Agenda

- ASCO’s Resources for Practice Leaders
- Payment Reform Update (ASCO in Action)
- Polling on future meeting topics
Speakers

Chris LoBiondo
Director, Practice Engagement
ASCO Clinical Affairs

Brian Bourbeau
Division Director, Practice Health Initiatives
ASCO Clinical Affairs
ASCO’s Resources for Practice Leaders
Chris LoBiondo
Director, Practice Engagement
**ASCO 2019-2023 Strategic Plan**

**Mission**
Conquering cancer through research, education, and promotion of the highest quality patient care.

**Vision**
A world where cancer is prevented or cured, and every survivor is healthy.

**Core Values**
Evidence, Care, Impact

**Five-Year Outcome Statement: Progress Toward Our Vision by 2023**

- **Five-Year Goal 1**
  Meet the Needs of Our Members and Others

- **Five-Year Goal 2**
  Increase Quality of Care

- **Five-Year Goal 3**
  Steward Our Resources

- **Five-Year Goal 4**
  Make a Global Impact

**Strategy 8**
Phase 1: Acquire and utilize practice data to **improve practice health**

Phase 2: **Enhance practice health** and participation in research, using evidence-based advocacy and fit-for-purpose tools
What is Practice Health?

A foundation for the delivery of high-quality patient care, robust practice health includes:

- an engaged workforce,
- efficient use of resources,
- financial sustainability, and
- a culture of readiness for evolving patient care delivery and payment models,

aligned with the core mission of the organization.
<table>
<thead>
<tr>
<th>Benchmarking</th>
<th>Education</th>
<th>Support</th>
<th>Recognition</th>
<th>Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>QOPI</td>
<td>Practice Leadership Calls</td>
<td>Practice Health Assessment</td>
<td>QOPI Certification</td>
<td>CancerLinQ</td>
</tr>
<tr>
<td>PracticeNET</td>
<td>Quality Training Program</td>
<td>Clinical Consulting</td>
<td></td>
<td>Practice Central practice.asco.org</td>
</tr>
<tr>
<td></td>
<td>e-Learning</td>
<td>Operational Consulting</td>
<td></td>
<td>Cancer.Net</td>
</tr>
<tr>
<td></td>
<td>Quality Care Symposium</td>
<td>Value-Based Readiness</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Practice Engagement Program

• Acts as a concierge service to help oncology practices & organizations thrive
• ASCO provides practices a single point of contact to help them identify and connect with ASCO tools, programs and resources that can best support their needs.
• The Practice Engagement Team can identify specific ASCO resources to help:
  • Resolve practice challenges
  • Prepare for pending changes
  • Succeed in an ever changing practice environment
Diverse Set of Participants

Free to ASCO members & their practices

Multiple data sources

Benchmarking for Practice Health

Medical Oncology
Radiation Oncology
Oncology Care Model

2015: 12
2016: 23
2017: 28
2018: 41
2019: 54
ASCO® PracticeNET

Individual Practice Reports

Provider Breakdowns

Practice Trends

Aggregate Program Reports

Peer Benchmarks

Policy Analysis
Uses of PracticeNET Data

Feedback to Practices

Policy & Advocacy

Education & Publishing
What is CancerLinQ®?

- Built by a wholly owned, nonprofit subsidiary of ASCO
- Only nonprofit, physician-led big-data platform in cancer
- Collects and analyzes real-world cancer care data from multiple healthcare IT systems
- Delivers knowledge back to physicians and researchers
How CancerLinQ® works

COLLECT REAL-WORLD PATIENT DATA
1.6M+ records to date, representing diverse settings (academic/community, urban/rural) and comprehensive clinical data sent to CancerLinQ in near-real time

CREATE A SOURCE OF INSIGHTS
Standardize, normalize, and harmonize data, curate and de-identify data

DELIVER DATA & ANALYTICAL TOOLS FOR PRACTICAL USE
Physicians: Practice-level tools to help physicians deliver high-quality patient care
Cancer community: CancerLinQ Discovery® to generate new knowledge and insights for research

BUILD A COMMUNITY OF LEARNING
Partner with medical and patient organizations, government agencies, health care companies, and others to share and constantly improve data, technology, and insights.
SmartLinQ™: transform quality management

- Track and manage quality across your network automatically using **near-real time data**
- Shift away from limited, retrospective quality performance to prospective information for all patients
- Benchmark your practice’s quality of care to practices across the country
- Eliminate manual data abstraction and resource strain for measure reporting
SmartLinQ™ Reporting Pathways

**Current Pathways**

- QOPI Reporting Registry (MIPS) pathway
- QOPI Certification Program pathway

**Reduce overall cost and save time**

- Eliminate manual chart abstraction
- Take action on the quality of care prospectively
- Reduce the need for advanced preparation
- Know in advance if program requirements will be met
New Categories: Practice Admin & APP

Premier Oncology Periodicals
• Gain free print and online access to *Journal of Oncology Practice*
• Save over 50% on an individual subscription to *Journal of Clinical Oncology (JCO)* in print and online

Career and Educational Development Resources
• Save 20% on all professional and patient educational products and resources from the [ASCO University Bookstore](https://join.asco.org/user/login?cmpid=aw_mem_join_ascoweb_button_all_12-19-16_mbrshp)

Practice Improvement Tools
• Participate in the [Quality Oncology Practice Initiative (QOPI®)](https://join.asco.org/user/login?cmpid=aw_mem_join_ascoweb_button_all_12-19-16_mbrshp) and become a QOPI® Certified Practice
• Improve your practice with tools like [ASCO Guidelines](https://join.asco.org/user/login?cmpid=aw_mem_join_ascoweb_button_all_12-19-16_mbrshp) and [Coding & Reimbursement Service](https://join.asco.org/user/login?cmpid=aw_mem_join_ascoweb_button_all_12-19-16_mbrshp)
• Access [clinical trial resources](https://join.asco.org/user/login?cmpid=aw_mem_join_ascoweb_button_all_12-19-16_mbrshp) to help implement exemplary attributes of clinical trial site

Registration Discounts on ASCO Meetings
• ASCO Annual Meeting & ASCO Quality Symposium
Tailored Training for Advanced Practitioners in Oncology at Every Stage of Their Careers

This training helps new oncology practitioners learn the basics as well as advanced topics as they progress through their career. Perfect for busy practitioners, the eLearning format offers a convenient way to learn. Take any course, any time, anywhere—all that’s needed is an internet connection.

### THREE PROGRAM OPTIONS FOR ADVANCED PRACTITIONERS:

<table>
<thead>
<tr>
<th>BASICS 101</th>
<th>BASICS 102</th>
<th>ADVANCED 201</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Principles of Oncology &amp; Systemic Therapy</td>
<td>1. Oncologic Emergencies Management</td>
<td>1. Immuno-Oncology</td>
</tr>
<tr>
<td>7. Supportive Oncology Care II</td>
<td>7. Cancer Care for Older Patients</td>
<td>7. Biostatistics</td>
</tr>
</tbody>
</table>

*Courses are updated on a continuous basis.*

Courses offer CME/CE, Nursing, and Pharmacy Credits and ONCC ILNA Points.
ASCO’s Quality Training Program is a 6-month lean six sigma in-depth course in quality improvement for oncology providers who need to measure performance, investigate quality and safety issues, and implement change.

- Oncology-focused
- Experience-based learning
- Professional Development Opportunity
ASCO’s Quality Training Program Curriculum

Session 1: Define a problem – 2 days
- Project Charter
- Problem and Aim Statements
- Process Flow Mapping
- Cause and Effect Diagram
- Managing an Improvement Team

Session 2: Measure, Analyze, and Improve – 2 days
- Storyboard Review with Faculty and Peers
- Brainstorming and Prioritization
- Introduction to Lean and Visual Management
- Managing Clinical Variation (SPC)
- Managing Teams Through Change

Session 3: Share Results and Sustain (Control) Improvement – 1 day
- Final Presentations
- Sustaining Change
Results

Some Success Stories from Quality Training Program

(Project abstracts on ASCO website):

• Oral Adherence
• Decreased the number of oncology patients utilizing the ER by 60%
• Improved obtaining written informed consent for oral chemo treatments from 0% to 75%
• Decreased time from admission to initiation of chemotherapy by 60%
• Increase the percent of advanced directives in advanced medical records

Operational Services

Clinical Care Delivery Services
Operational Services

- Practice Operational Assessment
- Readiness Assessment
  - Value-based Care
- Customized Consulting
- Analytical Services
ASCO QOPI Certification Program
Certification Standards Overview

- Standards Categorized into Four Domains:
  - Domain 1: Creating A Safe Environment – Staffing and General Policy
    - Defines staff qualifications, minimum chart documentation requirements, defines relevant patient resources, and policies for patient documentation and follow-up.
  - Domain 2: Treatment Planning, Patient Consent and Education
    - Defines requirements for consent and education processes prior to treatment.
  - Domain 3: Ordering, Preparing, Dispensing and Administering Chemotherapy
    - Defines requirements for chemotherapy order set, order verification, labeling and safe handling, and extravasation management procedures.
  - Domain 4: Monitoring After Chemotherapy is Given, Including Adherence, Toxicity and Complications
    - Defines requirements for emergency management, monitoring and care of toxicities, and oral chemotherapy adherence.
**Benefits of Achieving Certification**

- **Public Trust, Competitive Edge** – Achieve recognition from health plans and incorporate QOPI® Certification status in practice marketing materials to patients, caregivers, and your medical community.

- **CoC does not cover outpatient infusion suite, QCP does.**

- **Save up to 10% on your Malpractice Insurance Premiums** – The Doctors Company offers a premium discount of up to 10% to physicians whose practices have achieved QOPI® Certification.
  - Safer practice for clinician and for patient & reduces claims

- **ABIM MOC Points** – Beginning in 2016, 20 Practice Assessment points are available for QOPI® Certified physicians.

- **CME/CNE Points** – Beginning in 2017, 20 CME/CNE points are available for QOPI® Certified nurses.
Trusted and Reliable Patient Information from ASCO

- Content approved by ASCO experts
- Guides for 120+ cancer types and syndromes
- Videos, podcasts, and blogs
- Award-winning mobile app
- Spanish language content
- Patient education booklets and fact sheets

Want to learn more? Visit: www.cancer.net  Email: contactus@cancer.net
Questions
Payment Reform Update
The Need for an Alternative Approach to Oncology Management

<table>
<thead>
<tr>
<th>Employers</th>
<th>Providers</th>
<th>Patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Cancer care expenses totaled $87.8 billion in 2014, up 41% from 2004.¹²</td>
<td>• 15.5 million Americans with active or prior cancer is placing a stress on the healthcare system.⁴</td>
<td>• Half of patients report experiencing delays in starting cancer treatment.⁷</td>
</tr>
<tr>
<td>• Employers pay for 44% of cancer care expenses in 2014, compared to 27% for heart conditions.¹</td>
<td>• 58% of providers reported payer pressures as their top concern.⁵</td>
<td>• Only 46% of patients reported receiving social or emotional services.⁷</td>
</tr>
<tr>
<td>• The average monthly cost of cancer drug therapy was $15,535 in 2015.³</td>
<td>• Prior authorization consumes 16 hours of staff time per physician, weekly.⁶</td>
<td>• One-third of cancer patients report long-term debt from care, 55% of which is greater than $10,000.⁸</td>
</tr>
</tbody>
</table>
ASCO Payment Reform Activities

Consolidated Payments for Oncology Care

ASCO Patient-Centered Oncology Payment

OCM

ASCO Patient-Centered Oncology Payment Refresh
ASCO Efforts to Improve Affordability & Value

Affordability of Drugs
- ASCO Value Framework
- Clinically meaningful outcomes
- Value-based pathways
- Outcomes-based pricing
- Development of generics and biosimilars

Care Model & Payment Reform
- ASCO/COA oncology medical home
- OCM support in PracticeNET
- OCF comment letters & meetings
- ASCO Patient-Centered Oncology Payment Model
ASCO® Patient-Centered Oncology Payment

- Originally Published in 2015
- Trialed in New Mexico
- Proposes New Resources to Support Patient Care
- Stresses Accountability for Delivering High-Quality, Appropriate Care
PCOP Release Schedule

- November 26: Published PCOP model
- December 10: PCOP included in comments to CMMI regarding OCF
- January 10: PCOP was submitted to the Physician-Focused Payment Model Technical Advisory Committee

Future:
- Peer reviewed publication.
- National and state affiliate presentations.
- HHS, CMS, and CMMI agency meetings.
- Private payer meetings.
- Purchaser/employer presentations.
Shift from Payer to Community Led Model

CMMI- / Payer-led Model vs Provider- / Community-led Model
# Clinical Practice Transformation

<table>
<thead>
<tr>
<th></th>
<th>Track 1</th>
<th>Track 2</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Patient Engagement</strong></td>
<td>Education</td>
<td>Patient &amp; Family Advisory Board</td>
</tr>
<tr>
<td></td>
<td>Financial Counseling</td>
<td></td>
</tr>
<tr>
<td><strong>Access to Care</strong></td>
<td>24/7 Telehealth Access</td>
<td>Expanded Patient Access</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Symptom Management Triage/Pathways</td>
</tr>
<tr>
<td><strong>Comprehensive Team-Based Care</strong></td>
<td>Oncologist Leadership</td>
<td>Comprehensive Patient Assessments</td>
</tr>
<tr>
<td></td>
<td>Referral Relationships</td>
<td>Risk Stratification</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Psychosocial Distress Screening &amp; Mgmt</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Survivorship Planning</td>
</tr>
<tr>
<td><strong>Quality Improvement</strong></td>
<td>Completeness of Clinical Data</td>
<td>Community-Selected Quality Improvement</td>
</tr>
<tr>
<td></td>
<td>Patient Feedback</td>
<td>Efforts</td>
</tr>
<tr>
<td><strong>Safety</strong></td>
<td>Basic QOPI Safety Standards</td>
<td></td>
</tr>
<tr>
<td><strong>Evidence-Based Medicine</strong></td>
<td>Use of Clinical Treatment Pathways</td>
<td></td>
</tr>
<tr>
<td><strong>Technology</strong></td>
<td>Use of certified EHR Technology</td>
<td></td>
</tr>
</tbody>
</table>
Total Cost versus Focused Cost Models

OCM (Total Cost-of-Care)

- Admissions per Episode
- ED Visits per Episode
- Supportive Care Drug Costs
  - Antianemics
  - Antiemetics & antinauseants
  - Detoxifying Agents
  - Hormonal therapy
  - Immunostimulants
  - Tx of Bone Diseases

VS

PCOP (Focused Cost-of-Care)
Payment Methodology

Track 1

- New Patient CMP
- Cancer Treatment CMP
- Active Monitoring CMP

Performance Methodology
- PIP
- CMP
- FFS

Performance Methodology
- Rad Mgmt
- Drug Admin
- E&M
- Drugs @ ASP+%

Track 2

- 50% or 100% non-drug capitation
- Rad Mgmt
- Drug Admin
- E&M
- Drugs @ ASP

Payment Methodology
- PBPM
- FFS
Performance Methodology

- Adherence to Clinical Treatment Pathways
- Electronically Capturable Quality Measures
- Cost-of-Care
  - Unplanned Hospital Admissions
  - Emergency & Observation Care Visits
  - Supportive Care Drug Costs

\[
\text{Clinical Treatment Pathways} + \text{Quality} + \text{Cost-of-Care} = \text{Aggregate Performance Score}
\]
Community-Driven Implementation

- Stakeholder Collaboration
  - Steering Committee
  - Research Collaborative
  - Community Case Conferences

- Structural Needs
  - Health Information Exchange
  - Data Sharing – e.g. all-payer claims data
  - Partners
    - ASCO – Measure Development, Quality Registry, Advisement
Quality Measurement & Payment Reform in Your Community

Community-led Model

- Where does cancer treatment fall in your community’s health priorities?
- Is there interest in bringing together providers, payers, employers and agencies to work on quality measurement and payment reform?
- How can ASCO assist you in reaching your goals?
Future Calls and Topics
Practice Leadership Calls

ASCO Practice Central
practice.asco.org

- Access slides & references
- Register for future calls
- Calendar of events
- Oncology Practice Insider
- PracticeNET, QOPI & more
Practice Leadership Meeting

PracticeNET Spring Meeting
March 4, 2020, 11:30am – 5:00pm
Washington Hilton, DC

- Results from the 2019 Survey of Oncology Practice Operations
- Special education on the Evaluation & Management changes for 2021
- Benchmark review and examples from the PracticeNET Advanced pilot group
- Open forum

Special discount of $100 off the cost of registration for the ACCC Annual Meeting & Cancer Center Business Summit.

Visit https://www.surveymonkey.com/r/PracticeNETSpring2020