

# Cardiac Solution

Magellan’s Cardiac Solution is a comprehensive UM approach that focuses on safety, quality and strong provider partnerships. Our medically appropriate and cost-effective methods can reduce utilization by up to 22% in one year and up to 45% over five years.<sup>1</sup>

We manage a broad spectrum of diagnostic and interventional cardiac procedures:

	CORE	ENHANCED
Diagnostic cardiac procedures*	<ul style="list-style-type: none"> <li>Nuclear stress/MPI</li> <li>Stress echocardiography</li> <li>CCTA</li> </ul>	<ul style="list-style-type: none"> <li>Echocardiography (TTE/TEE)</li> <li>Cardiac catheterization</li> <li>FFR-CT (optional)</li> </ul>
Cardiac implanted electrical devices (new)		<ul style="list-style-type: none"> <li>Defibrillator</li> <li>Pacemaker</li> <li>Cardiac Resynchronization Therapy</li> </ul>

*\*The Cardiac Solution can incorporate Cardiac CT, MR, and PET into special financial agreements and operational processes upon request.*

We take a holistic view of the member to determine if a requested cardiac test or procedure is the most appropriate next step in his or her treatment. Our reviews often result in fewer invasive procedures, improving member safety and reducing radiation exposure.

## The Magellan difference

- Our **intensive management strategies**, such as powerful analytics and record reviews by cardiac experts, facilitate accurate determinations.
- Applying our **evidence-based guidelines and proprietary algorithms**, we determine procedure appropriateness and, if needed, recommend different approaches prior to completing our review.
- We work with providers to improve processes and offer **peer-to-peer consulting** with our cardiology-trained physicians to explain our guidelines, delivering more than a typical review response.
- We **customize** and can expand our program based on the needs of individual health plans and markets, such as adding selected features from our enhanced offerings.
- We can **implement quickly and efficiently**, including building interfaces and training providers on guidelines, systems and processes.

# Magellan's Cardiac Solution reduces costs and patient risk

On average, Magellan achieves savings of up to \$0.50 per member per month for our health plan partners, using a variety of strategies that address quality, patient safety, and cost.

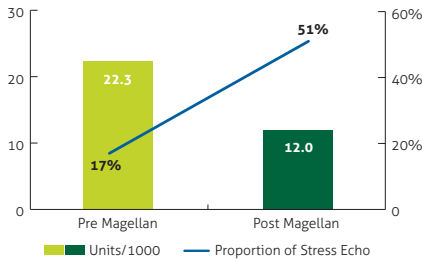


Chart 1. Reduced overall utilization of stress echo and nuclear stress  
*Increase in stress echo as a percent of total*

Chart 1 illustrates our success in reducing overall cardiac utilization for a commercial health plan. Magellan achieved a 46% decrease in overall diagnostic cardiac utilization. The blue line illustrates a shift of 34% from Nuclear Stress to Stress Echo, which eliminated radiation exposure for patients.

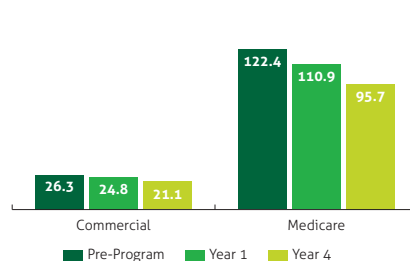


Chart 2. Reduction in utilization of echocardiography per 1,000  
*Commercial and Medicare populations*

Chart 2 illustrates results for another commercial health plan (300,000 members) for which we implemented our echocardiography management program. Over four years, Magellan reduced utilization by 20 percent for its commercial population (left) and 22 percent for its Medicare population (right).

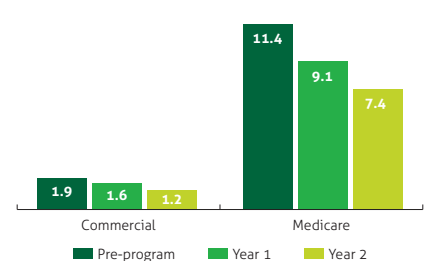


Chart 3. Reduction in utilization of left heart catheterizations per 1,000  
*Commercial and Medicare populations*

Chart 3 illustrates positive results Magellan delivered for a 700,000-member health plan (commercial and Medicare members) by applying utilization management to requests for outpatient left heart catheterization (LHC). It shows the decline in utilization per 1,000 from Magellan's prior authorization for LHC procedures.

## Costs and utilization are increasing—Magellan can help

In 2016, the annual medical cost of cardiovascular disease and stroke in the U.S. was \$318 billion. By 2035, that number is expected to increase 135% to \$749 billion.<sup>2</sup> Multiple studies have found up to 25% of noninvasive cardiac imaging procedures are inappropriate.<sup>3</sup> Fee-for-service programs, self-referral and defensive medicine are but a few contributing factors.

Magellan's robust cardiac management solution is fully accredited by NCQA and URAC and can help stem the tide of inappropriate utilization, thus reducing costs and improving outcomes.

Let us show you how much we can save your health plan. Please contact us at [mhinfo@magellanhealth.com](mailto:mhinfo@magellanhealth.com).

1. Magellan health plan customer (145,000 cardiac members), cardiac claims data, 2012-2017.  
 2. American Heart Association; *Cardiovascular Disease: A Costly Burden for America – Projections Through 2035*. 2017.  
 3. *Effectiveness of Quality Improvement Interventions at Reducing Inappropriate Cardiac Imaging*. Dipayan Chaudhuri, Alison Montgomery, Karen Gulenchyn, Morgan Mitchell and Philip Joseph. *Circulation: Cardiovascular Quality and Outcomes*. 2016; CIRCOUTCOMES.115.001836, originally published January 5, 2016.