**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*
1. 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.

1. **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.

1. **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
1. **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
1. **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
1. **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.