

# Musculoskeletal Benefits Management

Magellan's Musculoskeletal (MSK) Solution leverages clinical expertise to manage variation in care, reduce costs for health plans and minimize unnecessary surgery and member discomfort. Our gain-sharing approach garners clinical alignment with clients and offers a guaranteed return on investment of 3:1.<sup>1</sup>

## MSK focus: interventional pain management and surgery

Our clinically intensive solution ensures appropriateness of musculoskeletal surgery and pain management procedures. Core modalities managed include:

### Targeted IPM procedures

- Epidural injections
- Facet joint injections
- Facet neurolysis
- Sacroiliac joint injections

*Additional modalities are available upon client request.*

### Targeted MSK Surgeries

- Lumbar and cervical spine (single/multiple level fusion and decompression)
- Knee (arthroplasty and arthroscopic)
- Hip (arthroplasty and arthroscopic)
- Shoulder (arthroplasty and arthroscopic)

## The Magellan difference

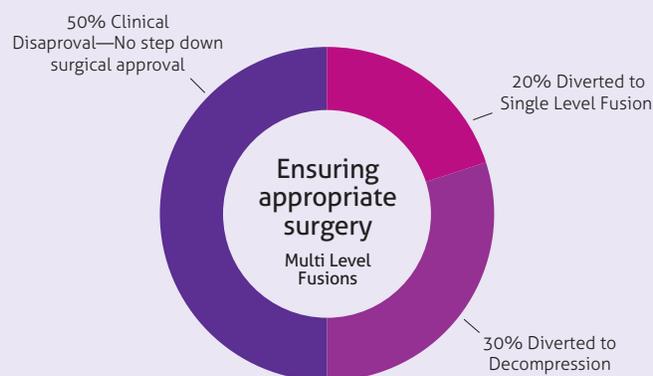
- Our **intensive management strategies**, such as in-depth specialty reviews, facilitate accurate determinations.
- Our **specialty surgeons are consultative** in ensuring quality of care, avoiding inappropriate surgery and procedures, and reducing potential morbidity.
- Our tiered network approach **optimizes performance and savings**.
- Applying **powerful analytics** and **proprietary, evidence-based guidelines**, we determine procedure appropriateness and minimize unnecessary care.
- Chronic pain management and physical medicine products **improve quality of life and increase program effectiveness and savings**.
- 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.
- Optional **member support tools** give members new ways to get better and stay better through access to smart online digital health resources, expert guidance, and surgery decision support.
- Our solution is **fully accredited by the National Committee for Quality Assurance and URAC**.

1. Magellan aggregate data, 2012–2017.

## Clinical findings from Magellan MSK data

Since 2012, Magellan has been managing MSK benefits for health plans. Currently serving over nearly 8 million total members, 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 3 interventional pain management procedures (epidural, facet block, facet neurolysis, and sacroiliac joint injection) does not meet medical necessity criteria.
- 1 in 5 spine surgeries does not meet medical necessity criteria.
- 36% of multiple level lumbar spine fusions do not meet medical necessity criteria.
- As illustrated in the chart to the right, 50% of multiple-level fusion requests that did not meet medical necessity criteria also did not meet medical necessity criteria for an alternate, less-invasive surgery, and 50% were approved for a less-risky and more clinically appropriate procedure.<sup>2</sup>



### MSK cost drivers are here to stay

The aging population, obesity and inactivity, defensive medicine, and variations in treatment continue to impact MSK expense growth. Experience shows us that a health plan can spend up to \$30 per member per month on MSK procedures, up to a quarter of which involve selective surgeries that put members' lives at risk.<sup>3</sup>

Please contact Justin Beck at 314-387-4835 or [JCBeck@MagellanHealth.com](mailto:JCBeck@MagellanHealth.com) to talk about how we can minimize the impact of MSK costs to your organization's bottom line.

2. Magellan aggregate data, 2012–2017.

3. *Ibid.*