

## How Can The Insurance Industry Improve The Quality And Appropriateness Of Vascular Care And Help Vascular Surgery Survive In A Competitive World

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## Disclosure

Consultant for Evolent Health®



Last year I suggested the insurance industry might be able to save vascular surgery



My talk didn't seem to receive much support

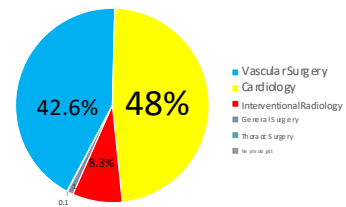


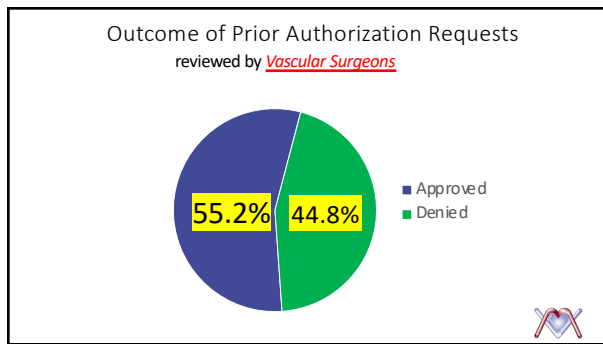
### What's my premise

- Vascular surgeons are losing patients to other specialists
- Quality of care is suffering even when its vascular surgeons doing the work
- The Insurance Industry can help
- But it requires a new paradigm of oversight ... Not prior authorization

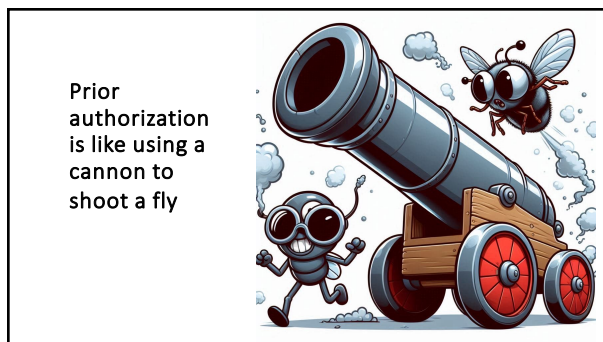


Vascular surgeons are performing less than 50% of endovascular procedures





- ### Prior Authorization doesn't work well!
- Many denials are for missing information
  - Its expensive to run
  - It wastes money in countless ways
  - It wastes the provider's time and money
  - It infuriates providers but even more, patients
  - It delays necessary treatment



### A Novel Post authorization Program

- You agree to be in the program
- For one year there will be no prior authorization, you do whatever you believe is right by the patient
- You agree to 5 random post procedure spot checks
- All office notes **AND** actual images (angio, CTA duplex etc) will be reviewed
- BY VASCULAR SURGEONS**
- The reviews will be educational and constructive, not punitive, and will be accompanied by peer-to-peer conversations
- The second year, consistent bad reviews will result in a return to prior authorization

### Certified Vascular Reviewers

- Certified to be reviewers by passing an examination (perhaps run by the Vascular Board?)
- Curriculum:
  - National and local Carrier determinations
  - Specialty guidelines and appropriate use criteria

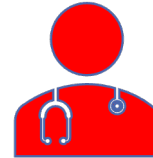
### How Can This Insurance Industry Program Improve The Quality And Appropriateness Of Vascular Care ?

- *In all aspects the program encourages improved quality through education and constructive critique*



### How Can This Insurance Industry Program Help Vascular Surgery survive in a competitive world?

- Until such a program is copied it will be just for vascular surgeons who will be able to advertise that they are in this peer-reviewed program
- Those vascular surgeons will be promoted by the insurance carriers using the program
- **Their outcomes will improve and patient volume will increase!**



I rest my case!

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