

# Improving Patient Care While Managing Cancer Costs

Biologics

**CORESOURCE**  
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## A Patient-Centric Strategy

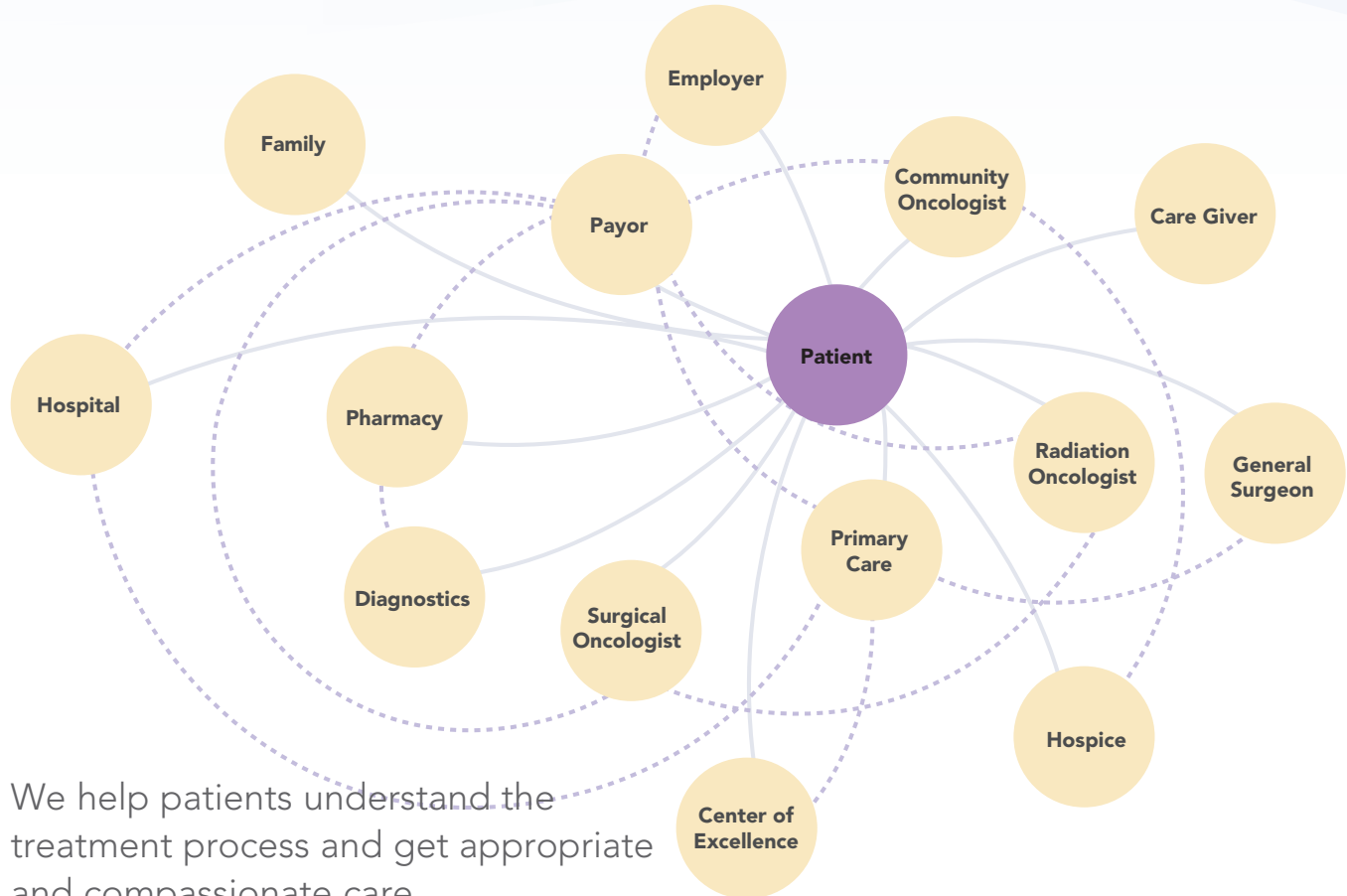
CoreSource, together with Biologics, Inc., an oncology management company, offers self-funded employers a patient-centered approach to improving the delivery of care for members diagnosed with cancer, while simultaneously managing the exploding costs of care.

Cancer treatment can be a challenging maze for patients and their families to navigate. Cancer patients often see many doctors, including medical, surgical and radiation oncologists, at multiple sites. They have numerous lab tests and may visit different pharmacies for their medication. To help coordinate care, avoid duplicate tests and achieve better outcomes, Biologics and CoreSource have taken a unique approach: **Rather than focusing on cost containment and hoping the result is quality patient care, we focus on quality patient care, which leads to cost containment.**

## The Right Approach

By focusing on what's most appropriate for the patient, we improve outcomes for all stakeholders. Our program ensures patients get the comprehensive care they need, when they need it, while eliminating waste, overuse and misuse of the healthcare system.

Cancer treatment maze facing patients and others involved in treatment:



We help patients understand the treatment process and get appropriate and compassionate care.

## Advantages for Employers

- :: Reduce your oncology costs through the program's treatment validation, clinical claim audit and extensive patient management.
- :: Enhance member satisfaction during one of the most challenging times of their lives by assigning a dedicated Oncology Certified Nurse to each case for an elevated level of care.
- :: Increase visibility of your health plan's oncology trends to help guide decisions for early detection and prevention programs.

### Early Identification and Patient Advocacy

When a member is diagnosed with cancer, our experts are immediately notified. As an integrated HealthCare Management team assesses the case, an Oncology Certified Nurse\* is assigned to assist each patient throughout treatment and, if need be, to transitional care (which may include survivorship programs or hospice). The Oncology Certified Nurse acts as an extension of, and liaison to, the oncologist's practice to support the cancer patient between office visits.

All members of the health plan who have been diagnosed with cancer, and have treatment involving chemotherapy gain immediate access to this program.

Our cancer support services include:

- :: A personal care plan created by the Oncology Certified Nurse who contacts the member at critical times based on the member's treatment plan.
- :: Access to reliable patient resources specific to each diagnosis, providing better information and direction that can lead to better outcomes. Members and their families are better equipped to fight the disease when they are empowered by knowledge.
- :: Assistance with reading and understanding test results.
- :: Guidance on preparing for upcoming appointments and procedures.
- :: Coordination of care with multiple providers while helping to minimize duplicate tests and services.

### Know your facts

- :: Cancer treatment costs have doubled in the past 20 years.
- :: The number of new cancer cases diagnosed annually in the United States will increase by 45 percent, from 1.6 million in 2010 to 2.3 million in 2030.
- :: While the incidence rate of cancer among plan members is around 1 percent, treatment costs can reach 15 percent or more of a plan's overall costs.



\* To qualify for this certification, as an Oncology Certified Nurse, a nurse must have at least three years of experience in taking care of cancer patients and pass a comprehensive exam.

## Validation of Treatment Plan

Through a comprehensive review, we validate and document that each treatment plan follows evidence-based guidelines, the gold standard in treating cancer patients. We have found that treatment plans fall outside of these guidelines about 6 percent of the time. When we encounter this situation, we collaborate with the physician to bring the treatment plan into compliance or address the special needs that require a different treatment path. The Biologics Oncology Board of Advisors is also available for additional insight and guidance when a treatment plan does not comply with evidence-based guidelines. These thorough validation and documentation processes deliver an average savings of \$34,000 per noncompliant treatment plan.

## Clinical Claim Audit

Cancer treatment often incorporates the latest therapies available, which can involve an intricate regimen of multiple drugs, formulations and cycles over an extended period of time, resulting in challenging and complex claims. That's why we conduct a comprehensive clinical audit of claims to ensure accuracy and appropriateness and to limit plan sponsors' and members' exposure to incorrect billing. We have found that one out of 12 claims we review contains a discrepancy, and our clinical claim audit saves an average of \$1,270 per discrepancy.

**For more information, contact your Client Manager  
or Sales Executive in your area.**