

Overcoming Coverage Barriers for a Microprocessor-Controlled Prosthetic

HOW A MEDICAL DEVICE MANUFACTURER TRANSFORMED POLICY THROUGH TARGETED ACCESS STRATEGY

The Challenge

A medical device manufacturer distributed a microprocessor-controlled prosthetic through O&P providers. A major payer labeled the device “experimental,” triggering automatic denials. Field providers faced burdensome prior auth requirements and lacked the tools to present clinical evidence—causing delays, strain, and reduced patient access.

The Reality Check:

- Coverage denials exceeded 90% due to “experimental” classification
- Prior auth demands fell to unresourced providers
- No coordinated approach to payer documentation
- Field teams lacked clarity on approval pathways

The Accelerator Solution

Within a focused engagement, the Accelerator built payer-facing infrastructure, empowered provider partnerships, and helped shift the coverage narrative at the policy level.

Immediate Market Access:

- Implemented a case-by-case SCA strategy to enable individualized approvals
- Equipped providers with documentation templates and reimbursement tools
- Delivered consistent payer submissions aligned to medical necessity standards

Regulatory Fast-Track:

- Collaborated with O&P groups to build longitudinal case studies and outcomes
- Shared evidence portfolios to support internal payer policy review
- Developed strategies to move from one-off approvals to broad coverage change



The Results That Matter

Coverage Outcomes: Approval rates rose from under 10% to over 90%

Policy Impact: Device reclassified as a covered benefit by target payer

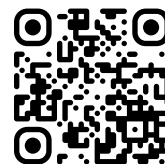
Access Expansion: Broader access achieved through provider-aligned strategy

“Working through the chaos of denials, we finally had a structured strategy—and it changed everything.”

— Access Lead, Client Organization

Ready to break through the insurance wall?

Contact us for a confidential market access assessment.



[Contact us](#)