

# Value of Clinical Interventional Radiology Talking Points

## 1. Interventional Radiology Helps Achieve the “Triple Aim” of Healthcare

Interventional radiology (IR) is efficient, fast and effective. IRs provide quality care at lower cost. This can help you achieve “Triple Aim” of modern health care:

- *Improve the patient experience of care (including quality & safety)*
- *Improve the health of populations*
- *Reduce the per capita cost of health care*

## 2. Less Is More—**Interventional radiology enables health systems to deliver more quality care less invasively** – allowing them to:

- Shift care to less expensive outpatient settings
- Increase patient throughput
- Minimize risk to the patient
- Shorten recovery times
- Improve patient experience, visualizing problems faster and conducting procedures in less time
- Improve health outcomes

These are **key metrics** in emerging alternative payment models. Implementing a clinical IR practice now can keep health systems ahead of changes in the medical landscape.

## 3. Poised for Growth

**Interventional radiology** develops, tests and implements breakthrough, image-guided treatments for today’s critical health issues, including:

- Cardiovascular and venous disease
- Kidney disease
- Stroke and more

**Interventional oncology** is poised for growth, driven by the proliferation of minimally invasive therapies – including:

- Percutaneous ablations using radiofrequency, cryotherapy or microwave
- Transcatheter therapies including Y90 radioembolization and chemoembolization
- MR-guided high-intensity focused ultrasound and others

These techniques (and others) provide additional opportunities to take part in the federal government’s \$1 billion Cancer Moon Shot to accelerate cancer research.

## 4. Most Effective Care Delivered by Highly Collaborative Teams

Interventional radiologists:

- Work with other specialists — delivering innovative solutions to today’s toughest medical problems
- Have traditionally developed relationships across departments in performing a wide array of procedures
- Can be a force for innovation and silo-busting that will benefit patients and the care delivery system

## **5. Provide Longitudinal Care**

- Participate actively in hospital acute setting and the outpatient setting
- Provide treatment plans for patients
- Follow-up to determine if treatment plan is being administered effectively

## **6. Recognized Primary Medical Specialty**

- IR residency programs now accept interventional and diagnostic radiology residents
- Doctors who complete this training may be board certified in diagnostic and interventional radiology
- These steps will increase the current IR workforce to fuel clinical practices nationwide

## **7. IRs are the Face of Radiology Group to Patients and Hospitals (for Making Case to Radiology Practice Officers)**

- Have traditionally developed relationships across departments in performing a wide array of procedures
- Visible to referring physicians, hospitalists, nurses, support staff, etc.

Interact with patients – patients understand value of radiologists

## **8. Can Help Improve Health of Underserved and Low Income Populations**

- Enable health systems to provide greater indigent care by using fewer hospital resources to reduce cost and maximize reimbursement under value-based payment models
- Enabling more low-and fixed-income patients to afford care by reducing cost of episodes of care (vs open surgery, etc.), thus reducing the dollar amount of patient copayments, etc.