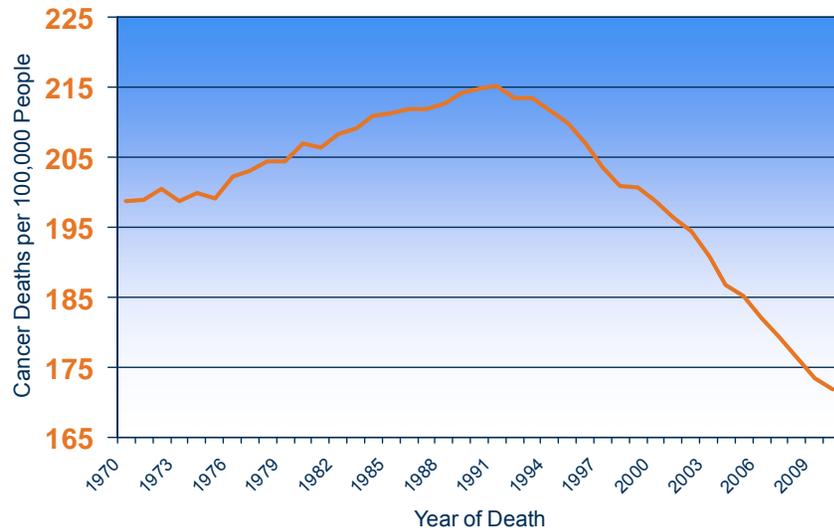


# **Insuring the Future of Quality Cancer Care**

**Richard L. Schilsky, MD**  
**Chief Medical Officer**  
**ASCO**

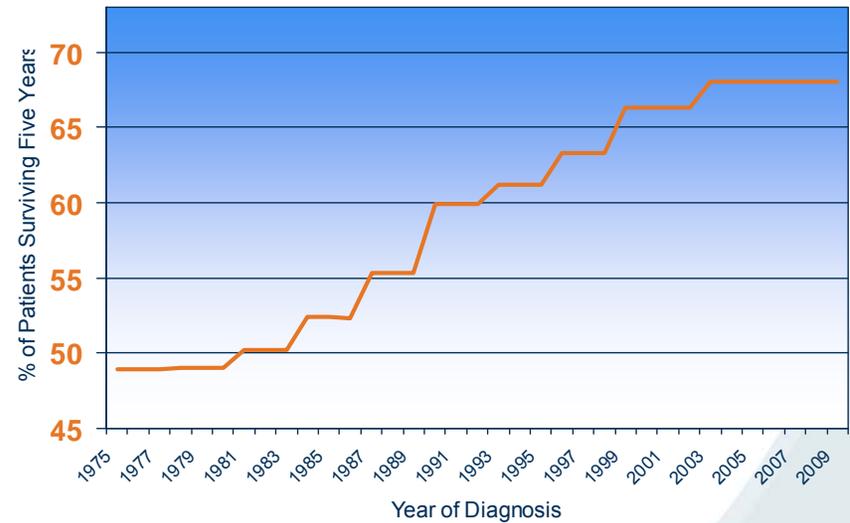
# Good News

## Mortality



Source: National Cancer Institute

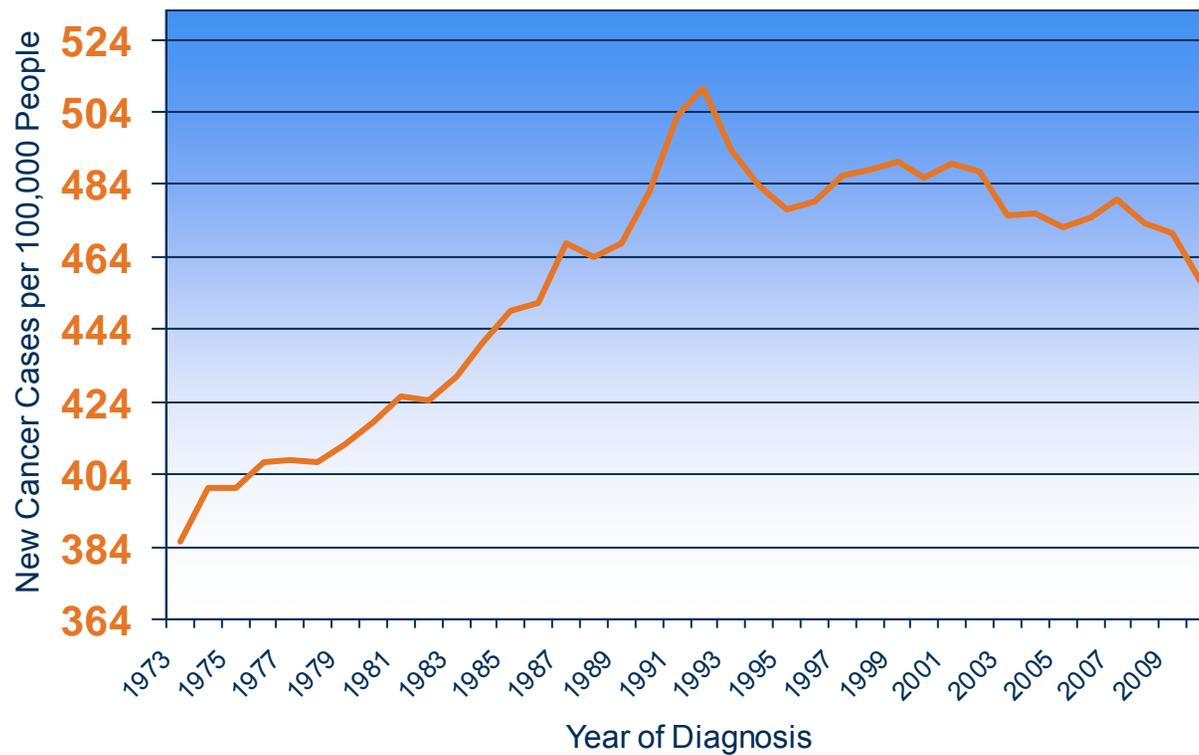
## Five-Year Survival



Source: National Cancer Institute

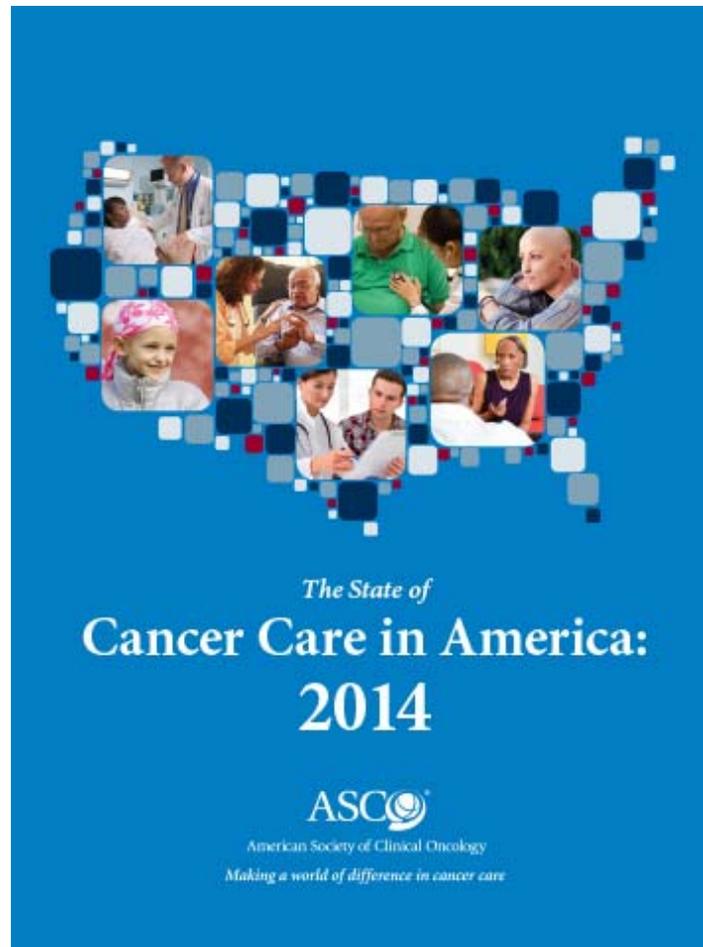
# What's Ahead

## New Cancer Cases



Source: National Cancer Institute

# The Big Picture

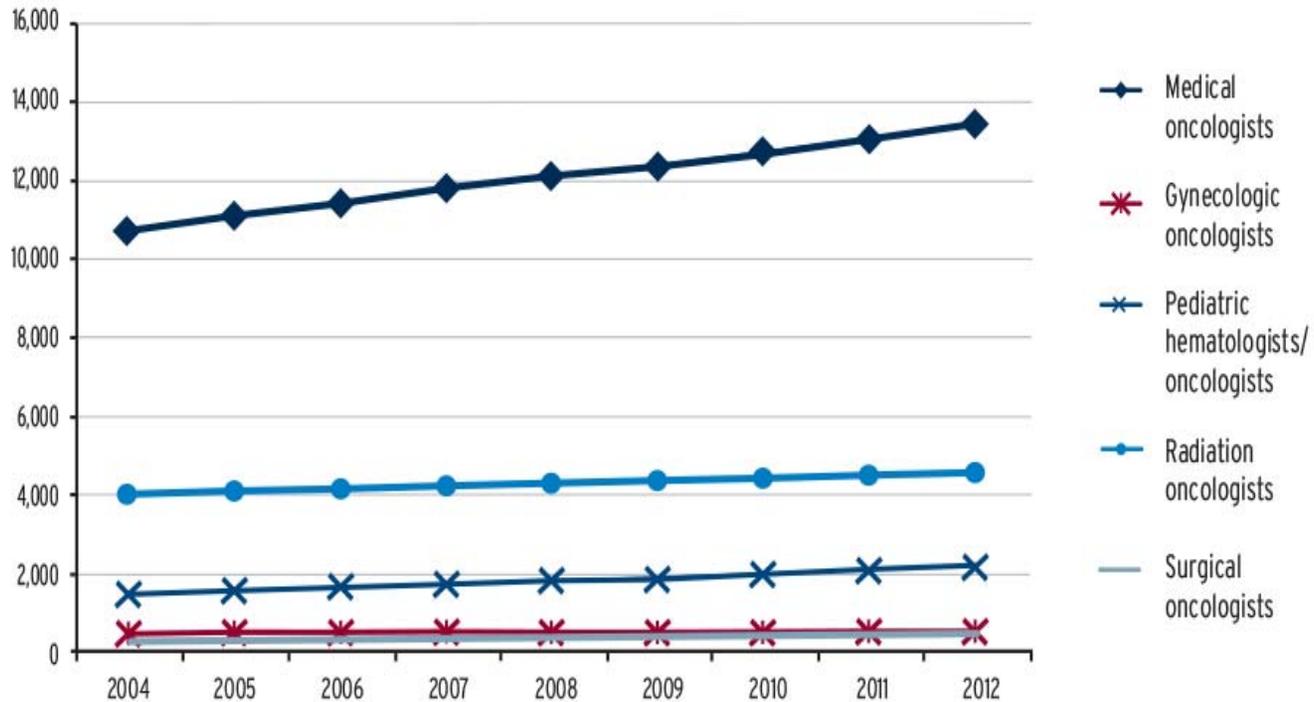


# Cancer Care Challenges

- By 2025, new US cancer cases up by 42%
- ACA adds 25 million newly insured
- Cancer survivors increasing to 18 million



# 13,400 U.S. Medical Oncologists

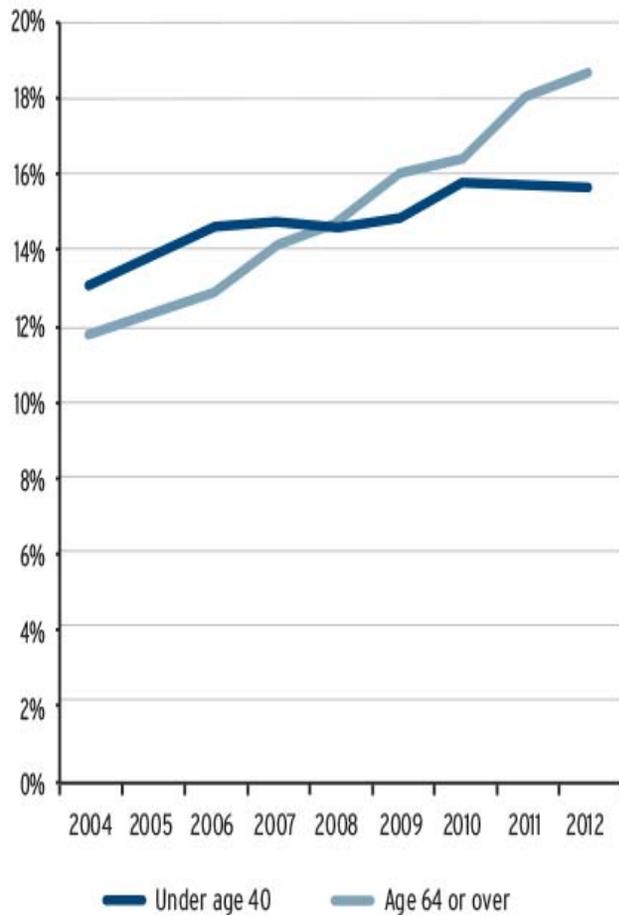


Source: AMA Masterfile; Medical oncologists includes all physicians who identify as medical oncologists, hematologists, and hematologist/oncologists.

*The State of Cancer Care in America: 2014, American Society of Clinical Oncology.*



# More Oncologists Over 64 Than Under 40



*The State of Cancer Care in America: 2014, American Society of Clinical Oncology.*

# Supply-Demand Perspective

300 New Patients/per year

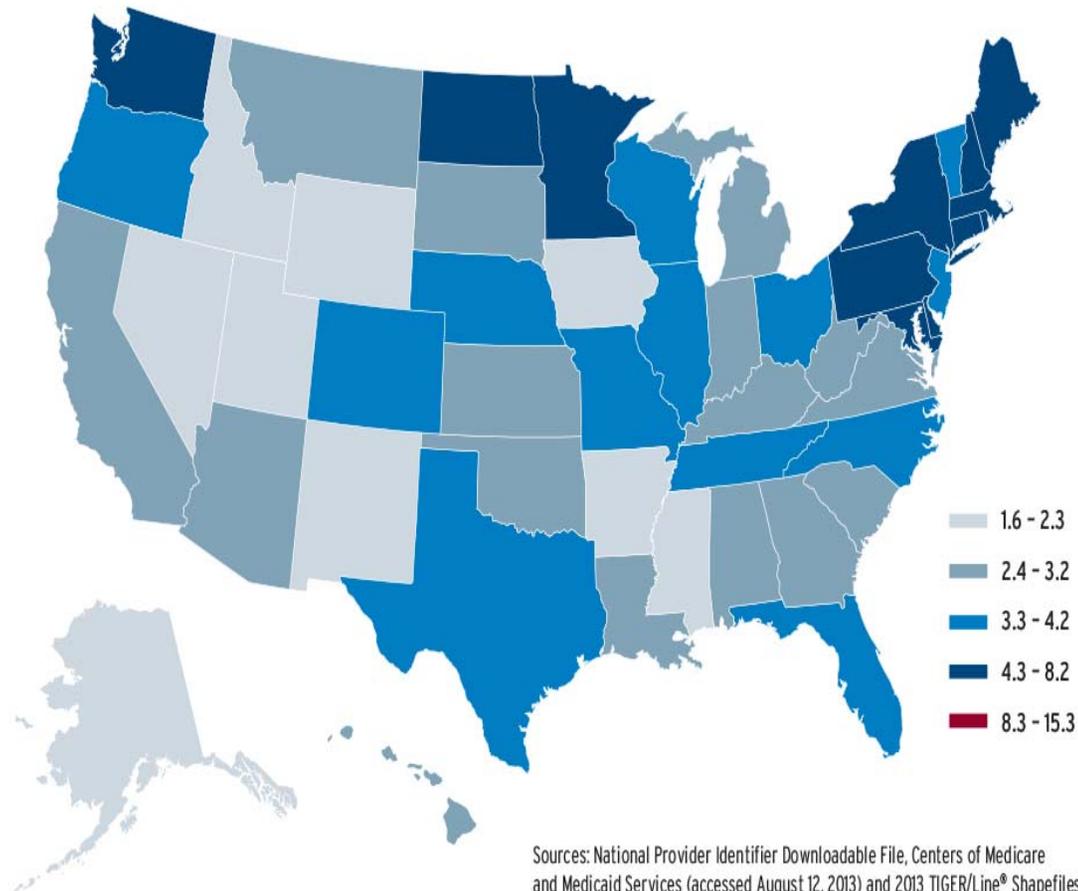
x 1,487 Oncologist Shortage

**446,100 New Patients Face Challenges**



# Geographic Challenges

## Oncologists per 100,000 Population by State



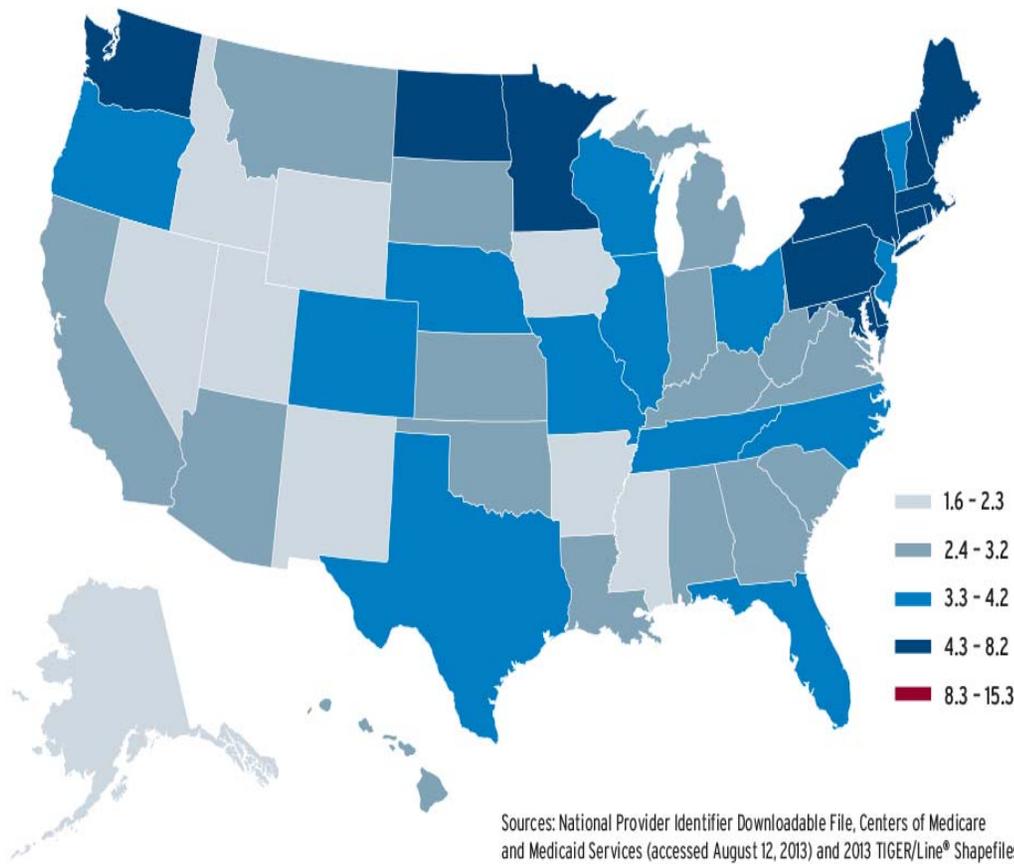
Sources: National Provider Identifier Downloadable File, Centers of Medicare and Medicaid Services (accessed August 12, 2013) and 2013 TIGER/Line® Shapefiles, U.S. Census Bureau

*The State of Cancer Care in America: 2014, American Society of Clinical Oncology.*



# Cancer Care in Rural America

## Oncologists per 100,000 Population by State



Sources: National Provider Identifier Downloadable File, Centers of Medicare and Medicaid Services (accessed August 12, 2013) and 2013 TIGER/Line® Shapefiles, U.S. Census Bureau

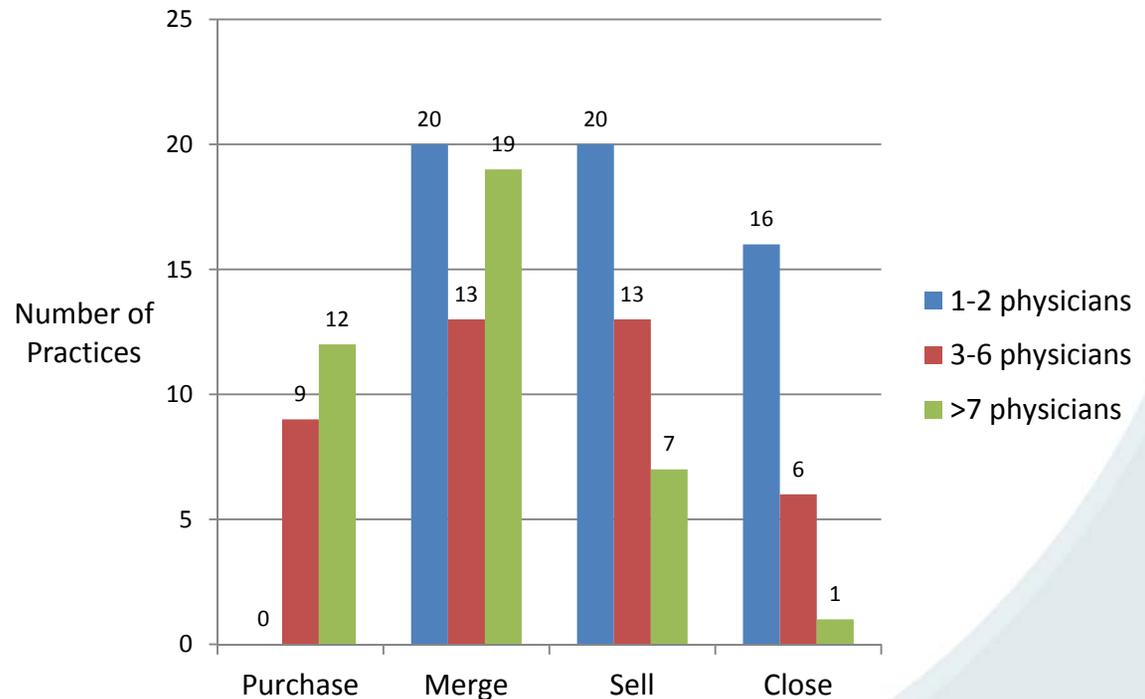
*The State of Cancer Care in America: 2014, American Society of Clinical Oncology.*

- 1 in 5 Americans live in rural areas
- 1 in 33 oncologists practice in rural areas

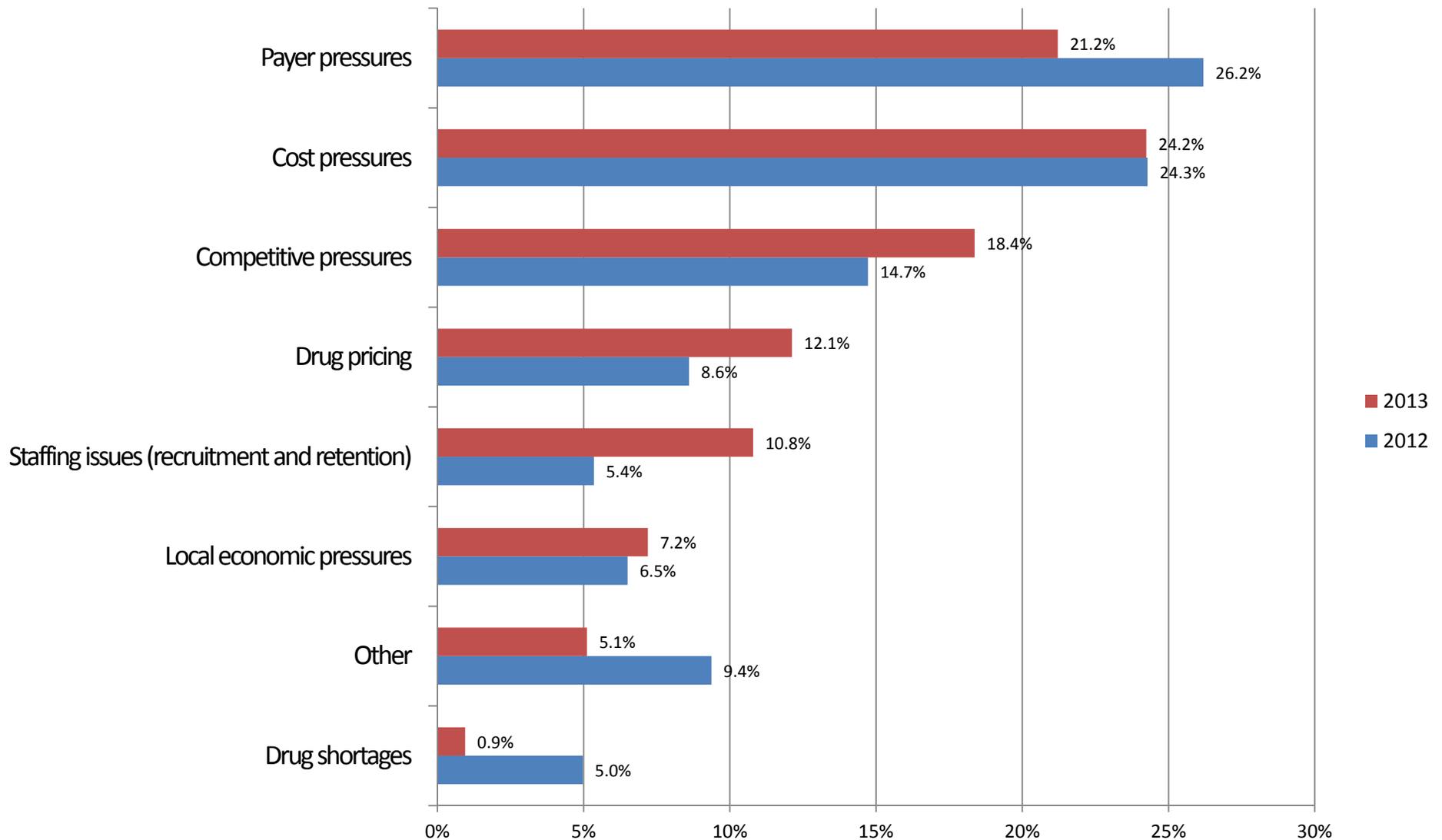
# Community Practices At Risk

- 25% reduction in private practices since 2012 census
- 2/3 of smaller practices anticipate sale, merger or closing in next year—double that reported overall
- Small, medium practices see >1/3 new patients

Likelihood of Practice Change  
Private Community Practice, By  
Practice Size



# Top Concerns



# Rough Waters for Practices



- Economic pressures
- Political turbulence
- General disruption across medicine
  - Sequestration
  - ICD-10
  - PQRS, Meaningful Use
  - Health Reform
    - ACOs, shifts in practice environment
    - Performance based payment
    - Wave of newly insured
    - Uncertainty

# Medicare Sequestration

- 2% Medicare sequestration took effect April 2013
- Cut applied to both payments for Part B drugs and 6% services payment
- After accounting for patient copays, payment for Part B drugs decreased from ASP+6% to ASP+4.3%
- Difference in service fee:  $6\% - 4.3\% = 1.7\%$
- Medicare is paying 28% less on the service fee

# Impact of Sequestration on Practices

## Survey Findings:

- **One in four:** no new Medicare Advantage patients
- **Half:** send their Medicare patients without supplemental insurance to hospital for chemo
- **Three fourths:** difficulty covering the costs of drugs
- **One in five:** have or are considering closing satellite/outreach clinics

# HR 1416: Cancer Patient Protection Act

- Introduced April 2013
- Exempts Part B drugs from sequestration
- 123 co-sponsors
- Support in House Energy & Commerce Health Subcommittee
- No Senate bill
- Uphill battle...but we are still pursuing



Renee Ellmers (R-NC)

# SGR Rollercoaster

<b>Dec 2009:</b>	Congress freezes rates for two months
<b>Mar 2010:</b>	CMS holds claims
<b>Apr 2010:</b>	CMS advises physicians to hold claims
<b>Jun 2010:</b>	Congress delays cut until November 30
<b>Nov 2010:</b>	Congress freezes rates for one month
<b>Dec 2010:</b>	Congress delays cut for one-year
<b>Feb 2011:</b>	Congress delays cut with 10-month patch
<b>Feb 2012:</b>	Congress delays cut until Jan 2013
<b>Jan 2013:</b>	Congress delays cut for one year
<b>Dec 2013:</b>	Congress delays cut until April 1, 2014
<b>Mar 2014:</b>	Congress delays cut until March 31, 2015

**Cumulative cut now ~25%**

# Repeal SGR Formula

## *SGR Repeal and Medicare Provider Payment Modernization Act of 2014*



II

113TH CONGRESS  
2D SESSION **S. 2000**

To amend title XVIII of the Social Security Act to repeal the Medicare sustainable growth rate and improve Medicare payments for physicians and other professionals, and for other purposes.

---

IN THE SENATE OF THE UNITED STATES

FEBRUARY 6, 2014

Mr. BAUCUS (for himself and Mr. HATCH) introduced the following bill; which was read twice and referred to the Committee on Finance

---

**A BILL**

To amend title XVIII of the Social Security Act to repeal the Medicare sustainable growth rate and improve Medicare payments for physicians and other professionals, and for other purposes.

1 *Be it enacted by the Senate and House of Representa-*  
2 *tives of the United States of America in Congress assembled,*  
3 **SECTION 1. SHORT TITLE; TABLE OF CONTENTS.**  
4 (a) SHORT TITLE.—This Act may be cited as the  
5 “SGR Repeal and Medicare Provider Payment Moderniza-  
6 tion Act of 2014”.  
7 (b) TABLE OF CONTENTS.—The table of contents of  
8 this Act is as follows:

I

113TH CONGRESS  
2D SESSION **H. R. 4015**

To amend title XVIII of the Social Security Act to repeal the Medicare sustainable growth rate and improve Medicare payments for physicians and other professionals, and for other purposes.

---

IN THE HOUSE OF REPRESENTATIVES

FEBRUARY 6, 2014

Mr. BURGESS (for himself, Mr. UPTON, Mr. CAMP, Mr. WAXMAN, Mr. LEVIN, Mr. PITTS, Mr. BRADY of Texas, Mr. PALLOU, Mr. McDERMOTT, and Mr. BOUSTANY) introduced the following bill; which was referred to the Committee on Energy and Commerce, and in addition to the Committee on Ways and Means and the Judiciary, for a period to be subsequently determined by the Speaker, in each case for consideration of such provisions as fall within the jurisdiction of the committee concerned

---

**A BILL**

To amend title XVIII of the Social Security Act to repeal the Medicare sustainable growth rate and improve Medicare payments for physicians and other professionals, and for other purposes.

1 *Be it enacted by the Senate and House of Representa-*  
2 *tives of the United States of America in Congress assembled,*  
3 **SECTION 1. SHORT TITLE; TABLE OF CONTENTS.**  
4 (a) SHORT TITLE.—This Act may be cited as the  
5 “SGR Repeal and Medicare Provider Payment Moderniza-  
6 tion Act of 2014”.

# Compromise Bill: HR 4015/S 2000

## *End of rollercoaster ride?*

- Immediate repeal of SGR
- Annual update of .5% for five years
- Streamlines all incentive payments into new Merit-Based Incentive Payment System (MIPS)
- 5% incentive payment for physicians in Alternative Payment Models
- Encourages specialty specific Alternative Payment Models
- Credit for participation in QCDRs

# Where are We Now...

- After a decade of patches to prevent SGR cuts, 3 committees of jurisdiction reached consensus
  - Bipartisan support
  - Physician community endorsed
- Partisan disagreements about how to pay for it stalled bill
- Congress instead enacted patch until March 31, 2015

# Taking Action: SGR

- Continue to work with committees in Congress
- Endorsing SGR Repeal legislation
- Partnering with other medical societies (ads and other outreach)

.....paying attention to offsets (\$120-150B)



# The ASCO Policy Statement on the 340B Drug Pricing Program

- In December 2012, the State Affiliate Council brought concerns about the 340B program to the ASCO Board
- Workgroup formed representing several committees and groups at ASCO
- ASCO position paper released in April 2014

# Benefits and Areas of Concern

- Essential that uninsured, under-insured, and indigent patients have access to care
- Allows institutions that truly serve the vulnerable to maintain operations

*...but*

- Program has expanded beyond original intent
- Has created an “unlevel” playing field
- Program needs reform so that resources go to the patients that need them, regardless of setting

# Recommendations

## **1. Policymakers should focus on how to best meet the original intent of the program**

- Congress & HRSA should require covered entities to provide a full, comprehensive accounting of the amount of 340B savings and the percent reinvested into care for uninsured, underinsured, and Medicaid patients on an annual basis

## **2. Policymakers should adopt policy changes that address the size and future growth of the 340B Drug Pricing Program.**

- Congress should discard the current DSH formula, and other parameters derived from inpatient data, for determining eligibility for an outpatient program
- Replace with a formula that considers the percent of underinsured / uninsured patients treated in the outpatient setting

# Recommendations Cont.

## **3. Issue guidance to clarify relevant definitions and provide funding for key oversight activities**

- define and clarify the term “patient”
- HRSA should receive appropriate level of funding

## **4. Place special emphasis on any adverse impacts that the 340B program has on patient access**

- Consider if recent/current expansion of the program affects availability of community oncology practices
- 340B program could be better targeted to truly needy patients by appropriately identifying those entities that serve such patients – regardless of site of care

# Consolidated Payments for Oncology Care (CPOC)

- Flexible payment
  - Patient centered
  - Better match to services we provide/patients need
- Simpler billing structure
- More predictable revenue
- Incentivize high quality, high-value care
- Support coordinated, patient-centered care



# Components of CPOC

- The Quality Oncology Practice Initiative
- A Chemotherapy Management Fee
- Value Based Pathways
- Monthly Episodes of Care/Bundled Payments
- Care coordination/ Patient – centered Medical Oncology Home

# Current vs. Proposed Payments

E&M (new patient)  
E&M (established patient)  
Consultations  
Chemotherapy administration /  
therapeutic injections /  
hydration



New patient payment  
Treatment month payment  
Transition of treatment  
payment  
Active monitoring month  
payment

6% of ASP+6% could be folded into treatment month payments once an alternative to buy and bill is developed and sufficiently tested.

# Episode-based Payment Plan

<b>Magnitude of Proposed Payment Components Relative to New Patient Payment</b>		
<b>New Patient Payment</b>		100%
<b>Treatment Month Payment</b>		
	Level 1	25%
	Level 2	43%
	Level 3	61%
	Level 4	80%
<b>Active Monitoring Month Payment</b>		
	Level 1	2%
	Level 2	10%
	Level 3	25%
<b>Transition of Treatment Payment (in addition to Treatment Month or Active Monitoring Month Payment)</b>		
	Level 1	30%
	Level 2	50%
<b>Clinical Trial Payment</b>		
		5%

# Continued FFS Payments

- Laboratory tests
- Bone marrow biopsies
- Portable pumps
- Blood transfusions
- (list not all inclusive)



# Additional Payment Adjustments

- Quality measures phased in over time
- Pathways, two stages:
  - Adherence
  - Use of certified pathways
- Resource utilization
  - OMH
  - ER and hospital admissions
- Clinical Trials
  - Higher Treatment Month and Non-Treatment Month payments for enrolled patients



# Expected Impacts

- More flexibility for practices
- Practices accountable for quality of care and costs
- Simplification: replaces 58 codes with 11 codes



# Moving Forward

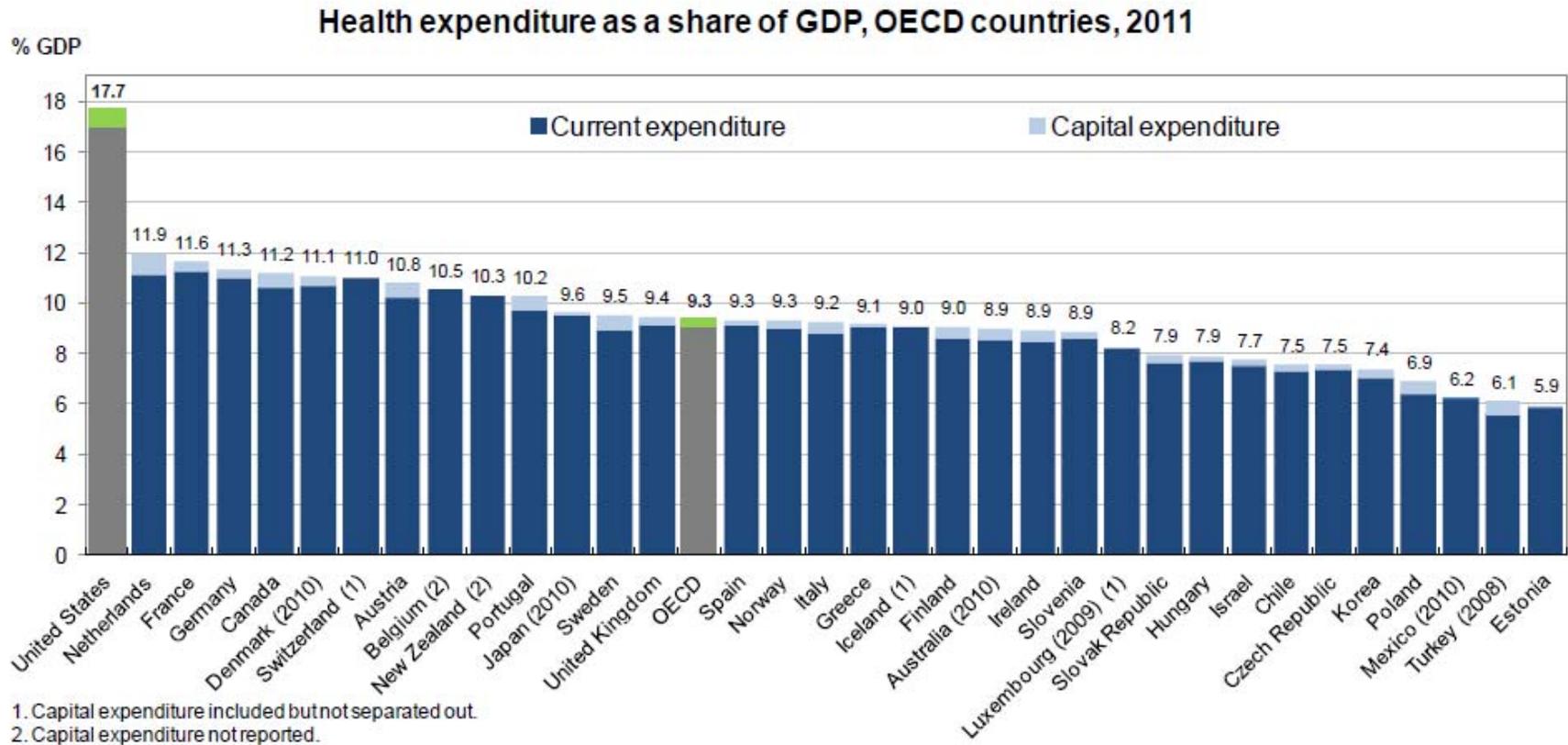
- Ongoing testing/refining of the model
- Seeking feedback on model from ASCO members and others in the cancer community
- Discussions with Congress and CMS

# Seeking Your Feedback

More information at:

[www.asco.org/paymentreform](http://www.asco.org/paymentreform)

# US Health Spending at 17.7% of GDP is ~50% Greater than Others (and Still Rising)



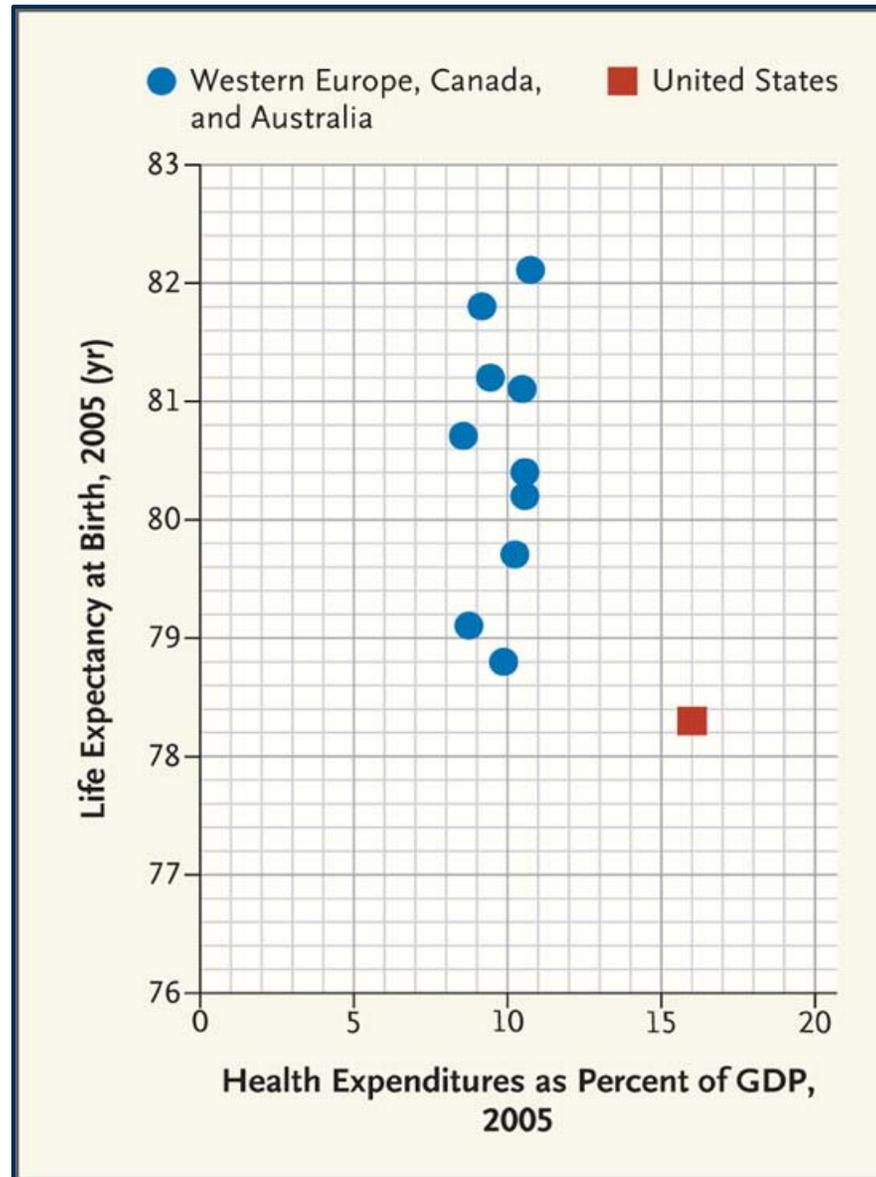
## Projected US Health Spending 2020 → 20% GDP

Kehhan SP, Cuckler GI, Sisko AM, Madison AJ, Smith SD, Lizonito JM, Poisal JA and olfe CJ. National Health Expenditure Projections: Modest Annual Growth Until Coverage Expands And Economic Growth Accelerates. Health Affairs. 2012 Jul;31(7):1600-12.

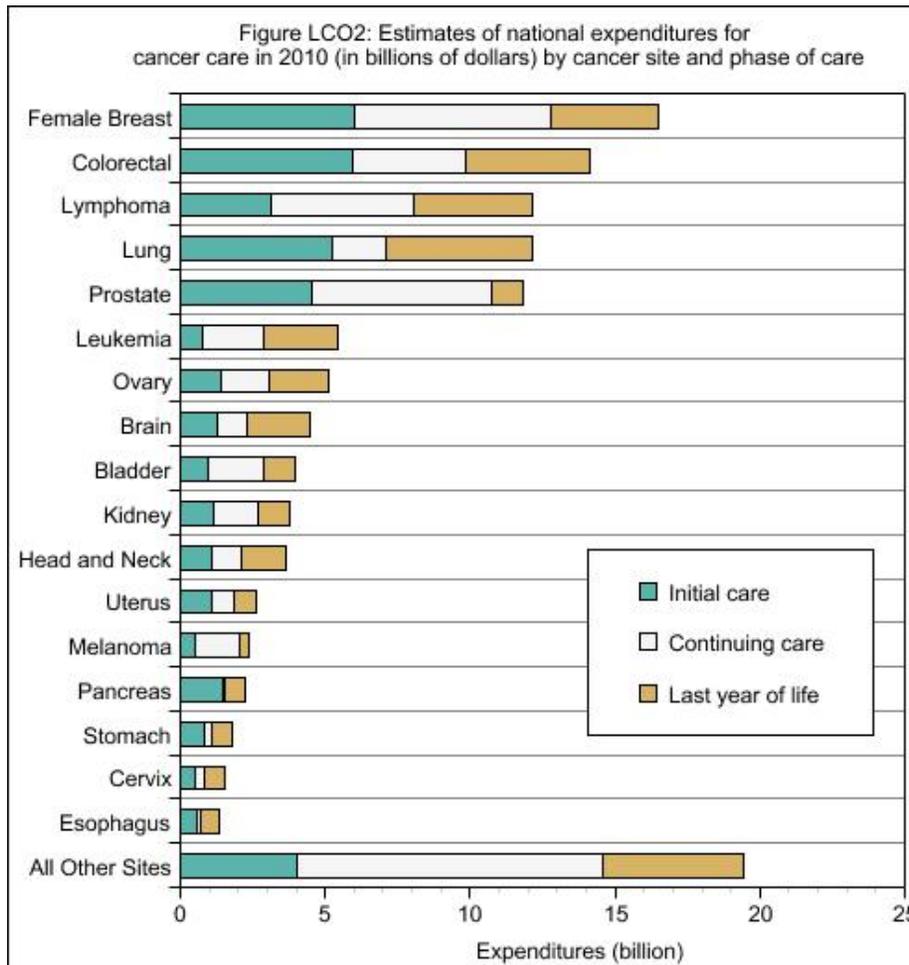


# Higher Spending Does Not Increase Life Expectancy

Health Care Expenditures and Life Expectancy (2005)



# Cost of Cancer Care is Rising

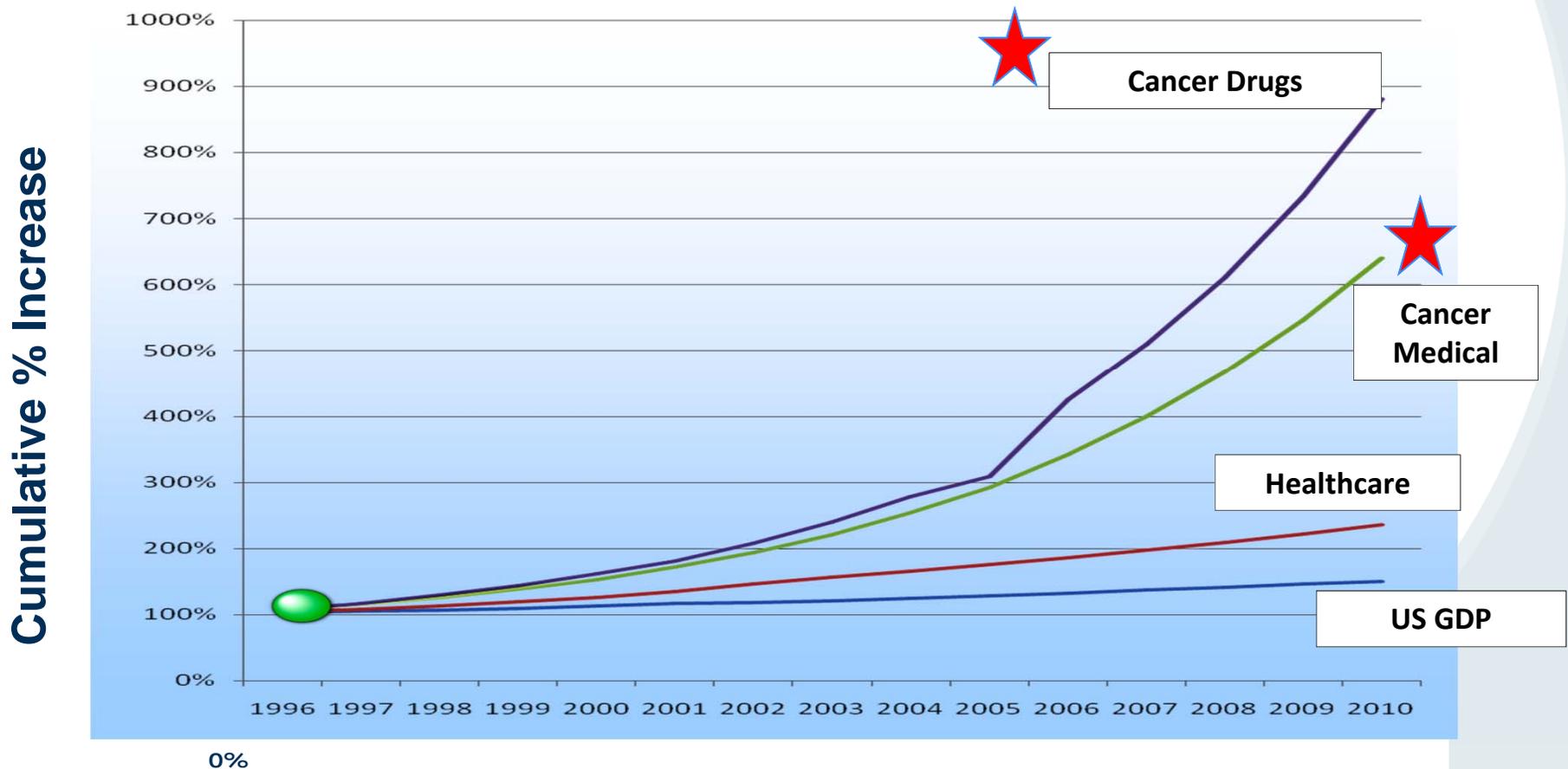


→ \$125 billion in **2010**

→ \$175 billion in **2020**

Source: Mariotto AB, Yabroff KR, Shao Y, Feuer EJ, Brown ML. Projections of the cost of cancer care in the U.S.: 2010-2020. J Natl Cancer Inst 2011; 103(2):117-28.  
 Cancer Prevalence and Cost of Care Projections: <http://costprojections.cancer.gov/>  
 Cost estimates expressed in 2010 dollars using CMS cost adjusters and adjusted for out-of-pocket expenditures, including co-payments and deductibles.  
 Estimates for the population younger than 65 were developed using ratios of cost in the younger than 65 and older 65 populations from studies conducted in managed care populations.

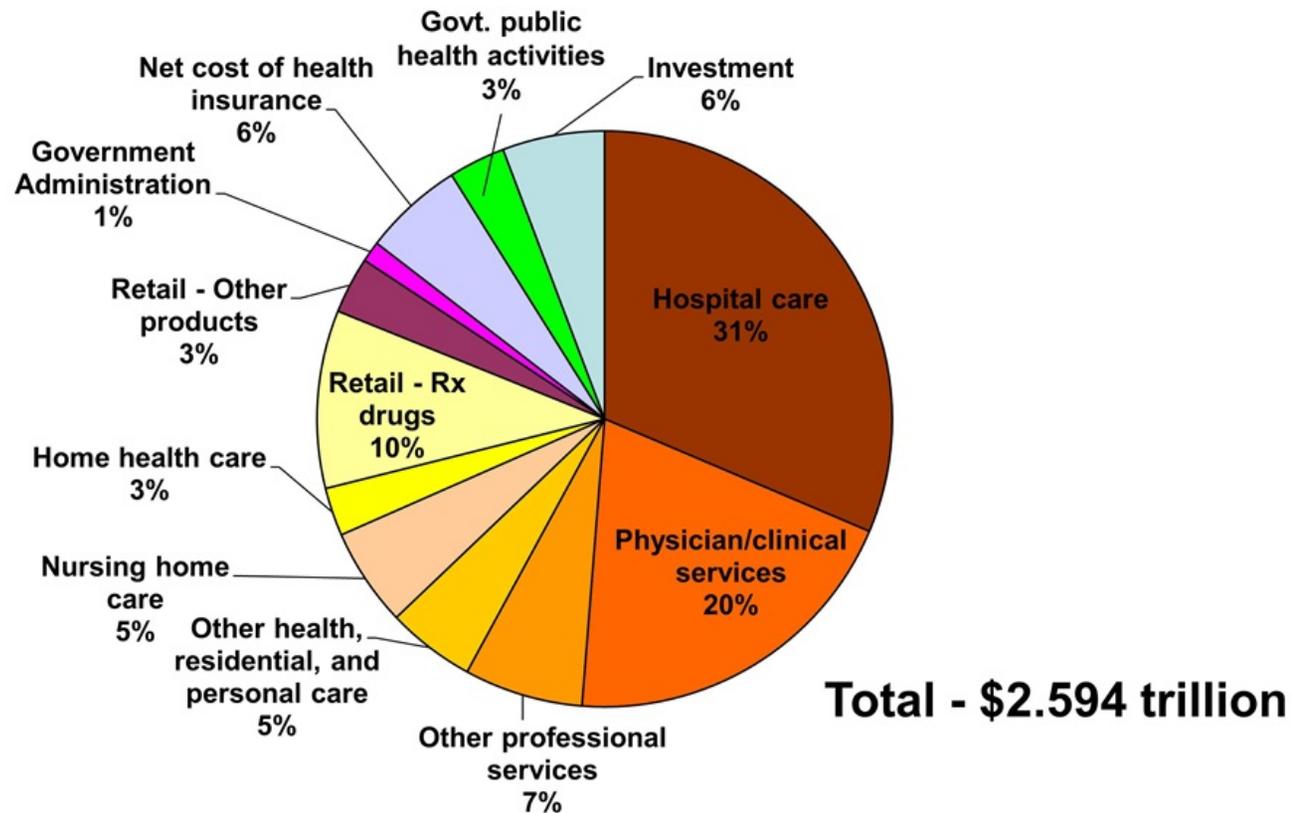
# Cancer Care Costs Rising Faster than Overall Healthcare



Source: Blue Cross Blue Shield Association



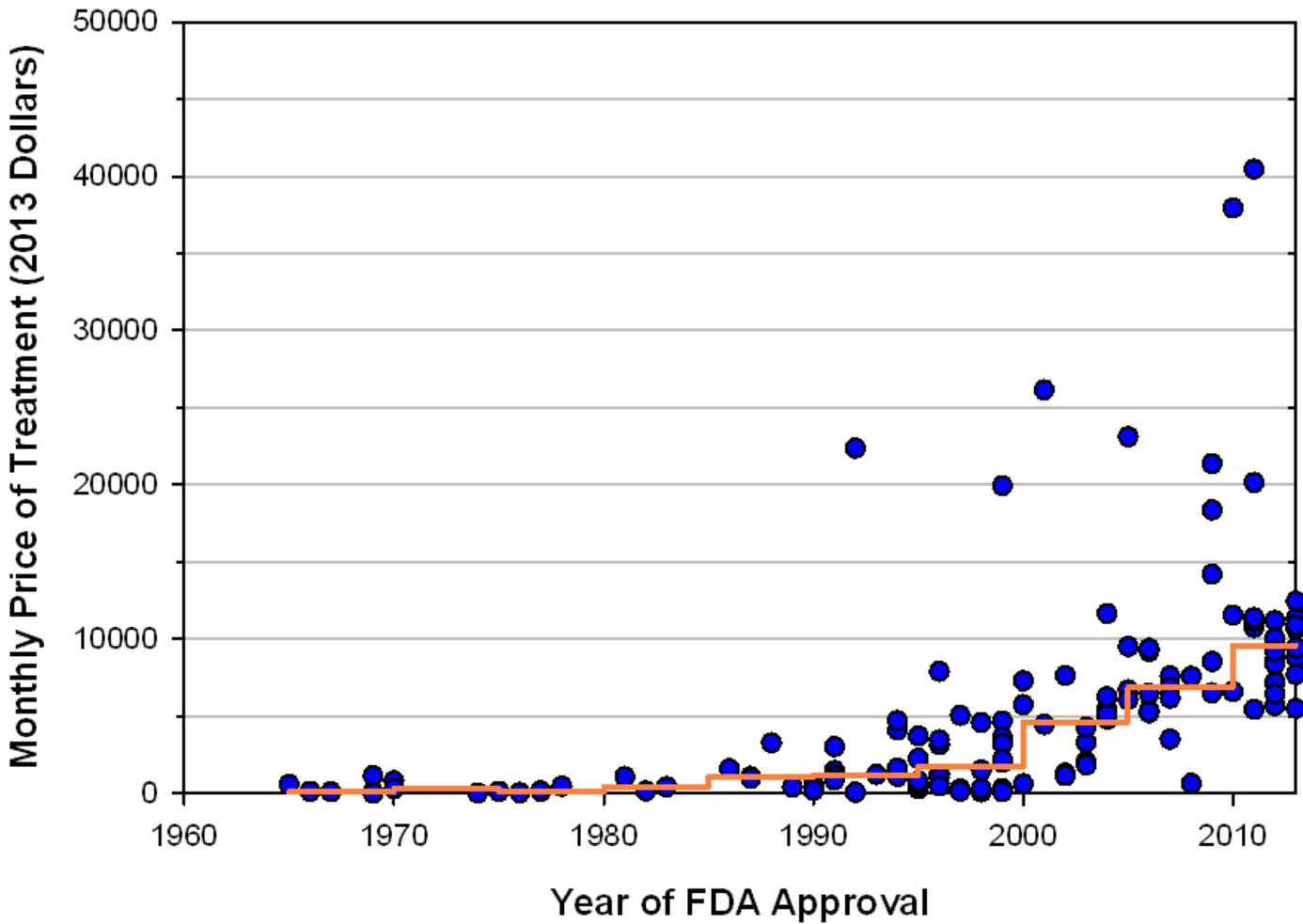
# National Health Expenditures, 2010



Source: Martin A.B. et al., "Growth In US Health Spending Remained Slow in 2010; Health Share of Gross Domestic Product Was Unchanged from 2009," *Health Affairs*, 2012.

## Hospitals and Providers a large fraction

# Monthly and Median Costs of Cancer Drugs at the Time of FDA Approval 1965 - 2013

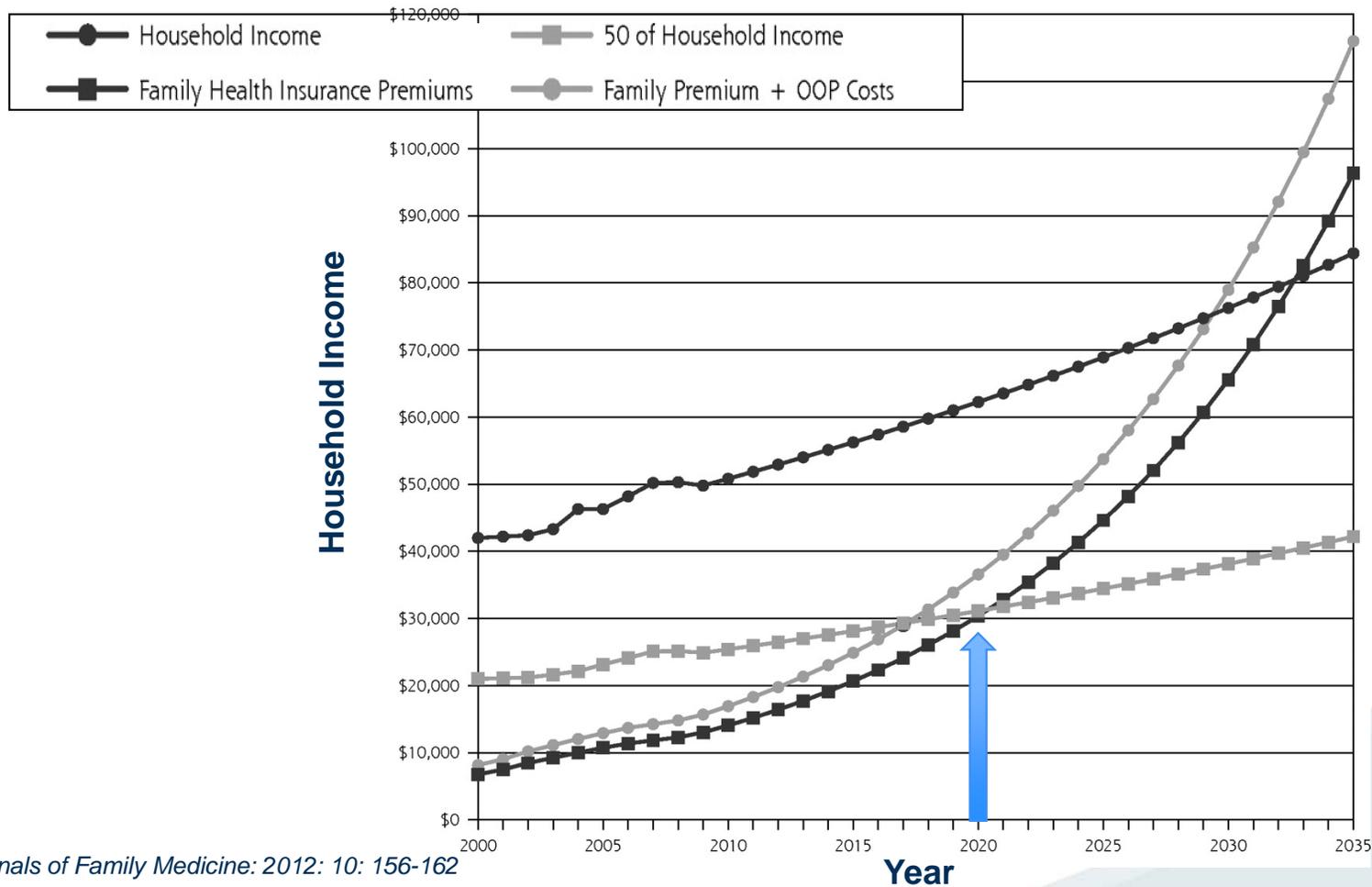


● Individual Drugs  
— Median Monthly Price (per 5 year period)



# Patients are Bearing More of the Costs

Projected family health insurance premium costs and average household income



# Taking Action: Cost and Value

- Value Task Force developing framework
  - Shared with CPC and State Affiliate Council
  - Value incorporated into the Annual Meeting
- Drug Cost Summit
  - Industry
  - Providers
  - Payers
  - Patients

# What is “Value”?

“the regard that something is held to deserve; the importance, worth, or usefulness of something.”

$$\text{Value} = \frac{\text{Benefit(s)}}{\text{(Financial Cost + Non-financial Cost)}}$$

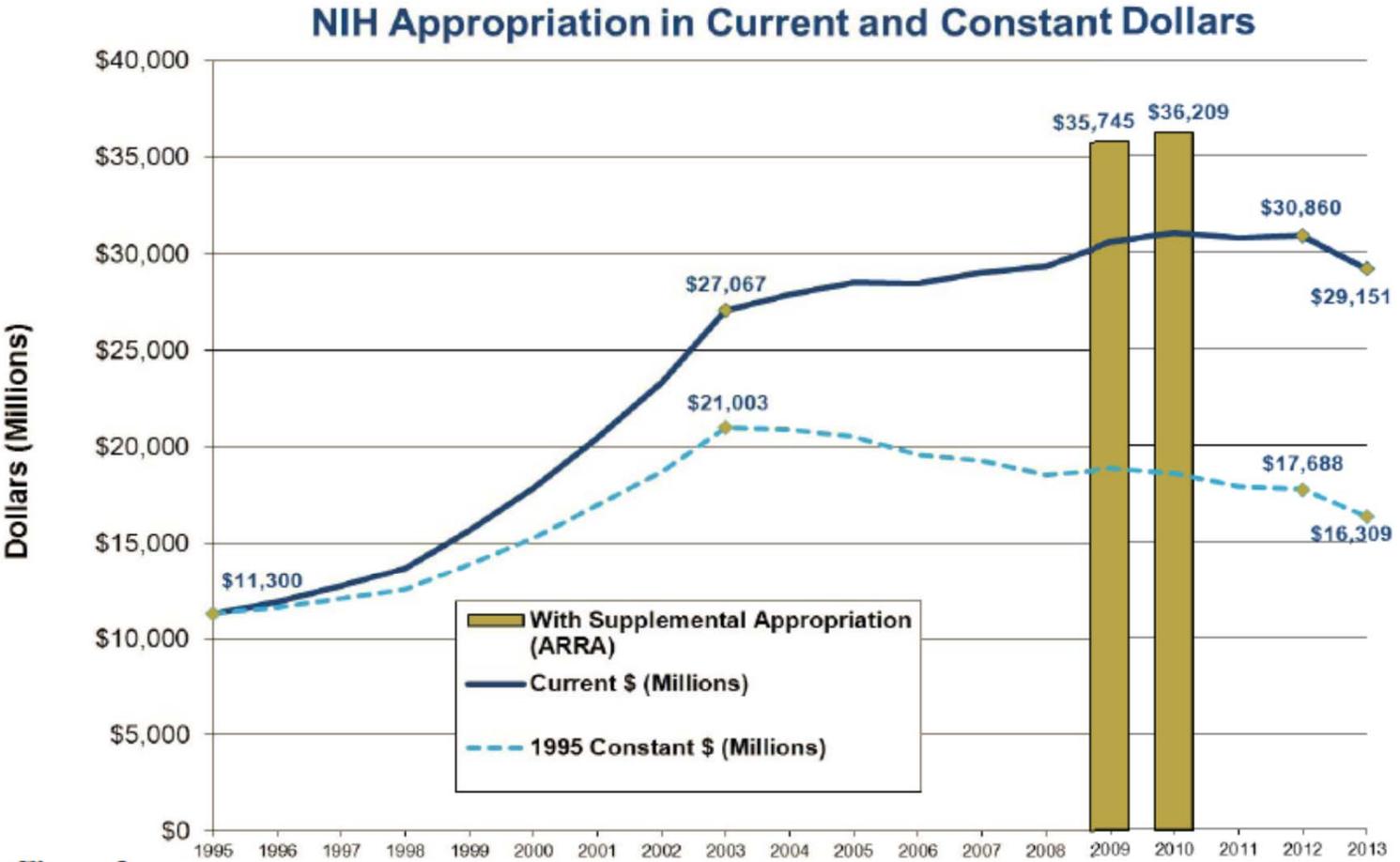
# ASCO's Efforts to Lower Costs, Increase Value

- Promoting Adherence to Evidence-Based Medicine: ASCO Guidelines
- Participating in & Promoting “Choosing Wisely”
- Commitment to Quality Improvement: QOPI
- Working with Payers: Integration of Quality Measures into Reimbursement Decision-Making
- Cultivating a Learning Healthcare System: CancerLinQ
- Establishing Clinically Meaningful Outcomes in Cancer Research
- Payment Reform
- The Value in Cancer Care Task Force

# ASCO's Value Framework

- Designed to enable comparison of a new treatment with an existing treatment or, if there is no effective therapy, with best supportive care.
- Assesses value based on three primary parameters: Clinical Benefit, Toxicity, and Cost.
- Clinical Benefit and Toxicity are combined to form a **Net Health Benefit Score**, then Cost is integrated to derive an overall **Value Score** for an oncology regimen.
- Two versions of the framework have been created: one for advanced (metastatic) disease and one for use in the adjuvant setting.
- In final stages of development for public release later this year.

# NIH Appropriation 1995-2013



# FY14 Research Funding

	NIH	NCI	FDA
FY14 Final	\$29.9 billion	\$4.9 billion	\$2.6 billion
Increase over FY13	+ \$1 billion (3.5%)	\$144 million (3%)	\$182 million (7.1%)
Comparison to Pre-sequester level	- \$700 million (2.3%)	-\$200 million (4%)	+ 100 million (3.8%)

# Impact of Sequestration on Research

- **75 percent** said their research budgets were cut
- **38 percent** have reduced their time spent on research
- **35 percent** have had to lay off staff
- **28 percent** have decided to participate in fewer federally-funded clinical trials
- **23 percent** have had to limit patient enrollment on a clinical trial

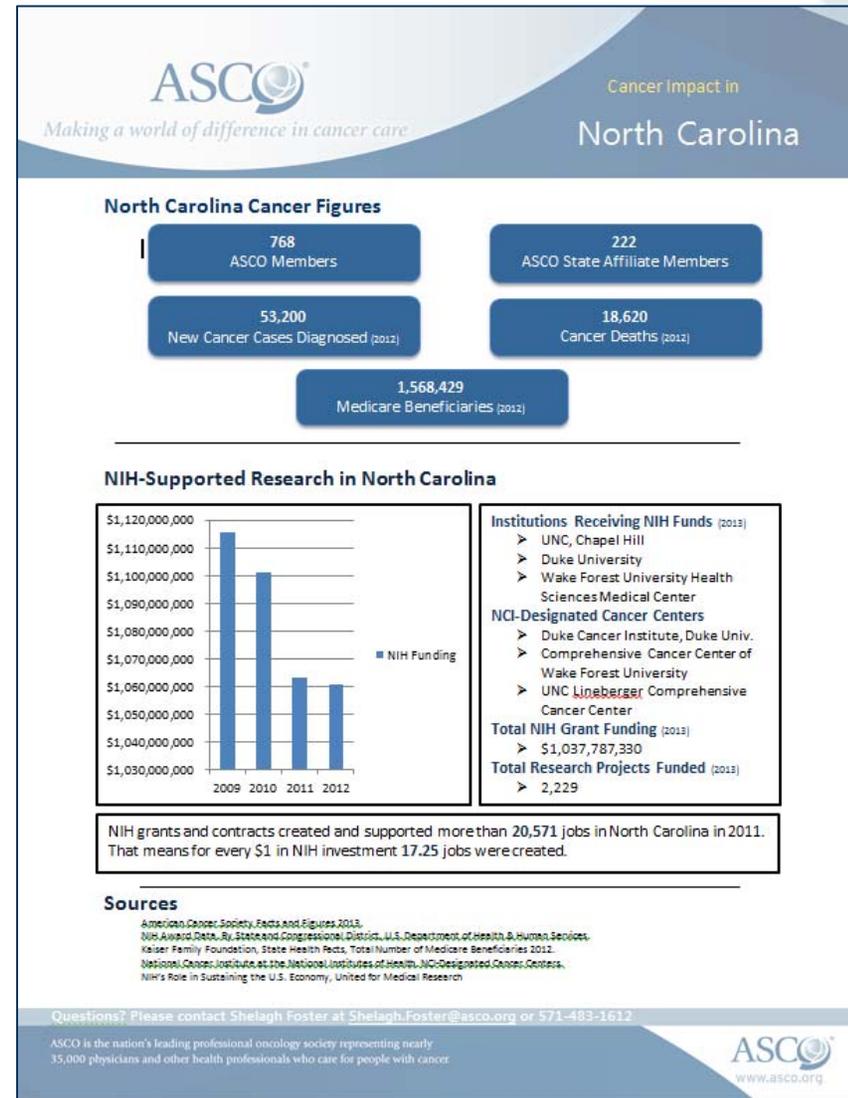
# Taking Action: Research Funding

- Clinical Cancer Advances
- Coalition efforts
- Direct lobbying



# State Initiatives

- Targeted Grassroots Efforts with State Affiliates
- State-specific information sheets
- Meet with members of Congress in the district or in D.C.



# CANCER RESEARCH PROGRESS THREATENED

Cancer touches us all. The need for continued progress is urgent and growing.

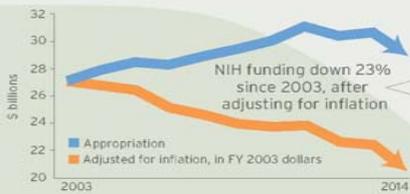


This year, **1.6 MILLION AMERICANS** will receive a new cancer diagnosis. By 2030, this number will rise by almost **40%**<sup>1,2</sup>

Yet federal funding for cancer research is at the **lowest point in decades...**

...Putting U.S. scientific leadership **in jeopardy**

National Institutes of Health Budget FY2003-2014<sup>3</sup>



## NIH research funding cuts harm us all

### FEWER CLINICAL TRIAL OPTIONS FOR CANCER PATIENTS

Patient Enrollment in NIH's Clinical Trials Network<sup>5</sup>



**29,000 PATIENTS** IN 2009  
**20,000 PATIENTS** IN 2013

### NEW TREATMENTS DELAYED

U.S. oncologists report:<sup>6</sup>



### HARM TO LOCAL ECONOMIES



For every one NIH grant dollar cut, **\$2.21** will be lost in local economies through lost business activity, jobs and wages<sup>7</sup>

**IT'S TIME TO RE-IGNITE OUR NATION'S COMMITMENT TO CANCER RESEARCH.**



ASCO is calling on Congress to provide a **strong investment for NIH in 2015** to sustain the search for cures.

Sources:  
1. American Cancer Society, Cancer Facts & Figures 2013. Atlanta: American Cancer Society, 2013.  
2. American Institute for Cancer Research, Number of US Cancer Cases Expected to Rise 55 Percent Higher by 2030 (Press Release), Published February 4, 2012.  
3. One Voice Against Cancer, Impact of Sequestration: Cancer Research (Fact Sheet), Published June 2013.  
4. NIH Director: Impending NIH Budget Cut Would Be 'Devastating' (ASCO in Action News Brief), Published March 27, 2012.  
5. Conis R. Implementing a National Cancer Clinical Trials System for the 21st Century: Workshop #2. Presented at the National Cancer Policy Forum Workshop, Washington, DC, February 11, 2013.  
6. American Society of Clinical Oncology, Impact Survey: Federal Funding Cuts to Cancer Research (Press Release), Published September 16, 2013.  
7. Families USA's Global Health Initiative, In Your Own Backyard: How NIH Funding Helps Your State's Economy. Published June 2008.

For more information, go to: [www.CancerProgress.Net](http://www.CancerProgress.Net) ASCO

# Our Message

- 2014 increases not a budget victory for medical research
- Does not go far enough
- Adjusting for inflation, NIH budget below 2013 levels



# ASCO FY15 Funding Requests

- These funding levels will keep the agencies at pace with the rate of biomedical research inflation and provide some additional increase for new projects.

NIH	NCI	FDA
\$32 billion	\$5.26 billion	\$2.8 billion

# Dedicated Website: [www.asco.org/nihfunding](http://www.asco.org/nihfunding)

Federally Funded Cancer Research | ASCO.org

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Apps | Store | Donate | Press Center

ASCO 50 1971-2014

ASCO American Society of Clinical Oncology Making a world of difference in cancer care

JUMP TO MAIN MENU

SEARCH

Home > Advocacy > Federally Funded Cancer Research

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## Federally Funded Cancer Research



Federal funding for cancer research has remained flat for more than a decade, and when adjusted for inflation, funding has actually decreased. National Institutes of Health (NIH) Director Francis Collins, MD, recently called 2013 the "darkest ever" year for agency funding. ASCO is raising the alarm about continuing erosion of cancer research funding and urging the federal government to take bold new action to ensure the pace of progress is not stalled. Click on the headlines below to learn more.

Cancer Progress In Jeopardy: Stories From the Front Lines: In a new series, ASCO is exploring what's happening on the front lines in the laboratory and the clinic due to the shrinking federal funding for cancer research and clinical trials.

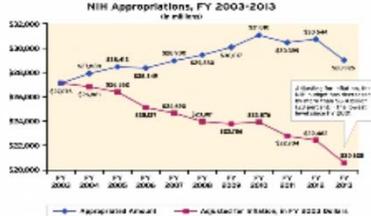
"What Brilliant Minds Are We Losing?"—The budget sequestration in March 2013 forced many research programs to out staff and narrow their research topics. Here's how it impacted a breast cancer research project led by Dr. Robert Clarke, PhD, DSc, dean for research at Georgetown University Medical Center and co-director of the Breast Cancer Program at the Lombardi Comprehensive Cancer Center in Washington, DC.

Share Your Story! ASCO wants to hear your story about how the budget cuts at NIH are affecting your research. Email [publicpolicy@asco.org](mailto:publicpolicy@asco.org).

Federally Funded Cancer Research Educational Series: As part of an extensive effort to educate and mobilize its membership to call for a renewed national investment in federally funded cancer research, ASCO has developed an educational series of articles that explores the decade-long decline in federal funding for cancer research – and why this decline must be reversed.

**Federally Funded Cancer Research: The Catalyst for Progress Against Cancer**  
It has been over 40 years since President Richard Nixon signed the National Cancer Act into law. With this landmark legislation—and a robust federal investment in cancer research—the United States entered an era of rapid advancement in our understanding of cancer. That investment has yielded tremendous progress: more people than ever before are surviving cancer, and quality of life for those with the disease has dramatically improved.

**Federally Funded Cancer Research: The Politics and Process of Medical Research Funding**  
The pace of progress in modern oncology care was spurred by the National Cancer Act of 1971. But, the current economic and political realities threaten the pace of progress against cancer. A sharply divided Congress and the automatic, across-the-board sequestration cuts are converging to seriously undermine our nation's continued investment in medical research.



Fiscal Year	Federal Funding	Adjusted Funding (Inflation Adjusted)
2003	11,075	11,075
2004	11,411	11,075
2005	11,841	11,075
2006	12,118	11,075
2007	12,576	11,075
2008	12,970	11,075
2009	13,376	11,075
2010	13,782	11,075
2011	14,188	11,075
2012	14,594	11,075
2013	14,000	11,075
2014	13,500	11,075
2015	13,000	11,075
2016	12,500	11,075
2017	12,000	11,075
2018	11,500	11,075
2019	11,000	11,075
2020	10,500	11,075
2021	10,000	11,075
2022	9,500	11,075
2023	9,000	11,075

Source: One Voice Against Cancer

<http://www.asco.org/advocacy/federally-funded-cancer-research> [2/18/2014 5:48:44 PM]



## 4. Quality in Cancer Care

More than two decades ago, the Institute of Medicine defined quality care as “the degree to which health services for individuals and populations increase the likelihood of desired health outcomes and are consistent with current professional knowledge.”<sup>14</sup> In a subsequent report, “Ensuring Quality Cancer Care,” the IOM further refined the definition to mean care that is delivered in a technically competent manner with strong communication, cultural sensitivity and shared decision making.<sup>15</sup> Advancing access to high-quality, evidence-based care is the fundamental goal of oncology and has been core to ASCO’s mission since the Society first formed in 1964.



Many organizations, including ASCO, have dedicated resources to improved measurement of the quality of care that patients receive, and to improving the quality, consistency, and value of that care. Though these efforts are not new to oncology, they are taking on increased urgency in an environment of practice and payment reform. With the United States now projected to spend \$20 billion on cancer care in 2015,<sup>16</sup> diverse stakeholders are seeking ways to control spending while preserving or enhancing quality. Oncology professionals play a key role in controlling the costs of cancer care, and the profession has actively engaged in a variety of efforts to manage this growing issue. Further, concerns about cost is driving demand from purchasers, payers and policymakers for clear evidence of value. Performance measurement and improvement programs are necessary components for demonstrating value and, even more importantly, driving forces toward the best possible outcomes for patients facing the life-altering diagnosis of cancer.

This chapter provides insight into the current quality of oncology care, highlights a number of recent efforts to improve quality and cost effectiveness, and describes the potential for “big data” to enhance quality and value in cancer care.

### Quality Measurement: Insights from ASCO’s Quality Oncology Practice Initiative

ASCO’s Quality Oncology Practice Initiative (QOPI) was launched in 2006 to promote excellence in cancer care by helping practices create a culture of self-examination and improvement. Offered as a free program to ASCO members, QOPI is an oncologist-led,

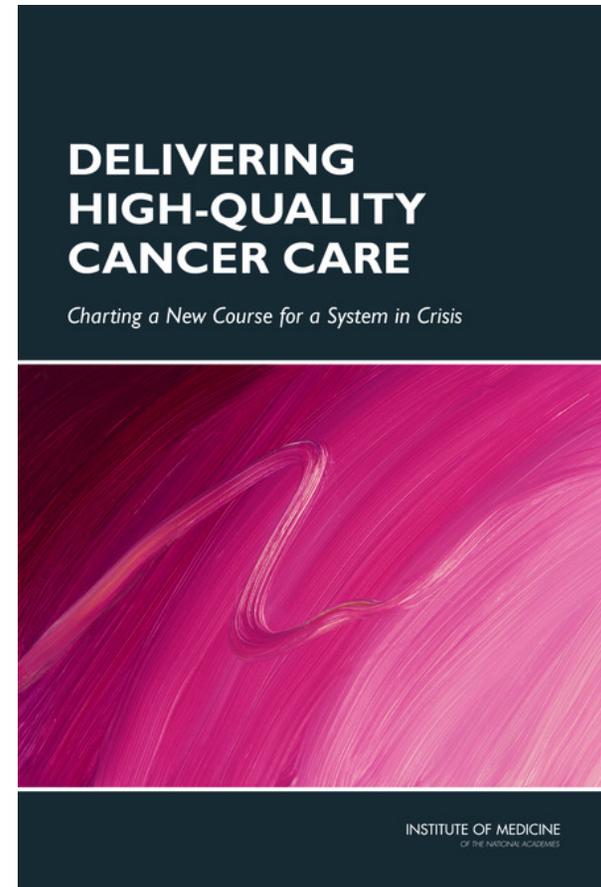
**QOPI** THE QUALITY ONCOLOGY  
PRACTICE INITIATIVE  
Quality Cancer Care. Pursuing Excellence.

The State of Cancer Care in America 2014 41

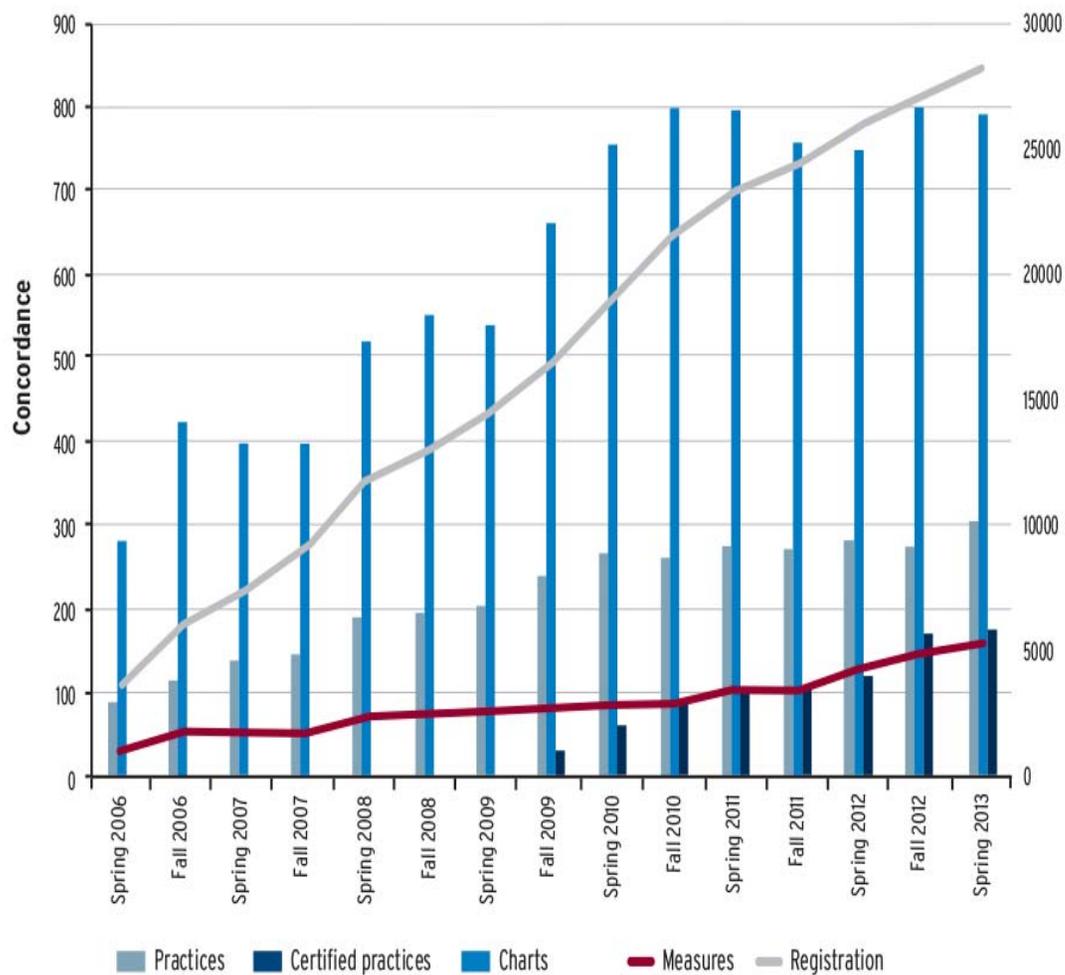


# QOPI & Certification Respond to IOM's Report on Cancer Care & Need To Measure the Quality of That Care

- End of life care consistent with patient values
- Core competencies for the workforce
- Coordinated team based care
- Communication with patients



# Growth in QOPI Since 2006



The State of Cancer Care in America: 2014, American Society of Clinical Oncology.

# QOPI<sup>®</sup> THE QUALITY ONCOLOGY PRACTICE INITIATIVE

Quality Cancer Care: Pursuing Excellence

- Successful in engaging practices in quality assessment: In 2013, nearly 500 practices, representing 4,000 medical oncologists
- Library of nearly 200 measures
- Evolving to meet member needs
  - eQOPI (batch upload of EHR data) – 2014
  - CMS reporting (PQRS/QCQR) – data collection 2014/2015
  - Oncology Medical Home Module

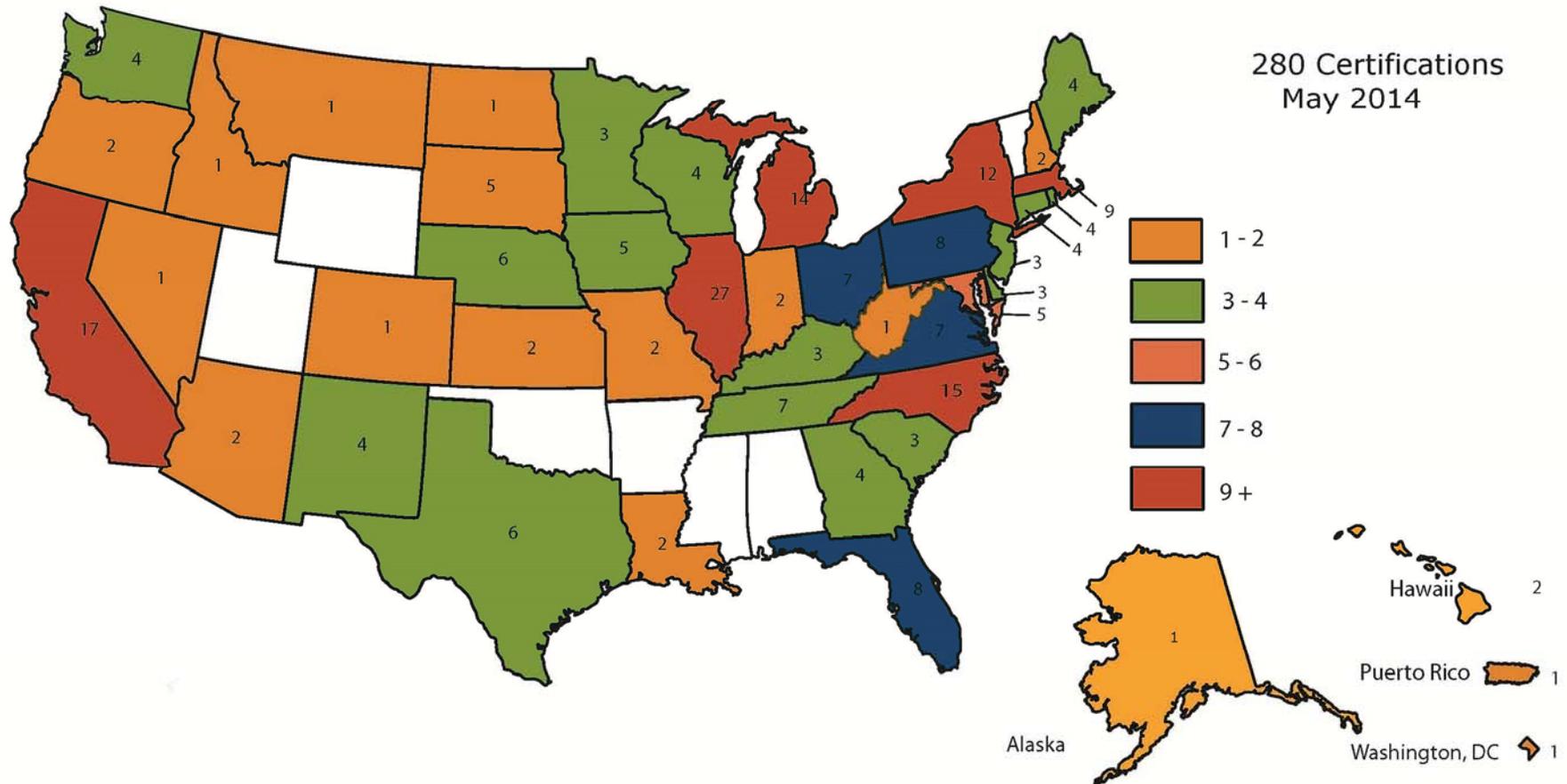
# QOPI<sup>®</sup> as a High Value Investment

- Demonstrates adherence to evidence-based guidelines
  - Develop initiatives and interventions that will demonstrate improved clinical quality and outcomes
- Measures enhanced patient – provider communications
- Incorporates “Top 5” list to improve quality and value in cancer care
  - Identify best practices and opportunities for improvement
- Gateway to QOPI Certification

# QOPI Certification Program



## QOPI Certified/Recertified Practices



# Certification Standards

Practices Applying For QOPI Certification **Must Meet ALL** 20 Certification Standards Which Are Based On The ASCO/ONS Standards For Safe Chemotherapy Administration



## PRACTICE AREAS

- Staffing
- Treatment Planning & Chart Documentation
- Informed Consent
- Chemotherapy Orders
- Drug Preparation
- Chemotherapy Administration
- Patient Monitoring and Assessment
- Preparedness for emergency situations
- Oral Chemotherapy
- Patient Education

# What's In It for Institutions/Practices?

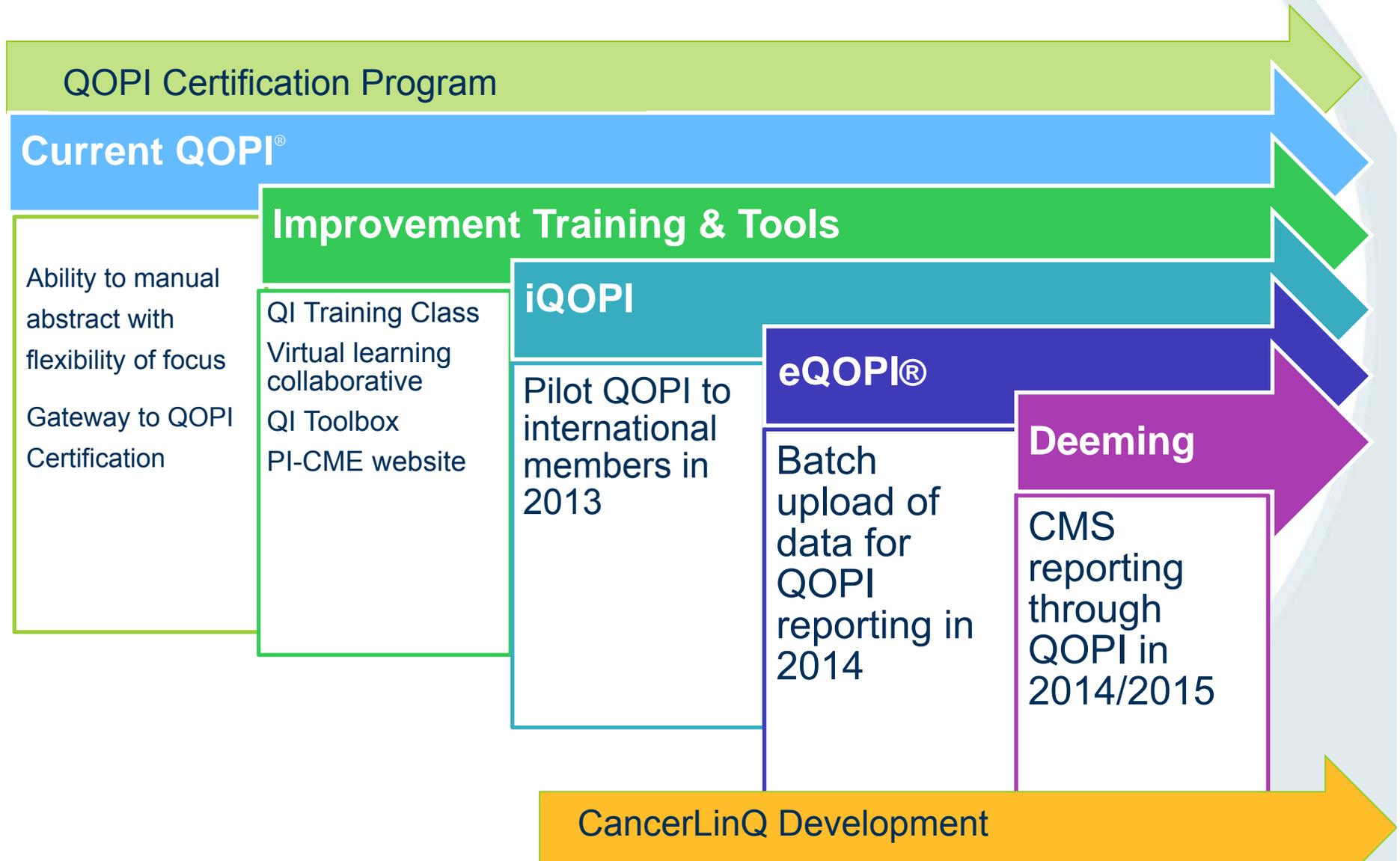
- **GOLD STANDARD** for oncology care
- Aligns with many TJC standards but more oncology relevant
- Ability to market your cancer center's focus on quality & safety
- Demonstrates to payers adherence to national standards of care



# Limitations

- Manual
- Retrospective
- Incomplete
- Twice annually
- Incomplete adoption
- Assesses process not outcomes

# Evolution to Meet Member Needs

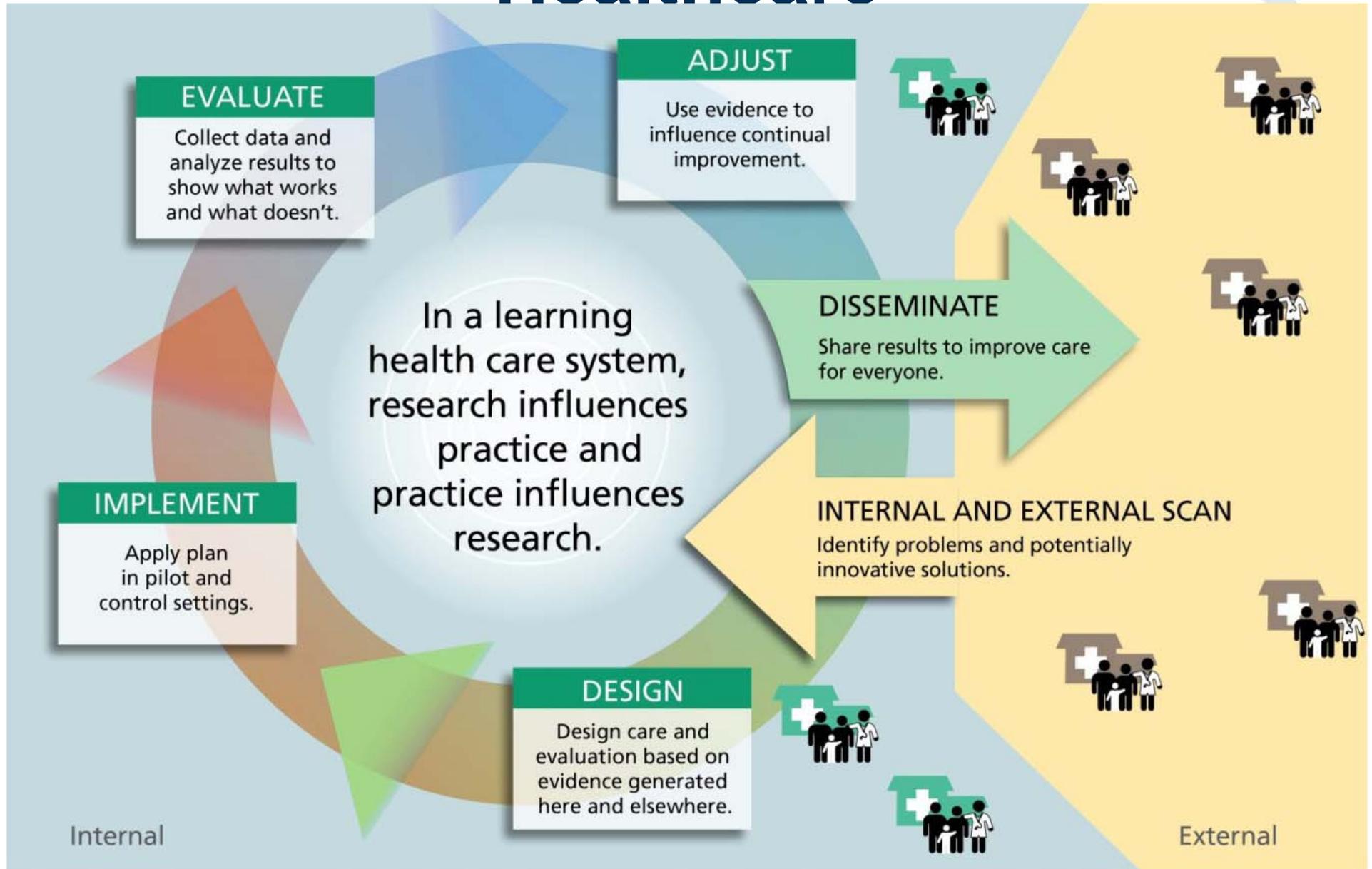


# The Vision

A system in which real-time clinical data is captured, analyzed, and used to enhance patient care and drive scientific discovery



# The Virtuous Cycle of Learning Healthcare





The treatment experience of  
95% of people with cancer  
is isolated in their individual medical  
records.

CancerLinQ will collect data, analyze it,  
create knowledge then provide real-time  
access for doctors, researchers and patients.

# Improving Quality for Patients, Providers, Researchers

The primary purpose of CancerLinQ is to improve the **QUALITY** of care and to enhance outcomes; additional benefits include:

## For Patients:

- ✧ Improved outcomes
- ✧ Clinical Trial matching
- ✧ Safety Monitoring
- ✧ Real time side effect management
- ✧ Patient Reported Outcomes

## For Providers:

- ✧ Real time “second opinions”
- ✧ Observational and guideline-driven Clinical Decision Support
- ✧ Real time access to resources at the point of care
- ✧ Quality reporting and benchmarking

## For Research/Public Health:

- ✧ Mining “big data” for correlations
- ✧ Comparative Effectiveness Research
- ✧ Hypothesis generating exploration of data
- ✧ Identifying early signals for adverse events and effectiveness in “off label” use

# Paradigm Shift in Providing Care

## TODAY'S CARE MODEL

Providers seek out content

Care is fragmented and key information is missing

Research requires years; real-world data are lacking

## TOMORROW'S CancerLinQ MODEL

Content comes to providers at point of care

Complete Longitudinal Data flows between patients and providers

Learning from every patient becomes a reality; cycle of EBM is dramatically hastened

# Paradigm Shift in Technology

## TRADITIONAL REGISTRY

Requires Query Writers & Analysts

Form the Query, Get the Data, Use the Data

Structured Data Only

Requires Special Skills

## TOMORROW'S CancerLinQ MODEL

Ability to Explore Data Freely

Get ALL Data, Explore the Data, Apply the Data

Structured and Non-Structured Data

Familiar and Intuitive Tools Requiring Minimal Training

# State Efforts Matter

- Visit with members of Congress (home or DC)
- Share your stories
- Supportive letters/messages
- Stay in touch!



# We Hear You...and Feel Your Pain

- Rapid escalation in scope of issues
- Volatile practice environment
  - Economic pressures
  - Consolidations, mergers
  - Focus on value
  - Shifting care models
  - Growing administrative burden
- Practices need help



# New Department of Clinical Affairs

*Helping practices survive and thrive...*

*today AND in the future*

- Physician Led
- Education, e.g.
  - Practice administration
  - How to negotiate
- Information and analysis
  - Template contracts or agreements
  - Practice trends
  - Economic analysis
- Hands on help
  - QI projects
  - Learning networks

