



PAYER EXCHANGE SUMMIT
ONCOLOGY PAYMENT REFORM
OCTOBER 28-29, 2019 | TYSONS CORNER, VA

NOVEL CONCEPTS & INNOVATIONS IN CANCER CARE DELIVERY

Glenn Balasky, Rocky Mountain Cancer Centers
Bo Gamble, Community Oncology Alliance, Moderator
Barry Russo, The Center for Cancer & Blood Disorders

OVERVIEW OF THE CENTER

- Private community practice
- 8 locations throughout DFW, 4 of these are rural
- 21 physicians and 11 Advanced Practitioners



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SCOPE OF SERVICES

- Medical Oncology
- Radiation Oncology
- IMRT
- HDR
- Cyberknife
- Gyn Onc Surgery
- Breast Surgery
- Imaging
- PET/CT
- CT/MRI
- Ultrasound
- Nuclear Imaging
- Genetic Counseling
- Medically Integrated Pharmacy (Retail Pharmacy)



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COMPLEX MANAGED CARE MARKET

- More than 30 direct managed care contracts... many more general payer arrangements
- 6 ACOs
- Value Based Arrangements with major payers
 - Medicare OCM
 - Aetna
 - United (Next phase pending)
 - Humana
 - Medicare Advantage
 - Blue Cross (in development)



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SERVICES ADDED TO SUPPORT VBC

IT TAKES A VILLAGE

- Social Services
- Nurse Navigation
- Centralized Triage
- Internal Case Management
- Dietitians
- Psychotherapy
- Massage
- Acupuncture
- Integrative Medicine Clinic
- Chaplaincy
- Prehab/Rehab
- Nurse Navigation
- Palliative Care Clinic



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TECHNOLOGY IN A VBC ENVIRONMENT

- Operational:
 - VIA Pathways
 - Navigating Care
 - JVION – AI Risk Stratification
 - Member Match
- Analytical/Actuarial
 - Archway
 - Tuple
 - InfoDive
 - PracticeNet– OCM
 - Aetna Analytics
 - United Data (forthcoming)
 - ACO Data (slowly developing)
 - Medicare Blue Button



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BREAKING GROUND ON NEW INITIATIVES

- Coordination of Care
- AI Risk Stratification
- Hospitalist Education
- SNF/Rehab Contracting
- Social/Financial Toxicity Screening
- Survey Dialogue
 - Emotional Wellbeing
 - Changes in Energy Level
 - Maintaining Your Health
 - Next Steps in Treatment
- Member Match – Coordinating with JVION and EMR
- Long term follow up AI patients in the High-Risk Group
- Artificial Intelligence at the Point of Care
- Remotely Connecting to the Patient
 - Medication Tracker
- Evaluating other PRO Systems



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FINDING WAYS TO CONNECT TO OUR PATIENTS....

- We are All Connected!!
 - More than 95% of adults have cellphones
 - 75% of those are Smartphones
 - 55% of Adults have tablets
- No one wants to actually speak to another person
- Too many VBC patients and too many requirements to contact every patient personally
- Rural Medicine creates more challenges with patient communication
- We must get creative on how we connect to patients



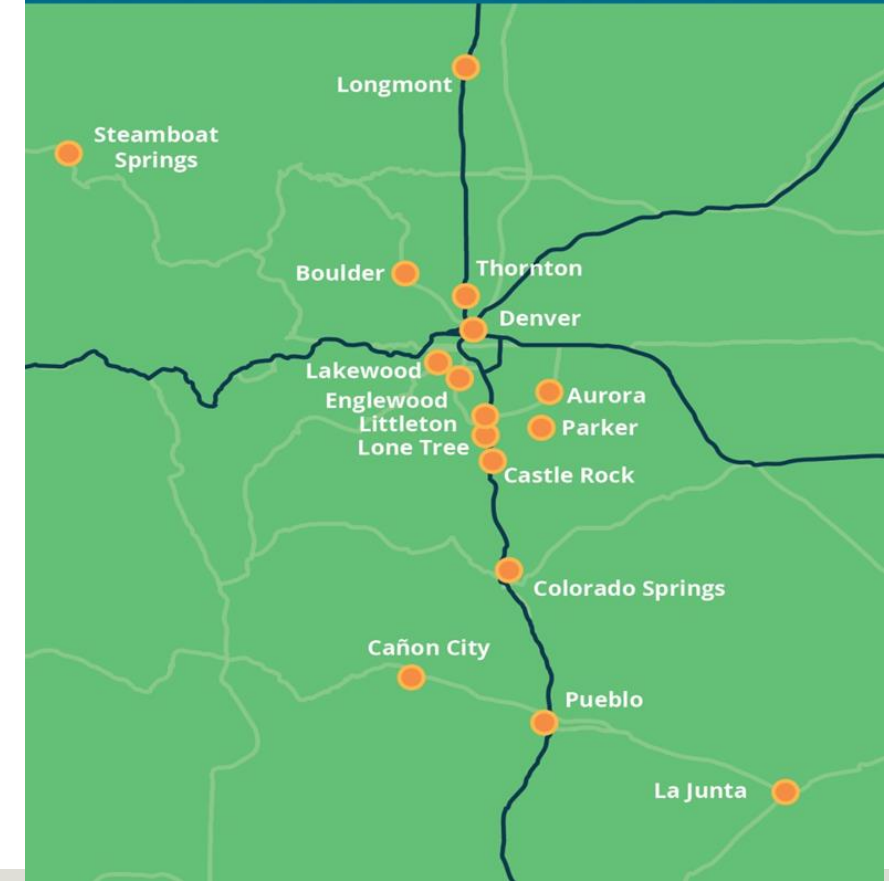
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OVERVIEW OF ROCKY MOUNTAIN CANCER CENTERS

- Independent Community Oncology Practice, Physician Led and Owned
- 88% Pathway Adherence to Value-Pathways, Evidence-Based Patient Care
- 94% of Revenues tied to Value Base Care
- In 2017, RMCC Enrolled more than 6% of our Patients in a Clinical Research Trials, Double the National Average
- 55 physicians strong in 19 locations across the state
- Member of The US Oncology Network

Multiple community-based locations across Colorado



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- Medical Oncology
- Radiation Oncology - IMRT/SRS/HDR
- Gynecologic Oncology Surgery
- Breast Surgery
- Neuroendocrine Tumor Surgery
- Peptide Receptor Radionuclide Therapy (PRRT)
- Imaging - PET/CT
- Nuclear Imaging – Gallium & Auxim
- Genetic Counseling
- Medically Integrated Pharmacy (In Office Dispensing)

**EXPERIENCE WHEN
IT MATTERS MOST**



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VALUE BASED PRINCIPLES

- Treatment Plan – Shared Decision Making
- Proactive versus Reactive Care Management
- Patient Engagement to avoid unnecessary care (i.e. Hospitalization)
- Advanced Care Planning
- Delegation of Palliative Care and Hospice Conversations to other providers
- Take A Pause Between Lines of Treatment



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SERVICES TO SUPPORT VALUE

MULTI-DISCIPLINARY CARE TEAM

- Social Work Services
- Advance Practice Providers
- Genetic Counselors
- Nurse Navigation
- Clinical Pharmacist
- Data Driven Triage Management
- Palliative Care Clinic Partnerships

CARE MANAGEMENT PROCESSES

- Clinical Guidelines – NCCN Value Based Pathways
- Clear Value Plus at point of chemo ordering
- Care Team Huddles – OCM and other High-Risk Patients
- Consistent Assessments
 - Pain Management, Depression Screening

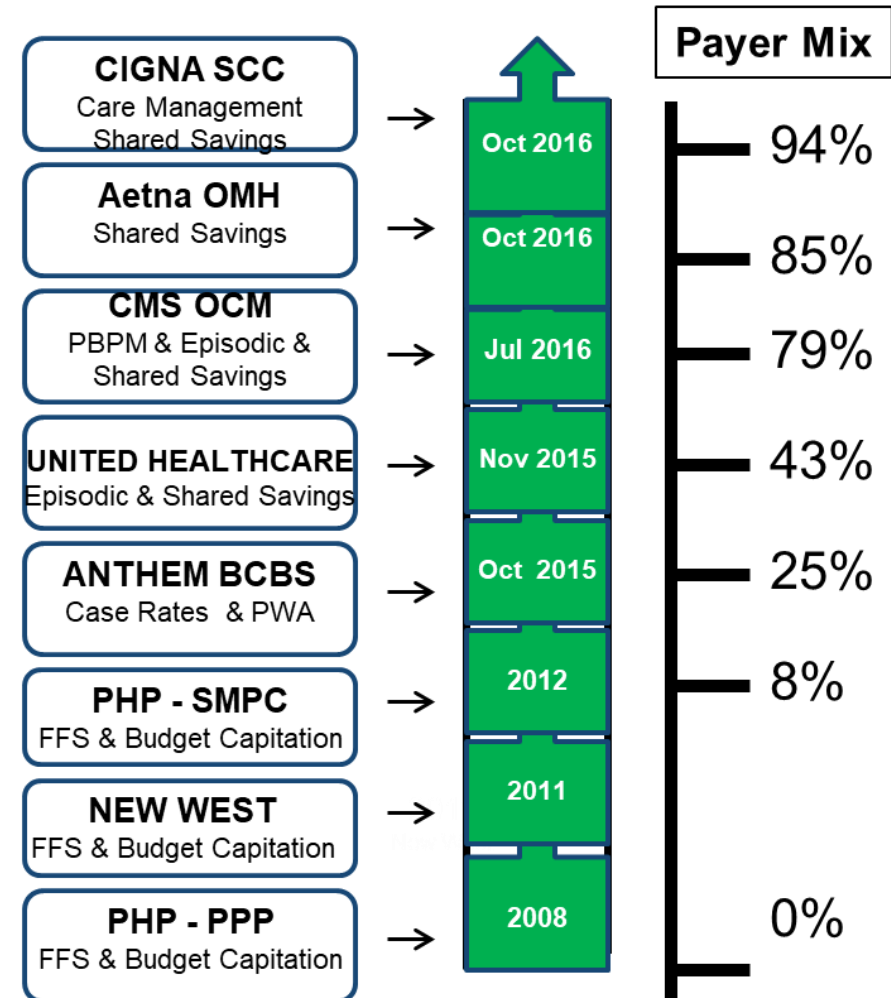


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SPECTRUM OF VBC INITIATIVES

- Outcome based reimbursement and payments related to RMCC capabilities to:
 - Be Cost-effective
 - Drive Quality improvement
 - Deliver Population health management
- Participation in models Contracting Models with:
 - Drug Budget Capitation
 - Case Rates
 - Episode of Care Management
 - Shared Savings
 - Total Cost of Care



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FUTURE OPPORTUNITIES

- OCM Like Principles applied to all patients
- Improved communications with patients via Portal or other protected email like tools between patient and care team
- Telemedicine for remote and home bound patients
- Electronic tools that allow patient status checking, education, and assessment that are simple for patient and provider alike
- Continuous journey to improve team-based care model



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QUESTIONS?