

# 2018 Oncology Roundtable National Meeting

## *Key Takeaways for Suppliers and Service Providers*

### **Research Agenda Executive Summary**

The 2018 Oncology Roundtable national meeting will focus on the changing cancer infusion center landscape, including private payer site of care policies, updates to the 340B program, and the rising cost of novel treatments. Our oncology experts will also discuss how cancer programs can develop meaningful relationships with referring physicians, self-directed patients, and employers, as well as talk about best practices for evaluating oncology service line performance.

### ***Oncology State of the Union***

The national meeting will open with an Oncology State of the Union, during which we will discuss oncology payment reform, including recent changes to the 340B program and site neutrality policy, and its effect on cancer program strategy. We'll also provide detailed updates on cancer-specific quality reporting programs, analysis on first year performance results from the Oncology Care Model, and highlight benefits and drawbacks of new and existing cancer accreditation programs.

### ***Speed Networking Session***

Attendees will have the opportunity to reconnect with colleagues, make new contacts, and discuss areas of common interest with their peers. In this networking session, participants will select a discussion topic of their choice, such as survivorship or oncology payment reform.

### ***Infusion Center Business Strategy***

In light of dramatic changes to the 340B program and accelerating site of care policies, infusion centers are facing particular margin challenges as costs continue to rise and reimbursement pressures increase. We will dive into in-depth discussions about these policies and regulations impacting infusion center business and suggest no-regrets strategies for cancer providers to develop a financially sustainable infusion center business model. Use this session to learn your role in assisting cancer provider clients ensure high-quality patient education, care, and support.

### ***Optional Breakout Session: Strategic Planning and Oncology Market Tools***

In this hands-on breakout session, Oncology Roundtable experts will facilitate an informative conversation on strategic planning and oncology market assessment data tools. Attendees will learn how to use our oncology-specific data offerings and learn how to develop actionable strategic goals and tactics.

### ***Meeting the Needs of Value-Driven Purchasers***

This presentation will focus on how providers can forge productive partnerships with various value-driven stakeholders such as, referring physicians, self-directed patients, and employers. We'll be offering guidance on how providers can strengthen their relationships with referring providers, attract consumers through online channels and data-driven outreach, and partner better with employers.

### ***Measuring Oncology Service Line Performance***

In this session, we'll share a detailed case study of a best-in-class oncology dashboard and scorecard that can help you understand how to adjust your value proposition based on specific cost and quality metrics oncology customers are assessing their performance against. Furthermore, we'll lend insight into strategies that providers can use to build a data-driven culture and share data effectively across different sites of care.

## **Primary Stakeholders Attending Meeting**

- Director of Oncology
- Medical Directors
- Chief Operating Officers
- Managers of Radiation Therapy
- Managers of Infusion
- VPs of Planning

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## The Big Picture Impact for Your Provider Customers



### Clinical Technology

- Under exacerbating cost challenges, oncology program leaders will closely assess ROI of cutting edge technologies and also ensure they have the resources and capabilities in place to capitalize on investments.
- Cancer providers will root their technology investment strategy around maximizing program growth, improving margin management, and streamlining care standardization efforts.



### Information Technology

- EHR interoperability and data abstraction remain the top IT challenges for cancer providers as their reporting and regulatory requirements under value-based care programs continue to increase.
- As provider and staff workload rises under current EHR systems, program leaders will need to find innovative technology and partners to enhance efficiency and enable clinicians to spend more time with patients.



### Health Care Facilities

- As cancer care becomes more consumer-focused, providers are expanding tele-oncology facilities, especially for genetic counseling and survivorship visits, and designing patient- and family-centered spaces to boost consumer experience.



### Human Capital

- As the cancer provider market becomes more consolidated, oncology program leaders will look for new ways to better partner and align value-based care incentives with physician partners.
- With increasing demand for sub-specialists such as, breast surgeons and gynecologic oncologists, cancer program leaders will need to recruit the right staff to deliver timely, patient-centric, and high-quality care to meet consumers' growing needs.

## Three Major Implications for Your Organization

- 1 Clinical Standardization:** As downward reimbursement pressures intensify, providers will look to generate cost savings by standardizing cancer care pathways and tightening product and vendor selection, especially for drugs, supplies, and capital equipment.
- 2 Focus on Consumer-Oriented Care:** As cancer patients are bearing greater financial responsibility, providers will seek support from suppliers and service firms to create patient-centered facilities, provide patients with financial assistance, and implement personalized treatment protocols.
- 3 Enhanced IT Support:** With increasing reporting burdens and prior authorization requirements, providers will rely on vendors to help ease clinicians' workload through seamless electronic platforms and user-friendly IT interfaces.

Interested in registering for an upcoming meeting?



Register [online](#) or contact your Dedicated Advisor.