NEW EMPLOYER-DRIVEN CANCER CARE PROJECTS: SPOTLIGHT ON FLORIDA & INDIANA

Sarah Cevallos, Florida Cancer Specialists/American Oncology Network
Bo Gamble, Community Oncology Alliance, Moderator
Kim Woofter, AC3 Health
FLORIDA ONCOLOGY CONNECTIONS PROGRAM

Sarah Cevallos, Florida Cancer Specialists/American Oncology Network
PROGRAM VISION AND MISSION

Symptom Management
- Caregiver support across different care phases (navigation, active care management and survivorship)
  - Onsite education
  - Remote care management (inbound and outbound)

Direct Access
- Medical oncology
- Clinical trials and research
- Specialty oncology Rx
- Pathology/Lab onsite
- Diagnostic imaging
- Certified oncology nurse
- Comprehensive care team (physician, nurse practitioner, care manager, pharmacist, nutritionist)

Social/Financial Support
- Dedicated financial counselors
- Social services and behavioral health referrals
- Collaboration with national and community resources
- Internal quality measures aligned

Cancer care with a personal touch to help ease the burden

Timely Access
- Ongoing referral management
- Diagnostic/outside testing guidance
- Local support for other providers
- 24/7 access to members of the care team
- Telemedicine physician visits
Development Principals, goals, quality framework to ensure ongoing employer engagement
CURRENT STATE OF IMPLEMENTATION

- Principles
- Goals
- Quality Framework
- Dimensions of the quality domain
- Program Requirements
- Specifically defined & op. metrics
PRINCIPLES

• Improving the patient-employee’s experience to make sure that it’s more connected, particularly by reducing the confusion, stress, and uncertainty during the time of diagnosis.

• Improving the patient-employee’s experience to make sure that it’s more connected, particularly by reducing the confusion, stress, and uncertainty during the time of diagnosis.

• Ensure that diagnoses are accurate, that access to care is oriented to the patient-employees’ needs and is aligned with the appropriate scientific evidence.

• To provide patient-employee’s with support outside of the clinic visit and to deepen their understanding of their condition as appropriate while empowering them to manage their condition as feasible.
OPERATIONAL GOALS

• Better enabling patients to find appropriate care in a timely fashion during first diagnosis

• Ensuring care is as convenient as possible by expanding access past the traditional clinic visit

• Increasing support for patient-employees through a team-based approach

• Improving coordination of care

• Reducing avoidable ED visits and hospitalizations
DIRECT TO EMPLOYER MODELS IN ONCOLOGY

Local and national conflicts presenting opportunities for enhanced collaboration and framework design optimization:

• Employer plan design
• Payer integration
• Access to data
• Outside influences
MICHIANA HEMATOLOGY-ONCOLOGY:
THE ENHANCED PROVIDER-EMPLOYER RELATIONSHIP

Kim Woofter, Advanced Centers for Cancer Care (AC3)
WHERE IS MICHIANA?
THE KEY TO SUCCESS?

Transparency in the cost of care

Collaboration in controlling costs
WHERE DID WE START?

• Goal of Initial Engagement
  1. Develop Trusting and Transparent Relationship
  2. Solve the “Employers” Problem

• Initial Strategies
  1. Evaluate Employer Spend – Big data lake access
  2. Develop Meaningful Fee Schedule – Quick win
  3. Demonstrate Site of Service Savings – Validate with data

• Anticipated Outcome
  1. Value for Employer / Volume for Provider
### WHAT DID SITE-OF-SERVICE DATA DEMONSTRATE?

<table>
<thead>
<tr>
<th>Treatment</th>
<th>Cost at Provider A (Hospital)</th>
<th>Cost at Provider B (Independent Clinic)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Keytruda</td>
<td>$38,850</td>
<td>$9,714</td>
</tr>
<tr>
<td>Neulasta</td>
<td>$19,519</td>
<td>$4,442</td>
</tr>
<tr>
<td>Neupogen</td>
<td>$2,856</td>
<td>$480</td>
</tr>
<tr>
<td>Chemotherapy Infusion 1 hr</td>
<td>$491</td>
<td>$440</td>
</tr>
<tr>
<td>Extremity Scan</td>
<td>$490</td>
<td>$264</td>
</tr>
</tbody>
</table>

**Patient Journey**

Financial impact of patient choice

![Total Savings]

$1,464,643

Total savings resulting from patient choosing a community oncology provider.

---

**PAYER EXCHANGE SUMMIT**

**ONCOLOGY PAYMENT REFORM**

**OCTOBER 28-29, 2019 | TYSONS CORNER, VA**
WHAT HAPPENED NEXT?

• Positive:
  – Dedicated Employer Team – SEMMA
  – Expanded Specialties – Orthopedics, Surgery, Multi-Specialty, Imaging
  – Expanded Access – Facilities close to home
  – Cadence of Communication – Providers, Employers and Community Leaders
  – Intelligent Plan Design “Discussion” – Shared Savings, Co-Pay Alignment, Fee Schedules

• Learning Opportunities
  – Need for an Audit Solution – Ineligible participants, Pre-Cert elimination
  – Need for a collaborative TPA Solution
WHERE ARE WE NOW?

• Expanding Employer Network – Local Employers and Labor Unions
  – National Employer - data analysis and regional “best value” providers

• Plan Design to Drive Value
  – Shared Savings (Employer-Employee)
  – Co-Pay Segregation by Site of Service
  – Community Based “Thoughtful” Fee Schedules

• Provider Access to Employees
  – Education and Prevention
  – Direct to Consumer Relationship Building
THANK YOU

Kim Woolfer, RN
Advanced Centers for Cancer Care (AC3)
Executive Vice President, Strategic Alliances and Practice Innovation

kimwoofter@ac3health.com