



Annual JOC

August 27, 2019



© 2018 eviCore healthcare. All Rights Reserved. This presentation contains CONFIDENTIAL and PROPRIETARY information.



HITRUST
CSF Certified

Quality Improvement Organizations
Sharing Knowledge. Improving Health Care.
CHANGING THE FUTURE OF HEALTH CARE



Welcome and Introductions



- **Scott Strenio, MD**, Chief Medical Officer
- **Christine Ryan, MSA, RN**, Nursing Operations Director
- **Kristin Allard, RN**, Nurse Administrator II



- **Norman Scarborough, MD, DABR, SVP**, Medical Affairs, CMO Radiology, Cardiology, GI & MSK Services
- **Melba Price, VP**, Client Relationship Executive
- **Robby Franklin**, Director, Client Experience
- **Christina Alicea**, Client Experience Manager
- **Patricia Allen**, Regional Provider Engagement Manager

AGENDA

- Welcome and Introductions
- eviCore Corporate Update
- Utilization Metrics
- Gold Card Providers
- Top Provider Metrics
- Program Savings Results
- Open Discussion



Medical Benefits Management (MBM)

Addressing the complexity of the healthcare system



10
Comprehensive
solutions



Evidence-based
clinical guidelines



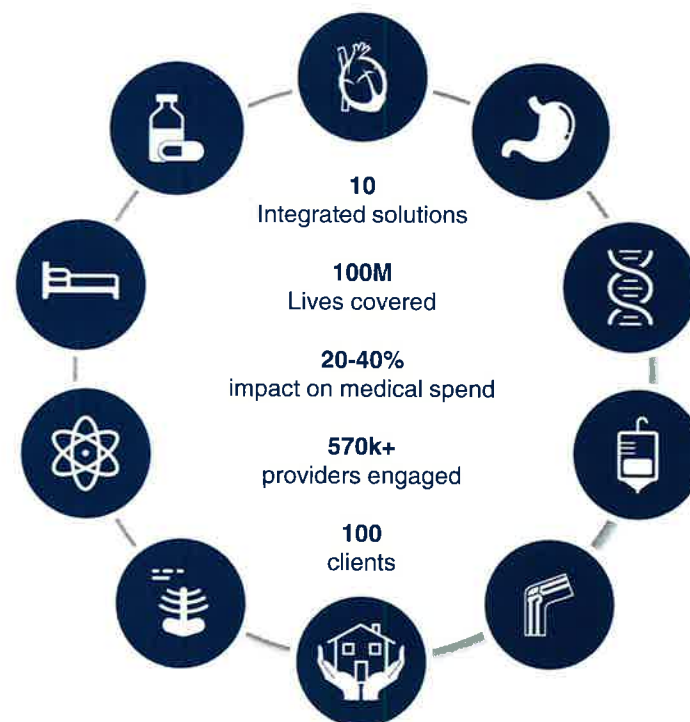
5k+ employees
including
1k+ clinicians



Advanced, innovative,
and intelligent
technology

Market Leader – Comprehensive Medical Benefits Management

- **Cardiology**, 50M lives covered
- **Gastroenterology** (new program)
- **Laboratory**, 19M lives covered
- **Medical Oncology**, 13.5M lives covered
- **Musculoskeletal**, 40M lives covered
- **Post-Acute Care**, 1.7M lives covered
- **Radiation Oncology**, 39M lives covered
- **Radiology**, 70M lives covered
- **Sleep**, 16M lives covered
- **Specialty Drug**, 723k lives covered



Evidence-Based Guidelines

The foundation of our solutions



Dedicated
pediatric
guidelines



Contributions
from a panel of
community
physicians



Experts
associated
with academic
institutions



Current
clinical
literature

Aligned with National Societies:

- American College of Cardiology
- American Heart Association
- American Society of Nuclear Cardiology
- Heart Rhythm Society
- American College of Radiology
- American Academy of Neurology
- American College of Chest Physicians
- American College of Rheumatology
- American Academy of Sleep Medicine
- American Urological Association
- National Comprehensive Cancer Network
- American Society for Radiation Oncology
- American Society of Clinical Oncology
- American Academy of Pediatrics
- American Society of Colon and Rectal Surgeons
- American Academy of Orthopedic Surgeons
- North American Spine Society
- American Association of Neurological Surgeons
- American College of Obstetricians and Gynecologists
- The Society of Maternal-Fetal Medicine

Clinical Staffing – Multi-Specialty Expertise

Dedicated nursing and physician specialty teams for various solutions

- Anesthesiology
- Cardiology
- Chiropractic
- Emergency Medicine
- Family Medicine
 - Family Medicine / OMT
 - Public Health & General Preventative Medicine
- Internal Medicine
 - Cardiovascular Disease
 - Critical Care Medicine
 - Endocrinology, Diabetes & Metabolism
 - Geriatric Medicine
 - Hematology
 - Hospice & Palliative Medicine
 - Medical Oncology
 - Pulmonary Disease
 - Rheumatology
 - Sleep Medicine
 - Sports Medicine
- Medical Genetics
- Nuclear Medicine
- OB / GYN
 - Maternal-Fetal Medicine
- Oncology / Hematology
- Orthopedic Surgery
- Otolaryngology
- Pain Mgmt. / Interventional Pain
- Pathology
 - Clinical Pathology
- Pediatric
 - Pediatric Cardiology
 - Pediatric Hematology-Oncology
- Physical Medicine & Rehabilitation
 - Pain Medicine
- Physical Therapy
- Radiation Oncology
- Radiology
 - Diagnostic Radiology
 - Neuroradiology
 - Radiation Oncology
 - Vascular & Interventional Radiology

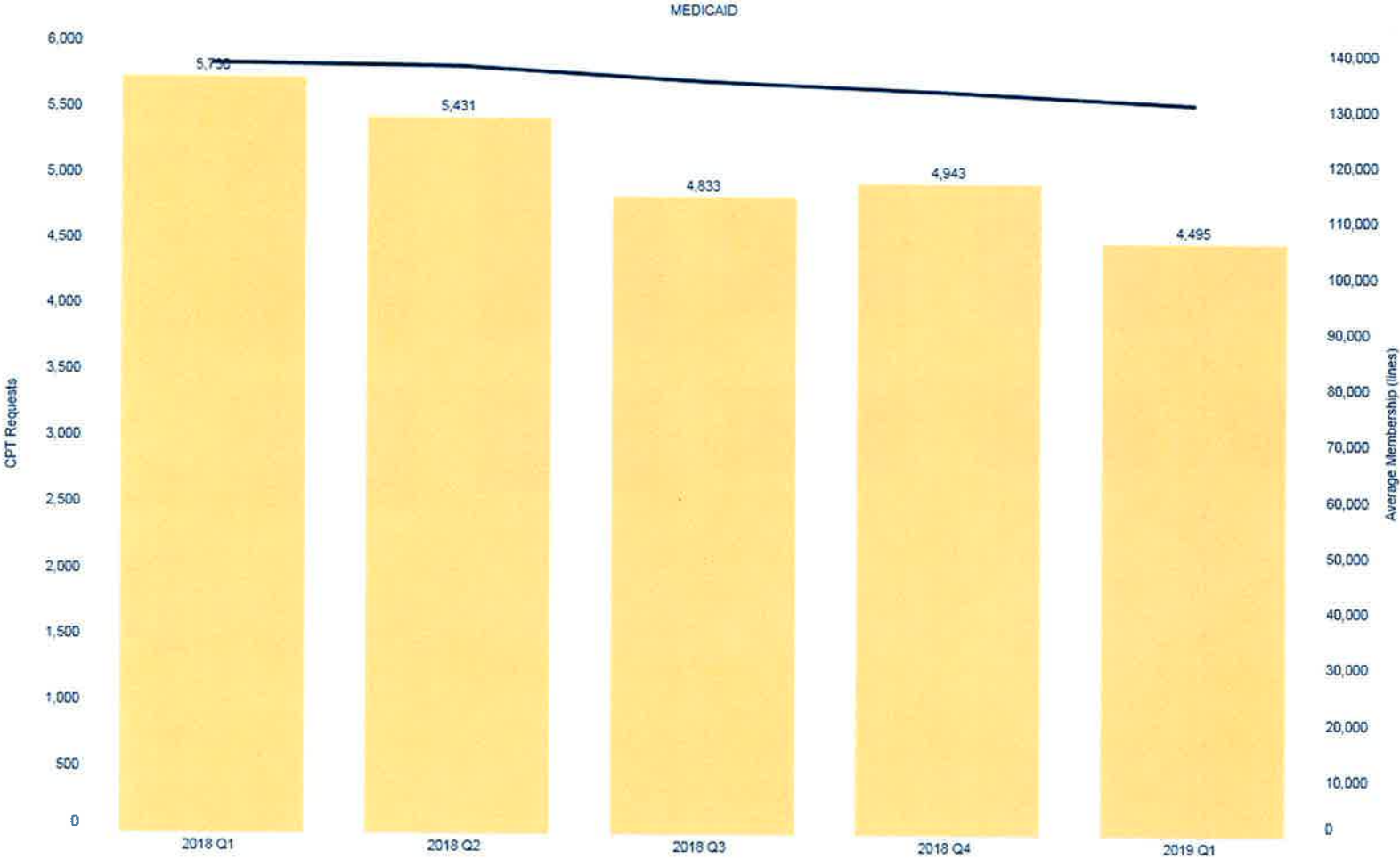
- Sleep Medicine
- Sports Medicine
- Surgery
 - Cardiac
 - General
 - Neurological
 - Spine
 - Thoracic
 - Vascular
- Urology



Utilization Metrics

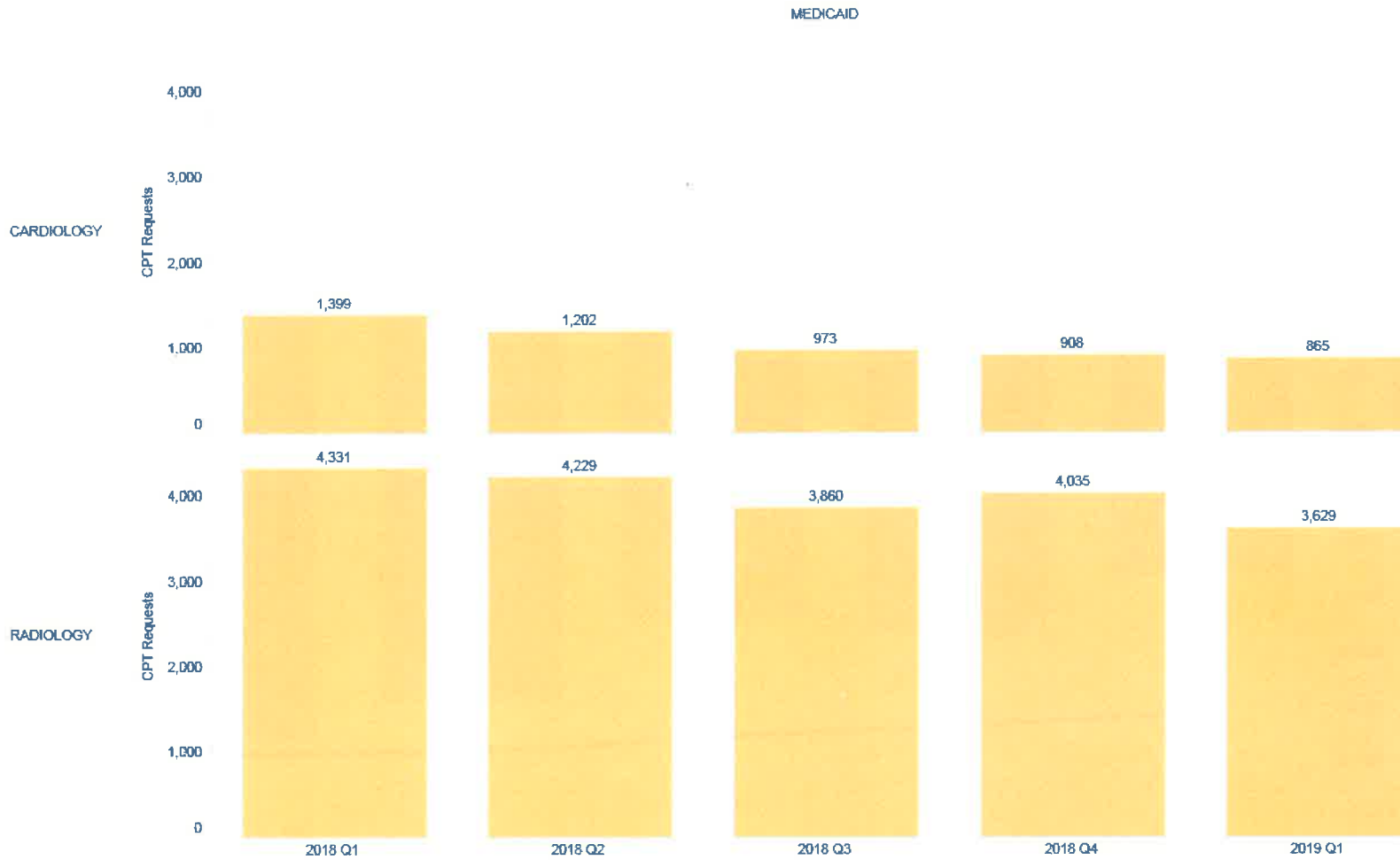
Total Request Count & Membership – Q1-2018 through Q1-2019

Total Request Count and Membership



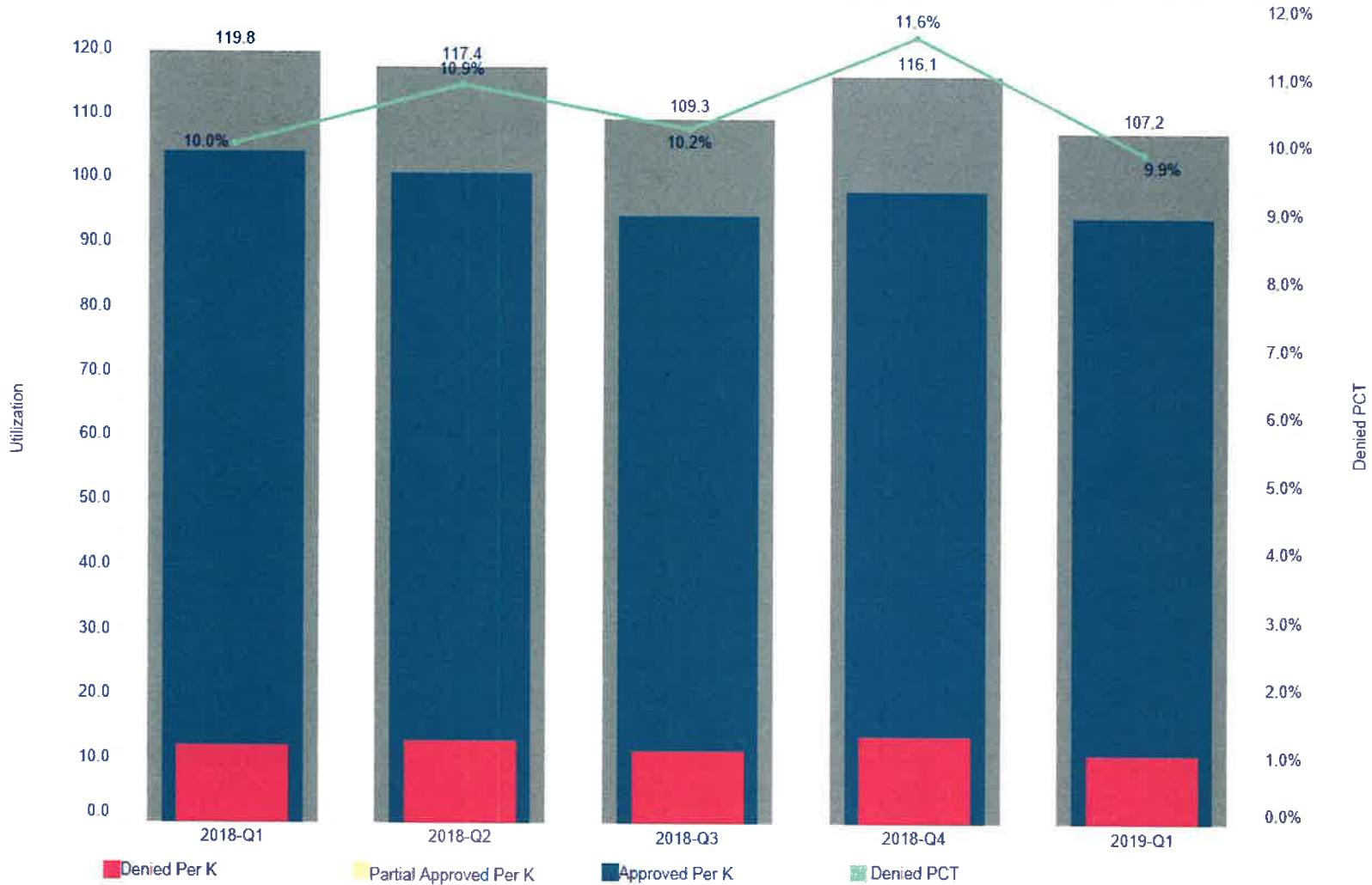
Total Request Volume – Q1-2018 through Q1-2019

Total Request Volume by Program



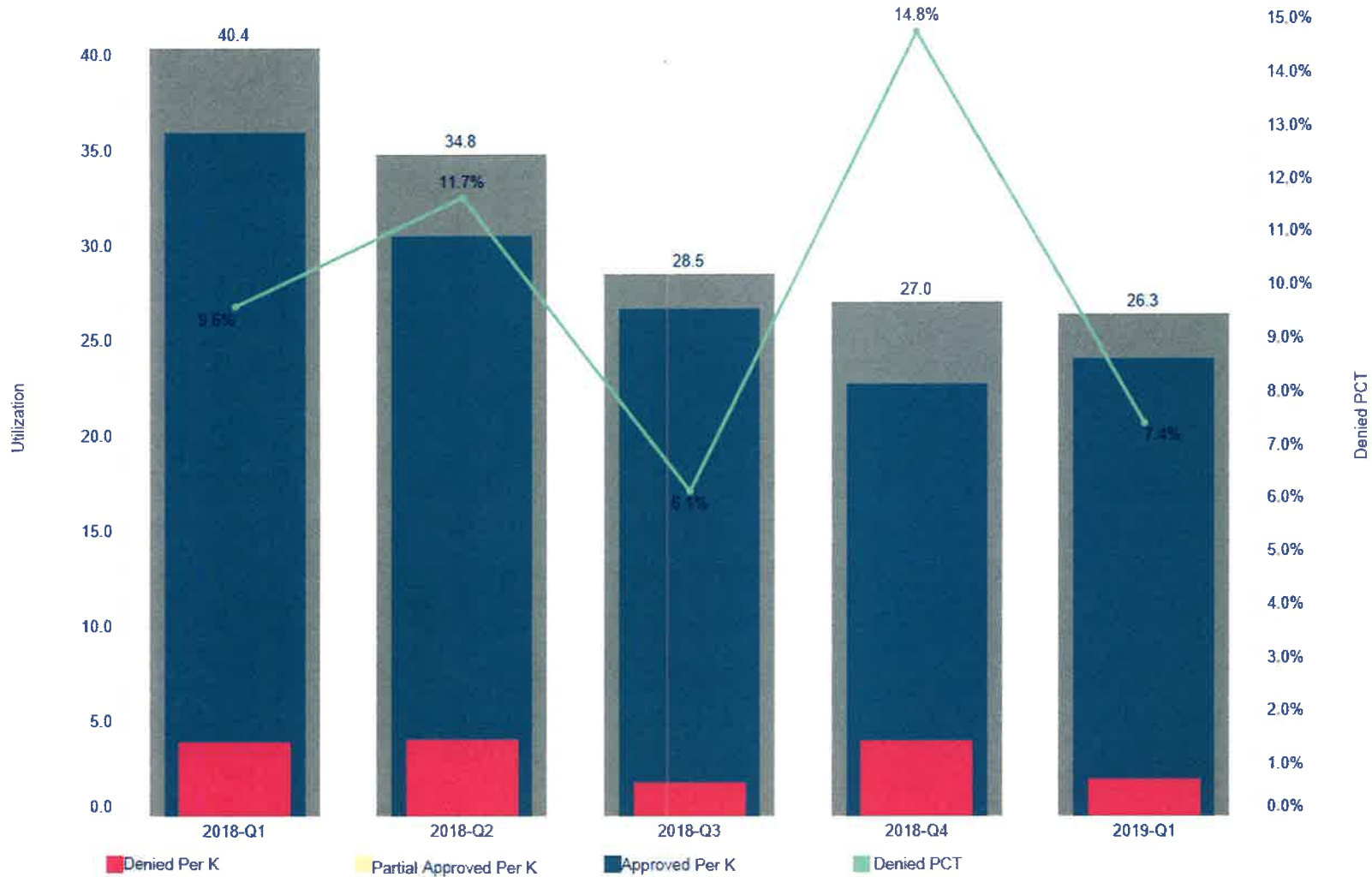
Advanced Imaging Utilization – Q1-2018 through Q1-2019

Advanced Imaging Utilization using Denied Measures



Cardiac Imaging Utilization – Q1-2018 through Q1-2019

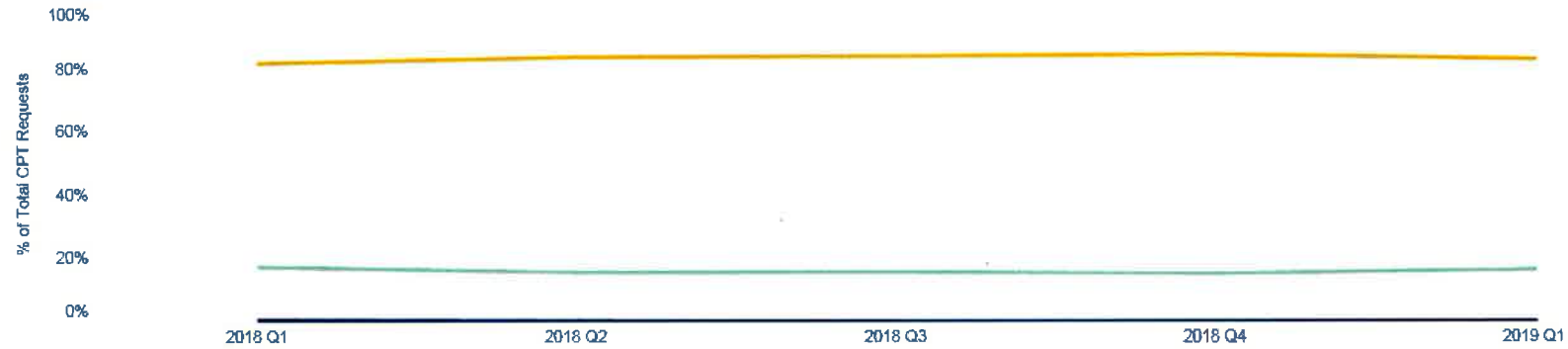
Cardiac Imaging Utilization using Denied Measures



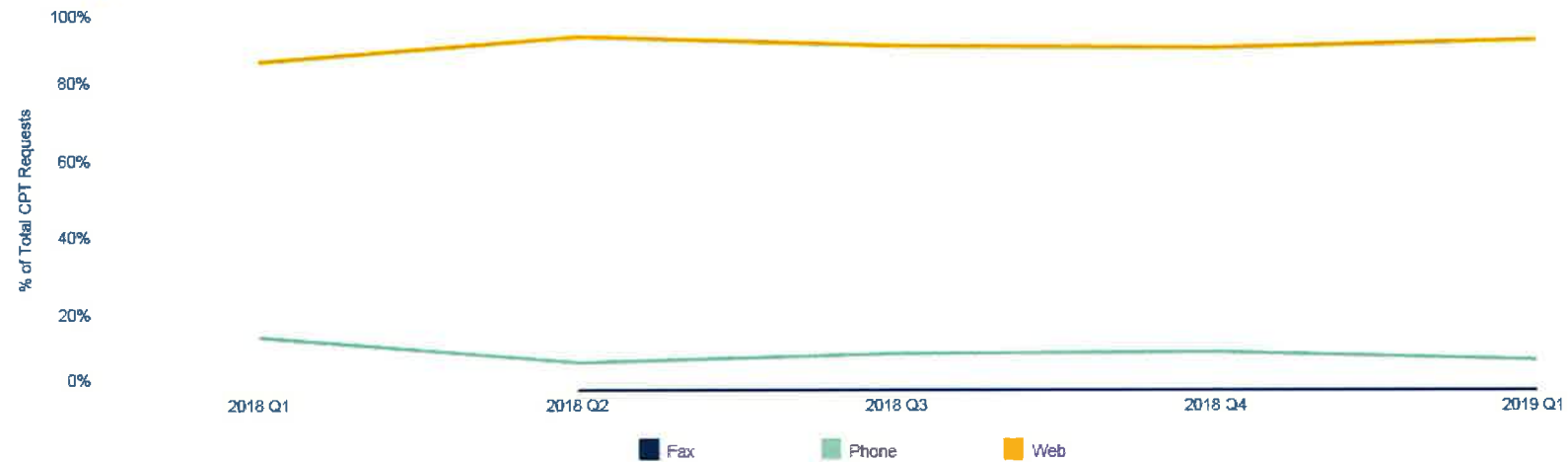
Authorization Intake Method - Q1-2018 through Q1-2019

Percent of Cases By Intake Method

Radiology

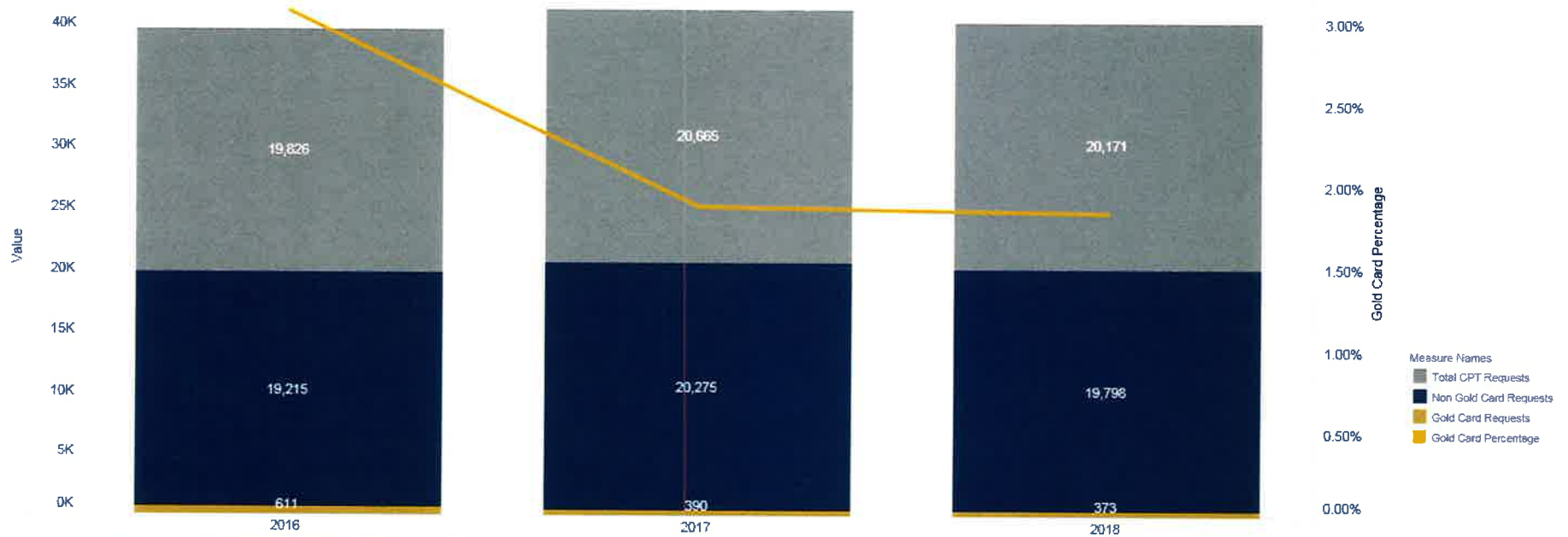


Cardiology



Gold Card Case Volume – 2016 through 2018

Gold Card Cases by Year



CPTLevel1	2016	2017	2018	
CARDIOLOGY	Total CPT Requests	1,183	4,831	4,453
	Non Gold Card Requests	1,183	4,831	4,451
	Gold Card Requests	0	0	2
	Gold Card Percentage	0.00%	0.00%	0.04%
RADIOLOGY	Total CPT Requests	18,643	15,834	15,718
	Non Gold Card Requests	18,032	15,444	15,347
	Gold Card Requests	611	390	371
	Gold Card Percentage	3.28%	2.46%	2.36%

Top Providers

Top Gold Card Providers - Q1-2018 through Q1-2019

Top Gold Card Providers

Ordering Physician Name	Ordering Physician Specialty	Ordering Physician NPI	Gold Card Requests	CPT D/NA Pct	Gold Card Phone Request Pct	Gold Card Web Request Pct
HEMOND, ROBERT	PHYSICIAN ASSISTANT	1063430361	81	0.0%	0.0%	100.0%
BAUER, DAVID	PEDIATRIC NEUROSURGEON	1093923631	61	0.0%	0.0%	100.0%
	SURGERY-PEDIATRIC	1093923631	16	0.0%	0.0%	100.0%
PRUNTY, JEAN	NEUROLOGY	1336190487	74	0.0%	58.1%	41.9%
LOCKRIDGE, LESLIE	INTERNAL MEDICINE	1437133352	72	0.0%	1.4%	98.6%
UNGER, PAUL	ONCOLOGY	1053318766	43	0.0%	100.0%	0.0%
ZMURKO, MATTHEW	ORTHOPEDIC SURGERY	1992773154	35	0.0%	2.9%	97.1%
HAQ, RIZWAN	NEUROLOGY	1831171438	24	0.0%	0.0%	100.0%
MERIAM, CHRISTOPHER	SURGERY-ORTHOPEDIC	1902861560	19	0.0%	10.5%	89.5%
SOLOMON, ANDREW	NEUROLOGY	1407091366	19	0.0%	0.0%	100.0%
MULLER, DAVID	SURGERY-ORTHOPEDIC	1891706693	7	0.0%	0.0%	100.0%
Grand Total			451	0.0%	20.0%	80.0%


Top Advanced Imaging Providers - Q1-2018 through Q1-2019

Top Providers

Ordering Physician Name	Ordering Physician Specialty	Ordering Physician NPI	Total CPT Requests	CPT D/NA Pct	Specialty Average	Case Phone Request Pct	Case Fax Requests Pct	Case Web Requests Pct
BARNUM, MICHAEL	SURGERY-ORTHOPEDIC	1154332377	154	11.7%	7.1%	0.0%	0.0%	99.1%
EISEMANN, ALLAN	ONCOLOGY	1801993811	138	13.0%	10.7%	51.9%	0.0%	48.1%
BRITTON, SARAH	ORTHOPEDIC - NON SURGICA	1447538145	120	19.2%	10.5%	2.1%	0.0%	97.9%
SMITH, AURELIA	NEUROLOGY	1316277098	113	1.8%	4.7%	2.9%	0.0%	97.1%
NEWMAN, ANDREW	PHYSICIAN ASSISTANT	1386640142	111	10.8%	9.4%	4.3%	0.0%	95.7%
JEDLOVSZKY, VERONIKA	PULMONARY DISEASES	1760592083	109	17.4%	17.9%	17.5%	0.0%	82.5%
BULL-STEWART, ARABELLA	PODIATRY	1467610915	93	7.5%	7.7%	4.3%	0.0%	95.7%
BAJUSE, TIMOTHY	FAMILY PRACTICE	1972935385	88	10.2%	13.0%	0.0%	0.0%	100.0%
BAUER, DAVID	PEDIATRIC NEUROSURGEON	1093923831	67	0.0%	0.0%	0.0%	0.0%	100.0%
	SURGERY-PEDIATRIC	1093923831	16	0.0%	8.0%	0.0%	0.0%	100.0%
HEMOND, ROBERT	PHYSICIAN ASSISTANT	1063430361	83	0.0%	9.4%	0.0%	0.0%	100.0%
VAN SICKLE, RENEE	FAMILY PRACTICE	1194120709	82	15.9%	13.0%	5.4%	0.0%	94.6%
WARNKEN, WAYNE	FAMILY PRACTICE	1326024878	82	13.4%	13.0%	4.9%	0.0%	95.1%
OSPINA, DAVID	ONCOLOGY	1689660912	81	8.6%	10.7%	21.6%	0.0%	78.4%
SCHWARTZ, ROBIN	NEUROLOGY	1558477000	81	7.4%	4.7%	1.5%	0.0%	98.5%
IVES, CHARLENE	ONCOLOGY	1548286362	80	12.5%	10.7%	44.4%	0.0%	55.6%
TIPIRNENI, ESWAR	ONCOLOGY	1558503888	80	11.3%	10.7%	13.3%	0.0%	86.7%
WOLLACK, JAN	PEDIATRIC NEUROLOGIST	1447345608	79	13.9%	12.2%	0.0%	0.0%	100.0%
LOCKRIDGE, LESLIE	INTERNAL MEDICINE	1437133352	76	0.0%	10.4%	1.6%	0.0%	98.4%
PRUNTY, JEAN	NEUROLOGY	1336190487	75	0.0%	4.7%	58.5%	0.0%	41.4%
HURLEY, NOLAN	FAMILY PRACTICE	1518353416	74	1.4%	13.0%	7.2%	0.0%	92.8%

Top Cardiac Imaging Providers - Q1-2018 through Q1-2019

Top Providers

Ordering Physician Name 	Ordering Physician Specialty	Ordering Physician NPI	Total CPT Requests	CPT D/NA Pct	Specialty Average	Case Phone Request Pct	Case Fax Requests Pct	Case Web Requests Pct
BERMAN, NORMAN	CARDIOLOGIST	1356354427	160	20.0%	6.4%	0.0%	0.0%	100.0%
FLANAGAN, MICHAEL	CARDIOLOGIST	1720180698	8	12.5%	6.4%	0.0%	0.0%	100.0%
	PEDIATRIC CARDIOLOGY	1720180698	123	29.3%	21.8%	0.0%	0.0%	100.0%
GIDDINS, NIELS	CARDIOLOGIST	1508804089	127	4.7%	6.4%	3.4%	0.0%	96.6%
FLYER, JONATHAN	CARDIOLOGIST	1750525192	116	2.6%	6.4%	1.0%	0.0%	99.0%
COLEMAN, ADAM	CARDIOLOGIST	1225264989	102	0.0%	6.4%	4.7%	0.0%	95.3%
		1225265989	6	0.0%	6.4%	25.0%	0.0%	75.0%
DRUCKER, NANCY	CARDIOLOGIST	1013934884	93	9.7%	6.4%	1.4%	0.0%	98.6%
ROBERTELLO, MICHAEL	CARDIOLOGIST	1447213384	93	0.0%	6.4%	5.2%	0.0%	94.8%
YEAGER, SCOTT	PEDIATRICS	1447273164	86	5.8%	8.3%	1.6%	0.0%	98.4%
SHAPIRO, STANLEY	CARDIOLOGIST	1396764403	81	1.2%	6.4%	1.3%	0.0%	98.7%
ANISMAN, STEVEN	CARDIOLOGIST	1780603647	78	3.8%	6.4%	1.6%	0.0%	98.4%
	INTERNAL MEDICINE	1780603647	1	0.0%	11.7%	0.0%	0.0%	100.0%
NOBLE, GAVIN	CARDIOLOGIST	1750335014	76	0.0%	6.4%	2.7%	0.0%	97.3%
VANBUREN, PETER	CARDIOLOGIST	1104912310	76	14.5%	6.4%	2.8%	0.0%	97.2%
HOPKINS, WILLIAM	CARDIOLOGIST	1770685638	3	100.0%	6.4%	0.0%	0.0%	0.0%
	CARDIOVASCULAR DISEASE	1770685638	68	8.8%	9.9%	0.0%	0.0%	100.0%
ROGGE, SCOTT	CARDIOLOGIST	1306813142	1	0.0%	6.4%	100.0%	0.0%	0.0%
	CARDIOVASCULAR DISEASE	1306813142	64	0.0%	9.9%	0.0%	0.0%	100.0%
KUNIN, ADAM	CARDIOLOGIST	1306813159	64	6.3%	6.4%	1.8%	0.0%	98.2%
TERRIEN, EDWARD	CARDIOLOGIST	1013928910	64	15.6%	6.4%	0.0%	0.0%	100.0%
TORKELSON, ANDREW	CARDIOVASCULAR DISEASE	1750476115	63	12.7%	9.9%	59.2%	0.0%	40.8%
BONAZINGA, BARTHOLOMEW	CARDIOLOGIST	1013082098	60	1.7%	6.4%	1.9%	0.0%	98.1%
CAPELESS, MARK	CARDIOLOGIST	1952323545	52	3.8%	6.4%	0.0%	0.0%	100.0%
SCHNEIDER, DAVID	CARDIOLOGIST	1285737429	50	4.0%	6.4%	0.0%	0.0%	100.0%

Savings and ROI Summary

Savings and ROI Summary – Q1-2018 through Q1-2019

Imaging Savings and ROI Summary

Total Savings (bars) and Fees (lines) by Quarter



Imaging Fees:

RADIOLOGY	\$18,511	RADIOLOGY	\$794,912
CARDIOLOGY	\$30,330	CARDIOLOGY	\$238,005
		Grand Total	\$1,032,917

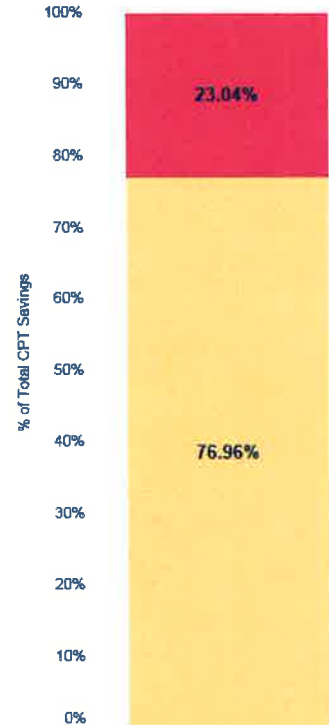
Savings are estimated using Total Not Approved Procedures and Vermont Medicaid claims average costs by Modality from Feb 18 - Jan 19 where available.

Savings Detail – Q1-2018 through Q1-2019

Imaging Savings Detail

		2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	Grand Total
CARDIOLOGY	CPT Requests	1,403	1,204	969	908	866	5,350
	CPT Approvals	1,241	1,051	900	758	788	4,738
	CPT D/NA Pct	9.6%	11.7%	6.1%	14.9%	7.4%	10.0%
RADIOLOGY	CPT Requests	4,327	4,227	3,864	4,035	3,633	20,086
	CPT Approvals	3,591	3,464	3,182	3,270	3,084	16,591
	CPT D/NA Pct	10.2%	10.8%	10.2%	11.6%	10.0%	10.6%
Grand Total	CPT Requests	5,730	5,431	4,833	4,943	4,499	25,436
	CPT Approvals	4,832	4,515	4,082	4,028	3,872	21,329
	CPT D/NA Pct	10.1%	11.0%	9.4%	12.2%	9.5%	10.5%

Percent Savings by Modality



■ CARDIAC IMAGING
■ ADVANCED IMAGING

Thank You

