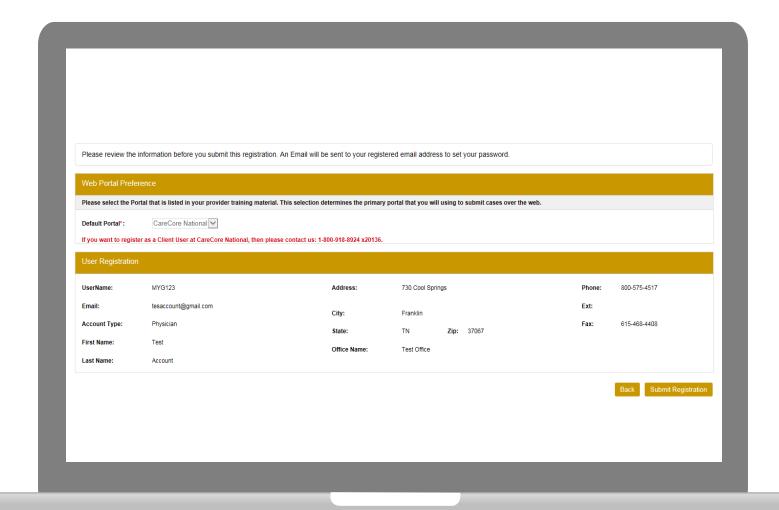
To create a new account, click Register.

# **Creating An Account**



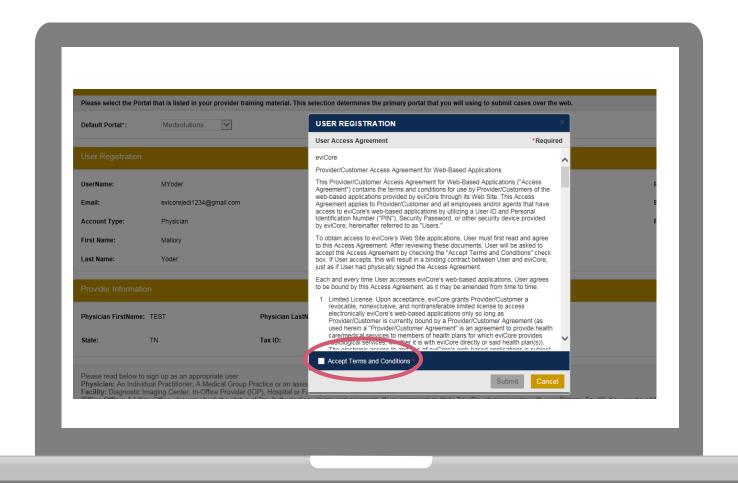


# **Creating An Account**





# **User Registration-Continued**





# **User Registration-Continued**

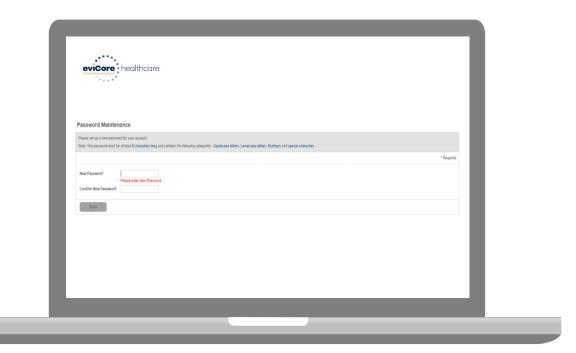


You will receive a message on the screen confirming your registration is successful. You will be sent an email to create your password.

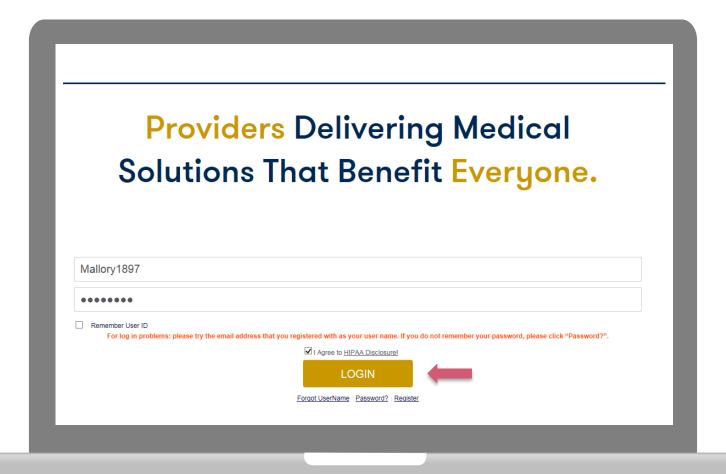
#### **Create a Password**

# Your password must be at least (8) characters long and contain the following:

- Uppercase letters
- Lowercase letters
- Numbers
- Characters (e.g., ! ? \*)



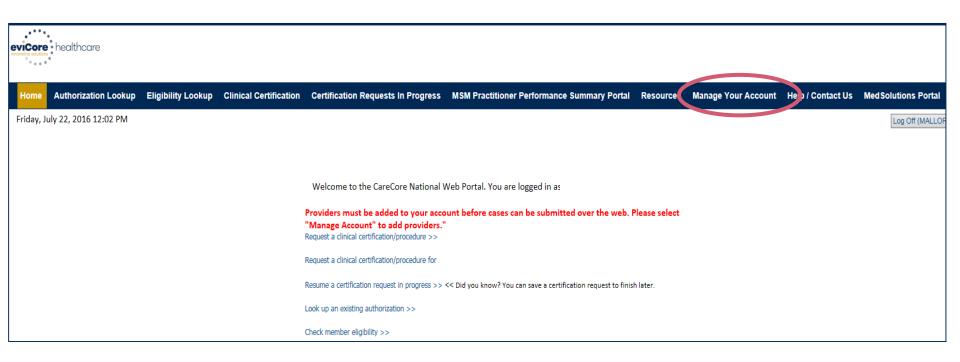
# **Account Log-In**



To log-in to your account, enter your User ID and Password. Agree to the HIPAA Disclosure, and click "Login."

# **Account Overview**

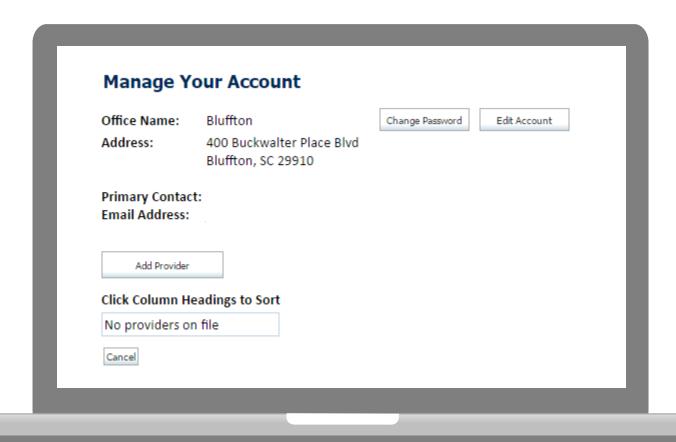
#### **Welcome Screen**



Providers will need to be added to your account prior to case submission. Click the "Manage Account" tab to add provider information.

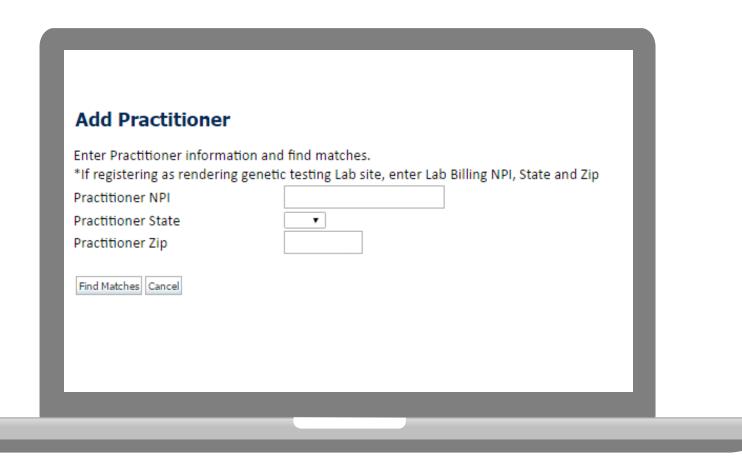
<u>Note</u>: You can access the MedSolutions Portal at any time if you are registered. Click the MedSolutions Portal button on the top right corner to seamlessly toggle back and forth between the two portals without having to log-in multiple accounts.

### **Add Practitioners**



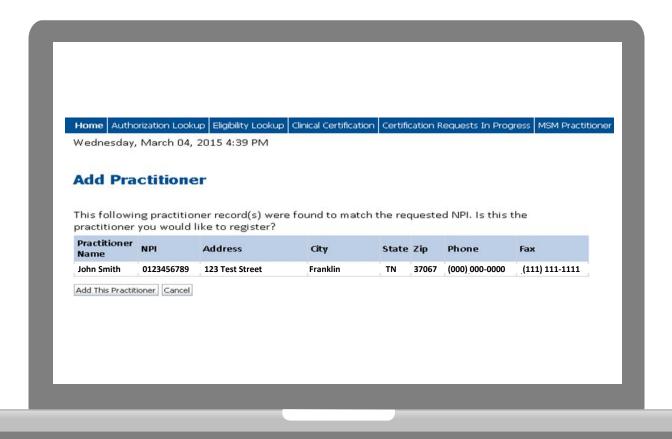
Click the "Add Provider" button.

#### **Add Practitioners**



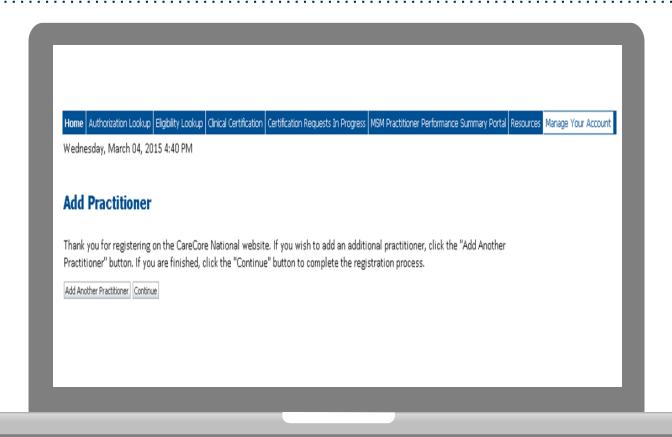
Enter the Provider's NPI, State, and Zip Code to search for the provider record to add to your account. You are able to add multiple Providers to your account.

# **Adding Practitioners**



Select the matching record based upon your search criteria

## **Manage Your Account**



- Once you have selected a practitioner, your registration will be completed.
   You can then access the "Manage Your Account" tab to make any necessary updates or changes.
- You can also click "Add Another Practitioner" to add another provider to your account.

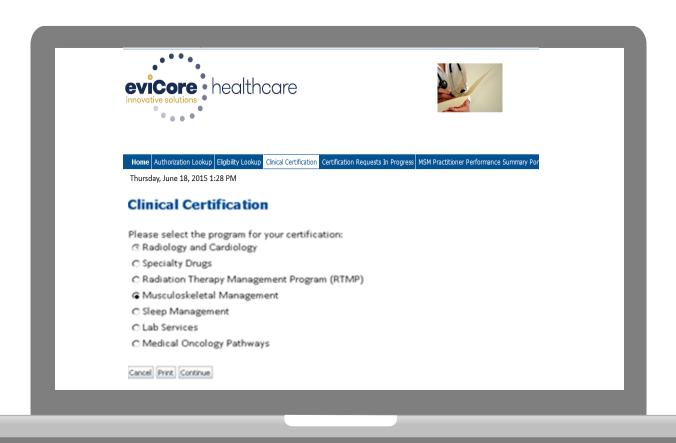
# **Case Initiation**

# **Initiating A Case**

Welcome to the CareCore National Web Portal. You are logged in as Request a clinical certification/procedure >> Resume a certification request in progress >> << Did you know? You can save a certification request to finish later. Look up an existing authorization >> Check member eligibility >> © CareCore National, LLC. 2015 All rights reserved. Privacy Policy | Terms of Use | Contact Us

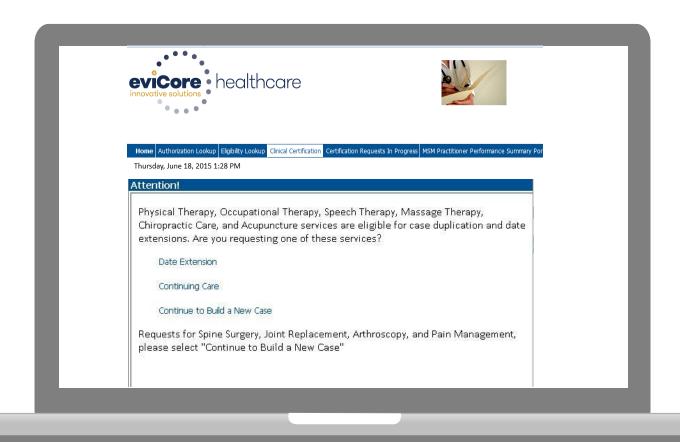
 Choose "request a clinical certification/procedure" to begin a new case request.

# **Select Program**



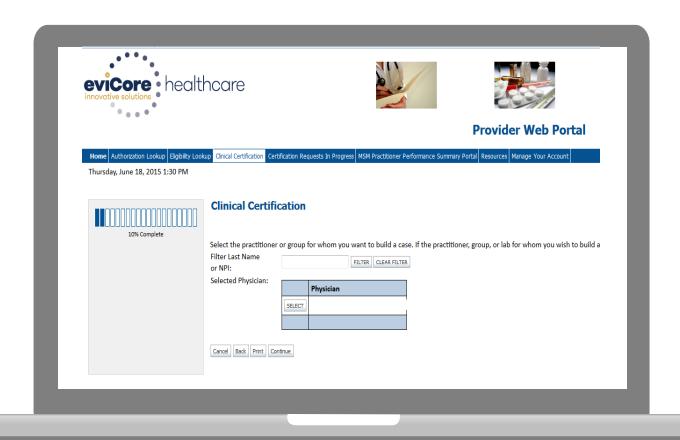
Select the **Program** for your certification.

# **Service Options**



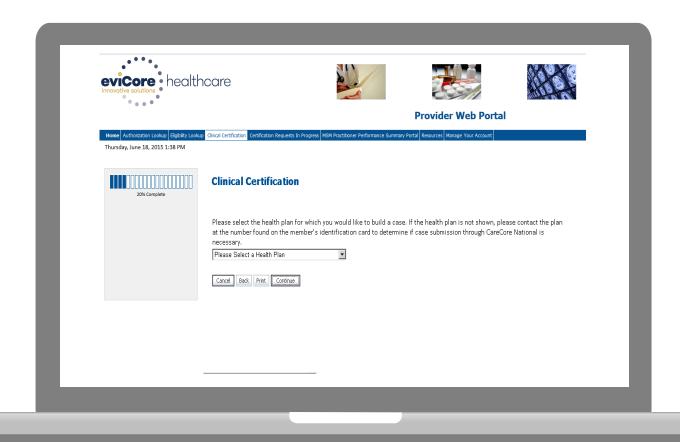
**Select Date Extension, Continuing Care, or Build a New Case.** 

#### **Select Provider**



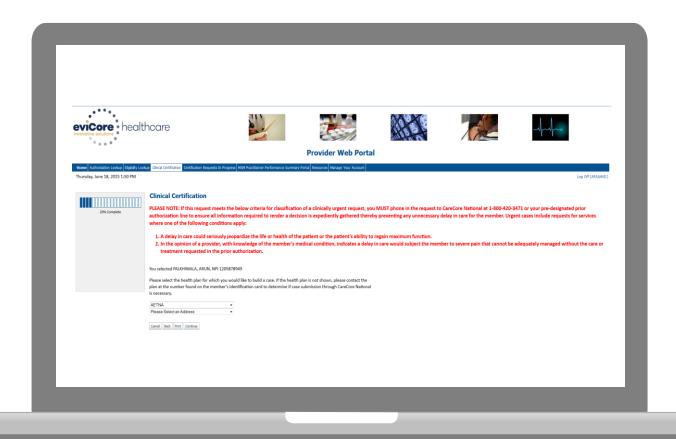
Select the Practitioner/Group for whom you want to build a case.

#### **Select Health Plan**



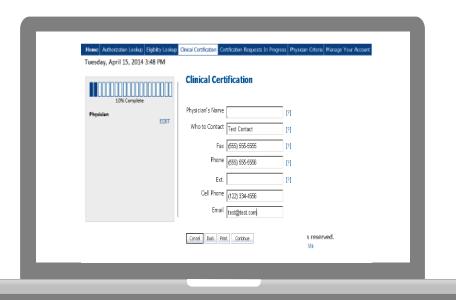
Choose the appropriate Health Plan for the case request.

#### **Select Address**

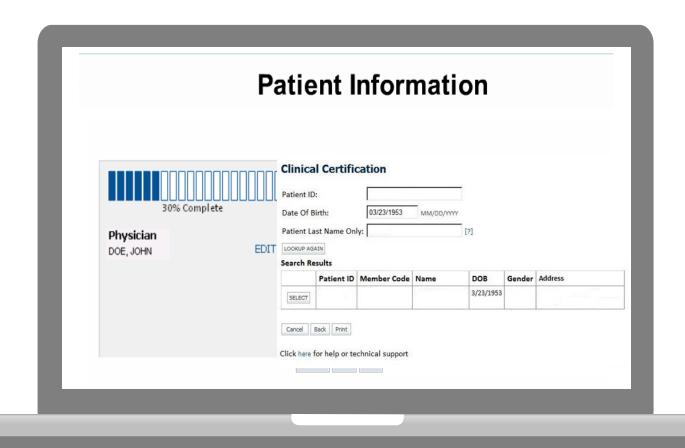


#### **Contact Information**

Enter the Provider name and appropriate information for the point of contact individual.

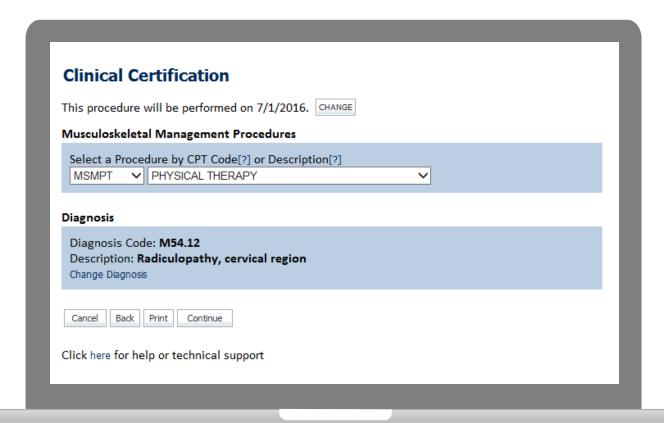


#### **Member Information**

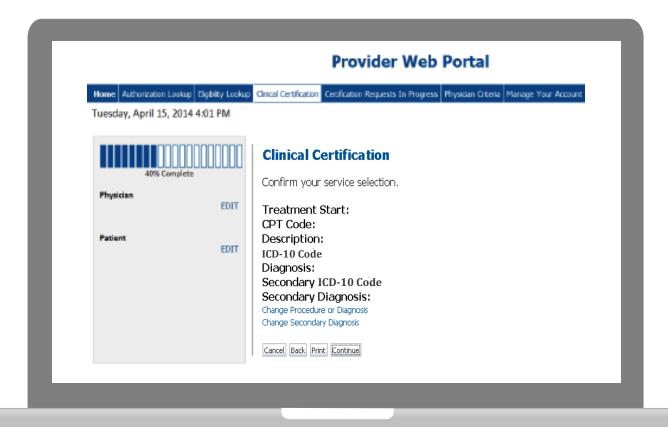


Enter the member information including the Patient ID number, date of birth, and patient's last name. Click "Eligibility Lookup."

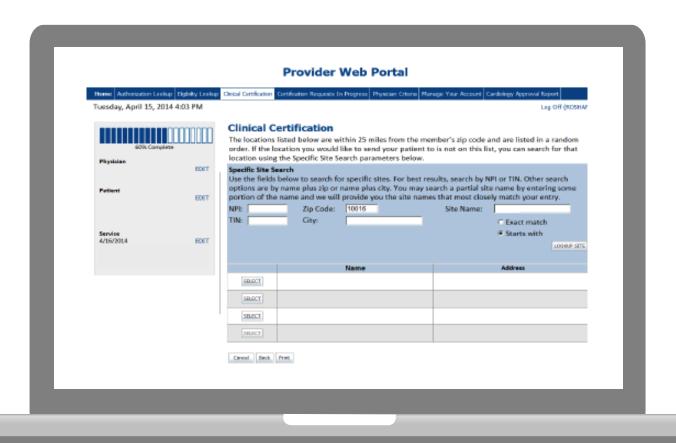
# **Clinical Details**



# **Verify Service Selection**



#### **Site Selection**



Verify all information entered and make any needed changes prior to moving into the clinical collection phase of the prior authorization process.

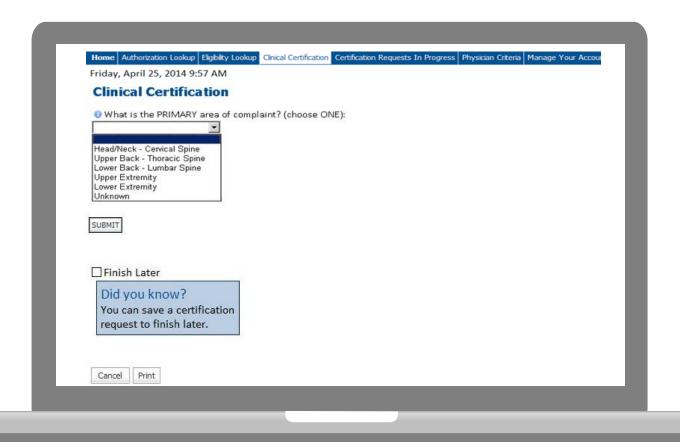
You will not have the opportunity to make changes after that point.

#### **Clinical Certification**

# **Clinical Certification** You are about to enter the clinical information collection phase of the authorization process. Once you have clicked "Continue," you will not be able to edit the Provider, Patient, or Service information entered in the previous steps. Please be sure that all this data has been entered correctly before continuing. In order to ensure prompt attention to your on-line request, be sure to click SUBMIT CASE before exiting the system. This final step in the on-line process is required even if you will be submitting additional information at a later time. Failure to formally submit your request by clicking the SUBMIT CASE button will cause the case record to expire with no additional correspondence from CareCore National. Cancel Back Print Continue Click here for help or technical support

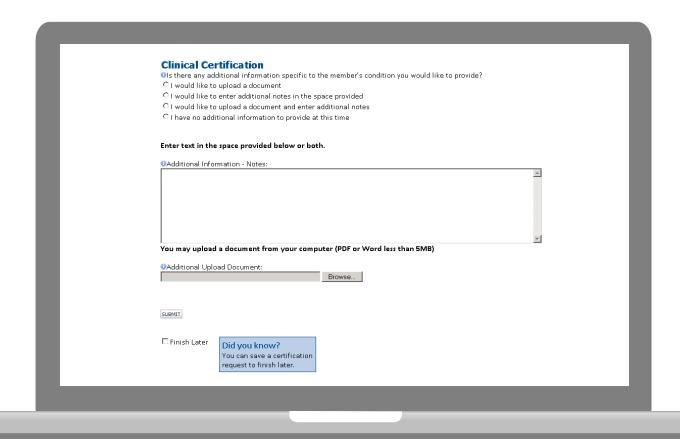
- Verify all information entered and make any needed changes prior to moving into the clinical collection phase of the prior authorization process.
- You will not have the opportunity to make changes after that point.

# **Pause/Save Option**



Once you have entered the clinical collection phase of the case process, you can save the information and return within (2) business days to complete.

#### **Medical Review**



If additional information is required, you will have the option to either upload documentation, enter information into the text field, or contact us via phone.

#### **Medical Review**

#### Clinical Certification □ I acknowledge that this request IS NOT clinically urgent regardless of documentation attached or additional information/notes provided during the clinical collection section of this web case initiation process. Additionally, I acknowledge to being informed of the appropriate method for submission of clinically urgent requests. Clinical urgency is defined by the following: 1. A delay in care could seriously jeopardize the life or health of the patient or the patient's ability to regain maximum function. 2. In the opinion of a provider, with knowledge of the member's medical condition, indicates a delay in care would subject the member to severe pain that cannot be adequately managed without the care or treatment requested in the prior authorization. □ I also further acknowledge that the clinical information submitted to support this authorization request is accurate and specific to this member, and that all information has been provided. I have no further information to provide at this time. SUBMIT CASE Print

Acknowledge the Clinical Certification statements, and hit "Submit Case."

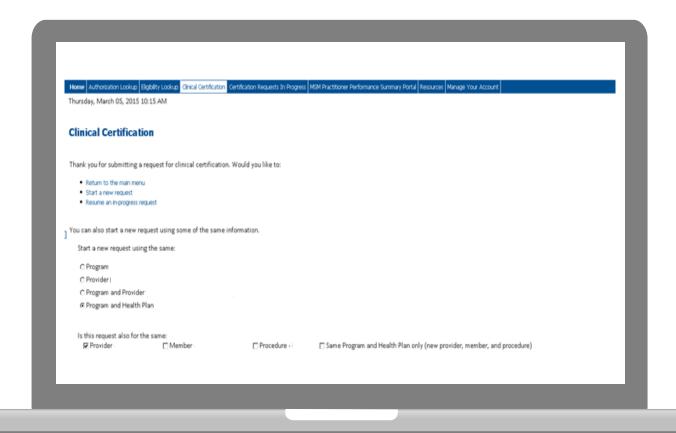
# **Approval**

Your case has been App	oved.		
Provider Name:	Contact:		
Provider Address:	Phone		
	Number:		
	Fax Number:		
Patient Name:	Patient Id:		
Insurance Carrier:			
Site Name:	Site ID:	£	
Site Address:			
Primary Diagnosis Code:	Description:	-	
Secondary Diagnosis Code:	Description:		
CPT Code:	Description:		
Modifier:			
Authorization Number:			
Review Date:			
Expiration Date:			
Status: Y	ır case has been Approved.		

Once the clinical pathway questions are completed and if the answers have met the clinical criteria, an approval will be issued.

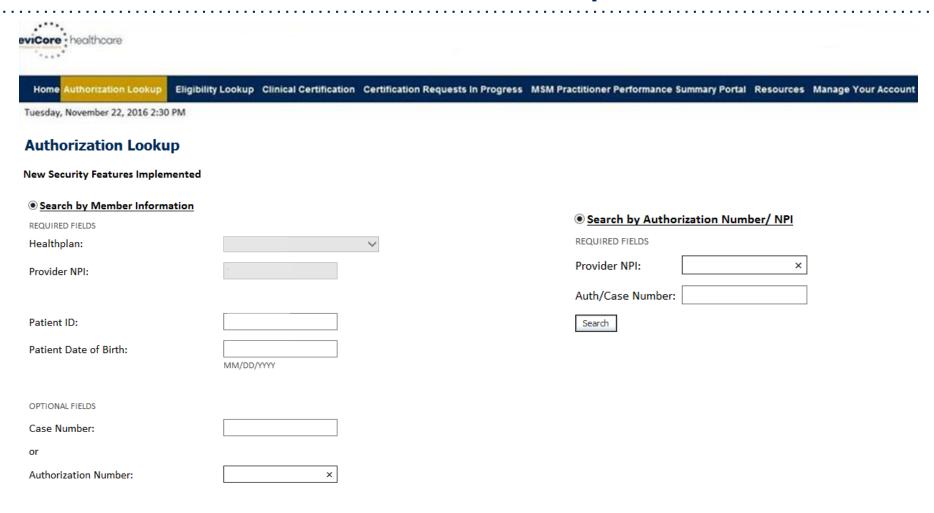
Print the screen and store in the patient's file.

# **Building Additional Cases**



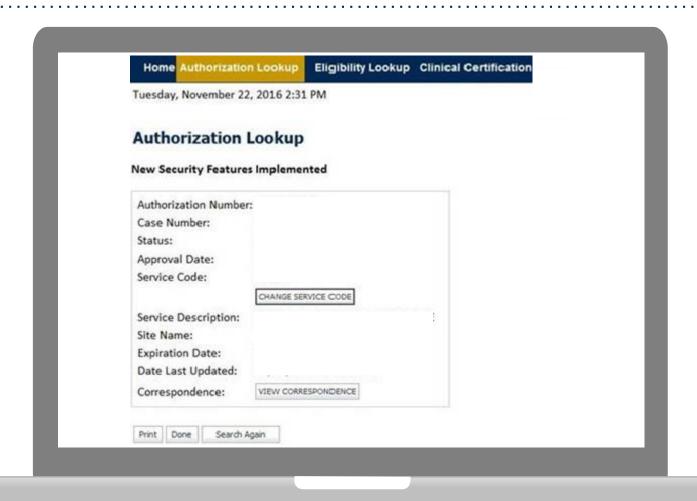
Once a case has been submitted for clinical certification, you can return to the Main Menu, resume an in-progress request, or start a new request. You can indicate if any of the previous case information will be needed for the new request.

## **Authorization look up**



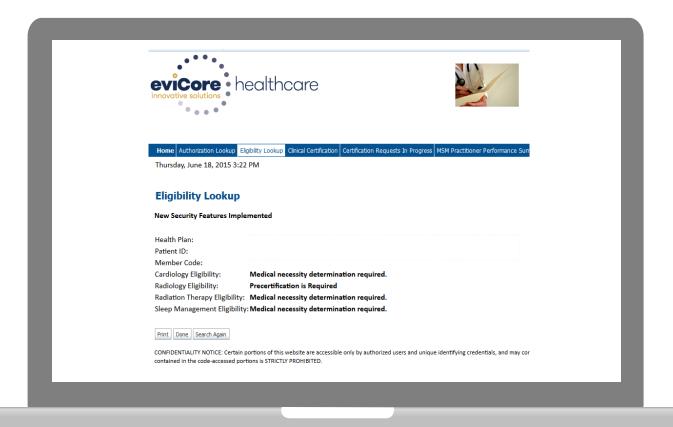
- Select Search by Authorization Number/NPI. Enter the provider's NPI and authorization or case number. Select Search.
- You can also search for an authorization by Member Information, and enter the health plan, Provider NPI, patient's ID number, and patient's date of birth.

#### **Authorization Status**



The authorization will then be accessible to review. To print authorization correspondence, select View Correspondence.

# **Eligibility Look Up**



# **Provider Resources**



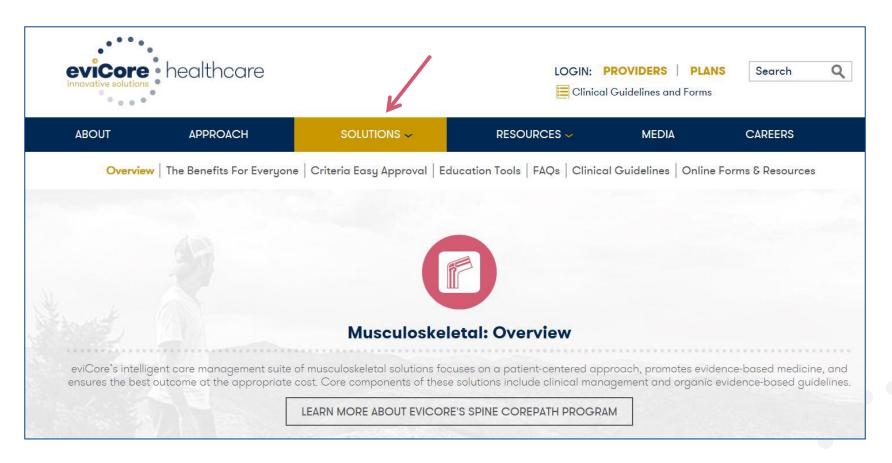






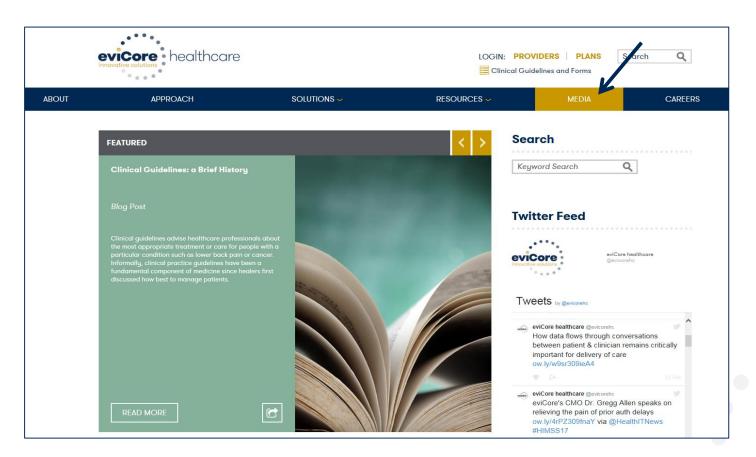
#### **Musculoskeletal Online Resources**

Clinical Guidelines, FAQ's, Online Forms, and other important resources can be accessed at <a href="https://www.evicore.com">www.evicore.com</a>. Click "Solutions" from the menu bar, and select the specific program needed.



## eviCore Provider Blog Series

- The eviCore blog series focuses on making processes more efficient and easier to understand by providing helpful tips on how to navigate prior authorizations, avoid peer-to-peer phone calls, and utilize our clinical guidelines.
- You can access the blog publications from the Media tab or via the direct link at https://www.evicore.com/pages/media.aspx.



#### **Web Portal Services-Assistance**

Email portal.support@evicore.com

Call a Web Support Specialist at (800) 646-0418 (Option 2)

**Connect with us via Live Chat** 

#### **Provider Resources: Pre-Certification Call Center**





Web-Based Services





#### 7:00 AM - 7:00 PM (Local Time): 855-252-1117

- Obtain pre-certification or check the status of an existing case
- Discuss questions regarding authorizations and case decisions
- Change facility or CPT Code(s) on an existing case

# **Provider Resources: Client Provider Operations**





Web-Based Services





#### clientservices@evicore.com

- Eligibility issues (member, rendering facility, and/or ordering physician)
- Questions regarding accuracy assessment, accreditation, and/or credentialing
- Issues experienced during case creation
- Request for an authorization to be resent to the health plan

#### **Provider Resources: Implementation Document**









Provider Enrollment Questions

Contact your Provider Network Consultant for more information

Blue Cross and Blue Shield Implementation site - includes all implementation documents:

https://www.evicore.com/healthplan/bcbs

- Provider Orientation Presentation
- CPT code list of the procedures that require prior authorization
- Quick Reference Guide
- eviCore clinical guidelines
- FAQ documents and announcement letters

You can obtain a copy of this presentation on the implementation site listed above. If you are unable to locate a copy of the presentation, please contact the Client Provider Operations team at <a href="mailto:ClientServices@evicore.com">ClientServices@evicore.com</a>

# Thank You!

