

Musculoskeletal Benefits Management

Magellan Healthcare's Musculoskeletal (MSK) Solution leverages clinical expertise to manage variation in care, reduce costs for health plans and minimize unnecessary surgery and member discomfort.

MSK focus: Interventional pain management, spine surgery and joint surgery

Our clinically intensive solution ensures appropriateness of musculoskeletal pain management and surgery procedures and promotes the use of appropriate, lower cost settings.

Modalities managed include:

Targeted IPM procedures

- Epidural injections
- Facet joint injections
- Facet neurolysis
- Sacroiliac joint injections
- Spinal cord stimulator
- Sympathetic nerve block

Targeted spine surgeries

- Cervical and lumbar:
 - Fusion
 - Decompression
 - Artificial disc replacement
- Sacroiliac joint fusion

Targeted joint surgeries

- Arthroplasty and arthroscopy
 - Knee
 - Hip
 - Shoulder

The Magellan difference

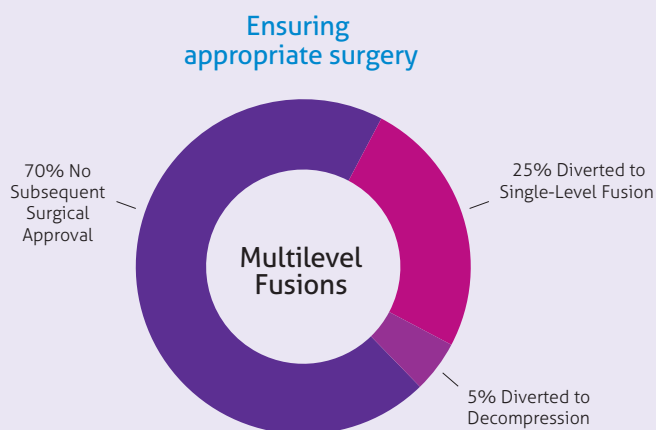
- **Intensive management strategies** result in avoidance of inappropriate procedures and reduction of potential morbidity.
- **Specialty surgeons and pain management physicians** ensure quality of care by performing in-depth specialty reviews.
- **Proprietary, evidence-based guidelines** help determine procedure appropriateness and minimize unnecessary care.
- **Advanced intake algorithms and powerful analytics** reduce provider administrative burden.
- **Cost and quality metrics** facilitate the identification of high-performing providers and facilities, support provider outreach, and help drive the creation of high-performance networks.
- **Site of service management** redirects procedures to alternate facilities when medically appropriate.

Our solution is
fully accredited by
NCQA and URAC.

Clinical findings from Magellan MSK data

Since 2012, Magellan has been managing MSK benefits for health plans. Currently serving over nearly 11.9 million members across 28 states, we analyze outcomes on a regular basis to hone our product and achieve best practices and savings for our clients. Here's what we've found.

- 1 in 6 interventional pain management procedures does not meet medical necessity criteria.
- 1 in 5 spine surgeries does not meet medical necessity criteria.
- 1 in 8 joint surgeries does not meet medical necessity criteria.
- As illustrated in the chart to the right, 30% of multilevel fusion requests were approved for a more clinically appropriate procedure with a lower rate of complication. The remaining 70% had no subsequent surgical approval.



MSK cost drivers are here to stay

MSK represents one sixth of all U.S. healthcare spending and is the top cost driver, costing \$600 billion annually in healthcare costs and lost productivity. It is greater than the annual costs of heart disease (\$309 billion), cancer (\$243 billion) and diabetes (\$188 billion).²

Please contact us at mhcinfo@magellanhealth.com to talk about how we can minimize the impact of MSK costs to your organization's bottom line.

1. Magellan aggregate data, 2020

2. <http://www.healthdata.org>