

Physical Medicine Management

Magellan's Physical Medicine Management solution is a comprehensive approach to managing chiropractic, physical therapy, occupational therapy, and speech therapy services in a variety of settings. Our rigorous clinical and cost management services can reduce these costs for health plans by up to 25%.¹

Our approach exceeds standard utilization management. Providers and members benefit from our consultative approach, which builds trust and consistency of care.

- **Prior authorization**—Review of clinical records ensures members receive medically necessary care for the proper length of time and frequency.
- **Rigorous clinical review**—Specialty-matched therapy and chiropractic experts validate records to ensure medical necessity and compliance with standard and appropriate clinical and billing requirements.
- **High-touch provider relations**—Driven by clinical and provider relations experts, focused outreach, training and peer-to-peer consultative support foster collegial dialogue, trust and appropriate patient care.
- **Provider analytics**—We monitor and compare provider trends and practice patterns to identify outliers and consult with health plans to shape cost-effective, outcome-driven care.

Rooted in clinical excellence with an emphasis on member-centered care, our NCQA and URAC fully accredited program helps improve quality and deliver measurable savings.

The Magellan difference

- Our **member-focused approach** ensures we consider the person, not just the procedure, and guide the most appropriate and proven treatment to improve mobility, function and reduce pain.
- **Specialty-matched reviewers** have expertise in a variety of subspecialties, including women's health, lymphedema, pediatrics, geriatrics, orthopedics/sports medicine, and hand therapy.
- Our expert-developed guidelines and peer-to-peer engagement have proven to **reduce variation in treatment** and **optimize outcomes**.
- **Peer benchmarking, provider profiling and tiering** serve as continuous improvement tools to shape practice patterns, help decrease variation in care and hone our utilization management approach.

Demand for physical rehabilitation is growing—Magellan can help you keep pace

Rehabilitation services are estimated to be a \$56 billion industry, with the outpatient therapy market expected to reach nearly \$36 billion by 2024. ² Magellan's multifaceted solution can drive costs out of this care, across all populations, with minimal provider disruption.

Please contact us at mhinfo@magellanhealth.com to discuss how we can help your business.

Variation in care leads to opportunity

Chart 1 illustrates variation in rehabilitative care among high-volume providers for a public health plan with 1.6 million lives. The upper right quadrant shows outliers for length of episode and number of visits, which represent an opportunity for quality of care and other management. Reducing episode length and number of visits across outlier providers can generate significant savings.

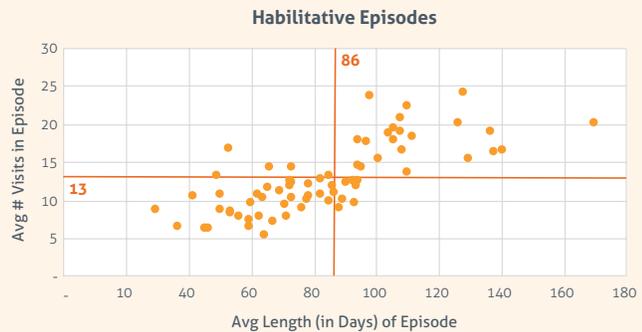
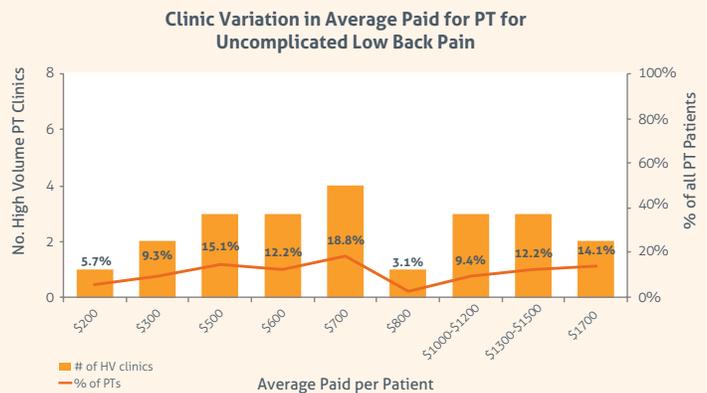


Chart 2 illustrates variation in the average amount paid to high-volume clinics for physical therapy for Medicare patients with uncomplicated low back pain. Approximately 36% of the clinics had an average patient episode cost greater than \$1,000 and 12 visits, 20% higher than the average per-patient spend of \$809. Shaping practice patterns through targeted analytics can reduce variations in the cost and length of treatment and improve patient outcomes.



1. Magellan aggregate data, 2021
 2. Harris, Williams & Company. Physical therapy market overview. (2021). Retrieved October 12, 2022 from <https://www.harriswilliams.com>.