
From: Peeler, Nancy (DHHS)
Sent: Wednesday, December 23, 2015 9:32 AM
To: Kwasnik, Monica (DHHS); Hamilton, Kimberly (DHHS)
Cc: Lishinski, Karen (DCH) (LishinskiK@michigan.gov)
Subject: FW: Molina Healthcare - Lead Testing Initiative

Good morning, Monica and Kim – I wasn't sure who to share this with, thought I would start with you. I had a conversation with Dana Brown from Molina after the MCH meeting, and we talked about their upcoming health fairs in Flint, and the fact that they didn't have a LeadCare machine to use at those health fairs. If you are not familiar with it, LeadCare is a point of service machine that can analyze a capillary blood sample for lead, you have the result within about 3 minutes. If the capillary is high, then it is still necessary to get a venous sample to confirm the result. But if the capillary is low, then typically no further testing is needed at that time point.

Dana is going to follow-up with Magellan, as she thought there may be some practices that could meet the testing volume to get a free machine. I wonder if it would be helpful to share the Magellan information with other health plans, or possibly even invite the rep to the next MCH meeting, or host a conference call? Not sure what your usual approach is, but I at least wanted to get this information into your hands, see what you think.

Nancy

From: Peeler, Nancy (DHHS)
Sent: Tuesday, December 22, 2015 3:18 PM
To: 'Dana Brown' <Dana.Brown@MolinaHealthCare.Com>
Cc: Lishinski, Karen (DHHS) <LishinskiK@michigan.gov>
Subject: RE: Molina Healthcare - Lead Testing Initiative

Good afternoon, Dana – I did manage to connect with Magellan today; there are two options that you might consider:

1. Magellan confirmed that they do offer free LeadCare machines for areas with low testing rates, however, you must make a commitment that you would meet a minimum testing volume, that being at least 384 tests/year (e.g. you must purchase 8 test 'kits', each of which contains supplies for 48 individual tests. $8 \times 48 = 384$ tests. You purchase 4 test kits up front, then 4 more within the year). You would need to review your potential testing volume to see if this is a standard you could commit to meeting.
2. They have a pilot study/project going on, where you can purchase the LeadCare machine for \$2,000, which includes 2 test kits (supplies for 96 individual tests). After that, you would purchase replacement test kits (48 each) as needed, at a cost of \$382 for each test kit.

The Midwest Regional Sales Representative for Magellan is Brandon Albright; I've included his contact information below. I did tell him that he may hear from someone. He said that he is working this week and next other than Christmas Day. I hope this information is useful, and you are able to reach him!

Nancy

MAGELLAN CONTACT INFORMATION:

Brandon Albright | Midwest Regional Sales Representative | Magellan Diagnostics, Inc.
Phone: 219-314-9589 | Fax: 978-856-2335 | Email: balbright@magellandx.com
www.magellandx.com | www.LeadCare2.com | www.LCUltra.com

From: Dana Brown [<mailto:Dana.Brown@MolinaHealthCare.Com>]

Sent: Monday, December 21, 2015 7:34 PM

To: Peeler, Nancy (DHHS) <PeelerN@michigan.gov>

Cc: Lishinski, Karen (DHHS) <LishinskiK@michigan.gov>

Subject: Molina Healthcare - Lead Testing Initiative

Hi Nancy,

I hope all is going well!

Thank you for your presentation at last week's Maternal Child Workgroup Meeting! Your passion for your work with the Lead Program is inspiring.

Molina is working diligently on our lead testing initiative. We have a blast fax going to our providers this week re-education them on the lead test recommendations for a test at 12 and 24 months and for children 3 -6 years if they have never been tested. We are also sending our members information regarding lead testing events we planning for Jan – Mar 2016. Four events have been confirmed so far. We are doing these in schools from 3:30 – 6:30PM in the evening so they are convenient for parents.

I'd like to follow-up with our conversation regarding the LeadCare II machines offered by Magellan Diagnostics. Were you able to speak with your contact or do you have the criteria a provider office needs to meet to receive the machine?

Thanks,

Dana

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