

## Oncology expertise to help you manage the cancer continuum

- Reduce the spend
- Collaborate with providers
- Support your members
- Improve outcomes

*Tackle the Quadruple Aim with our next generation oncology digital health platform*





## Introduction

OncoHealth is the only digital health company focused on addressing the Quadruple Aim in cancer care.

### **Our digital oncology platform:**

- Ensures the member is on the right treatment
- Uses smart technology to balance cost, safety, and efficacy
- Reduces provider abrasion with collaborative oncologist-to-oncologist decision-making
- Identifies proactive and prescriptive member support
- Provides 24/7 supportive care from licensed oncology clinicians
- Delivers oncology-specific mental healthcare from employed therapists

We understand your business, your members, and your challenges. Let's review how OncoHealth digital solutions provide meaningful savings by helping you manage prior authorization and get your members the support they need throughout their treatment.

# Cancer care costs continue to rise

**\$208.9**  
Billion

In projected US cancer care costs,<sup>1</sup> with spending projected to grow over the next decade as the aging population grows

**4X**  
Spend

The average cost of drugs increased from \$54,100 for a year of life in 1995 compared with \$207,000 in 2013<sup>2</sup>

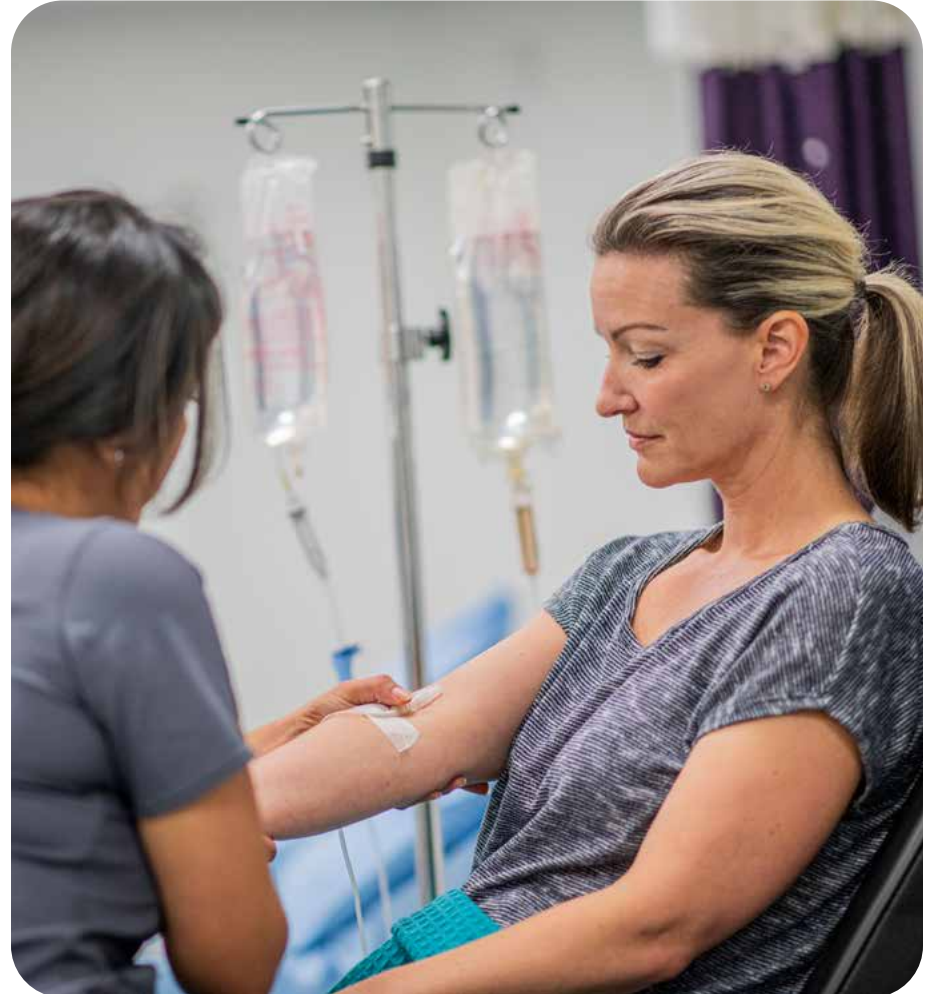
**51.6%**  
of ED visits

Are potentially avoidable, and 30.2% of those visits result in subsequent hospitalizations and cost.<sup>3</sup>

1 2020 projections: [https://progressreport.cancer.gov/after/economic\\_burden](https://progressreport.cancer.gov/after/economic_burden)

2 <https://prescancerpanel.cancer.gov/report/drugvalue/ExecutiveSummary.html>

3 doi:10.1001/jamanetworkopen.2022.50423





## Keeping up with the rapid pace of cancer treatments is daunting for any oncologist

**38%**

Of oncologists report spending more than 30 minutes a day reviewing medical news and educational information\*

**80%**

Report feeling overwhelmed by the amount of new information with which they need to keep up\*

Every year sees the introduction of new, novel cancer treatments along with clinical trials and off-label use. It's a challenge to keep up, whether you're practicing in a community care setting or in managed care pharmacy. Our sole focus means our oncologists stay on top of the latest literature to support you, your providers, and your members.

\* 2022 survey by healthcare professional network Doximity



Oncology expertise to help you manage  
your rising cancer costs

## Your plan needs:



Cost  
containment



Improved  
outcomes



Reduced provider  
abrasion



Increased member  
engagement

- Next generation utilization management (UM) solution pairs sophisticated data model with easy-to-use provider interface to drive efficient UM support
- Our oncology team keeps up with changing treatment protocols, literature, and real-world evidence
- Preferred regimens ensure your UM strategy balances efficacy and safety
- Our member engagement tools provide supportive oncology and mental health care to help reduce unnecessary emergency department visits and keep members adherent to treatment

OncoHealth board-certified oncology physicians,  
pharmacists, and specialized nurses are an extension  
of your plan, ensuring your members receive the right  
anti-cancer therapies at the right cost.





### Case Study

## **\$178K in plan savings and improved quality of care**

67-year-old female with MSS (microsatellite stable), BRCA negative, metastatic pancreatic cancer with disease progression to the liver following surgery and adjuvant gemcitabine plus capecitabine chemotherapy. ECOG=1.

### Original Request

- Opdivo (nivolumab) + Yervoy (ipilimumab)
- **3-Month Cost = \$178,932**

### Clinical Evidence

- Drugs are Off-label, Off-evidence
- Patient is not MSI-High so pembrolizumab is not an option
- Clinical trial enrollment is recommended; Standard of care chemotherapy options remained

### OncoHealth Recommendation

- Oncologist to oncologist peer-to-peer review discussion regarding consideration of standard of care FOLFIRINOX (5-FU, Leucovorin, Oxaliplatin, Irinotecan) as an alternative
- FOLFIRINOX has a survival advantage in this setting OR clinical trial

### Result

- Treating oncologist agreed to change therapy to FOLFIRINOX
- Patient received standard of care regimen with proven efficacy; improved quality of care
- **3-Month estimated savings to Health Plan = \$177,943**

# Our approach to utilization management



## Platform

1. Proprietary data model built by oncology and data experts
2. NCCN guidelines, supplemented by emerging research
3. Preferred regimens to guide treatment planning based on efficacy and safety
4. Payer configurability for plan-specific rules



## Working with Your Provider

- Single process for medical and pharmacy benefit drugs across medications, radiation, and gene therapy
- Smart, disease- and treatment-specific data capture
- Guides providers to preferred regimens for near real-time approvals
- Peer-to-peer review as needed

## Your members need:



Medical care  
not just coaching



Timely mental  
health care



Personalized, curated  
resources and  
activities by diagnosis,  
treatment, symptoms,  
and needs



Access to a  
community of support



Member supportive care helps reduce overall treatment costs while improving the member experience

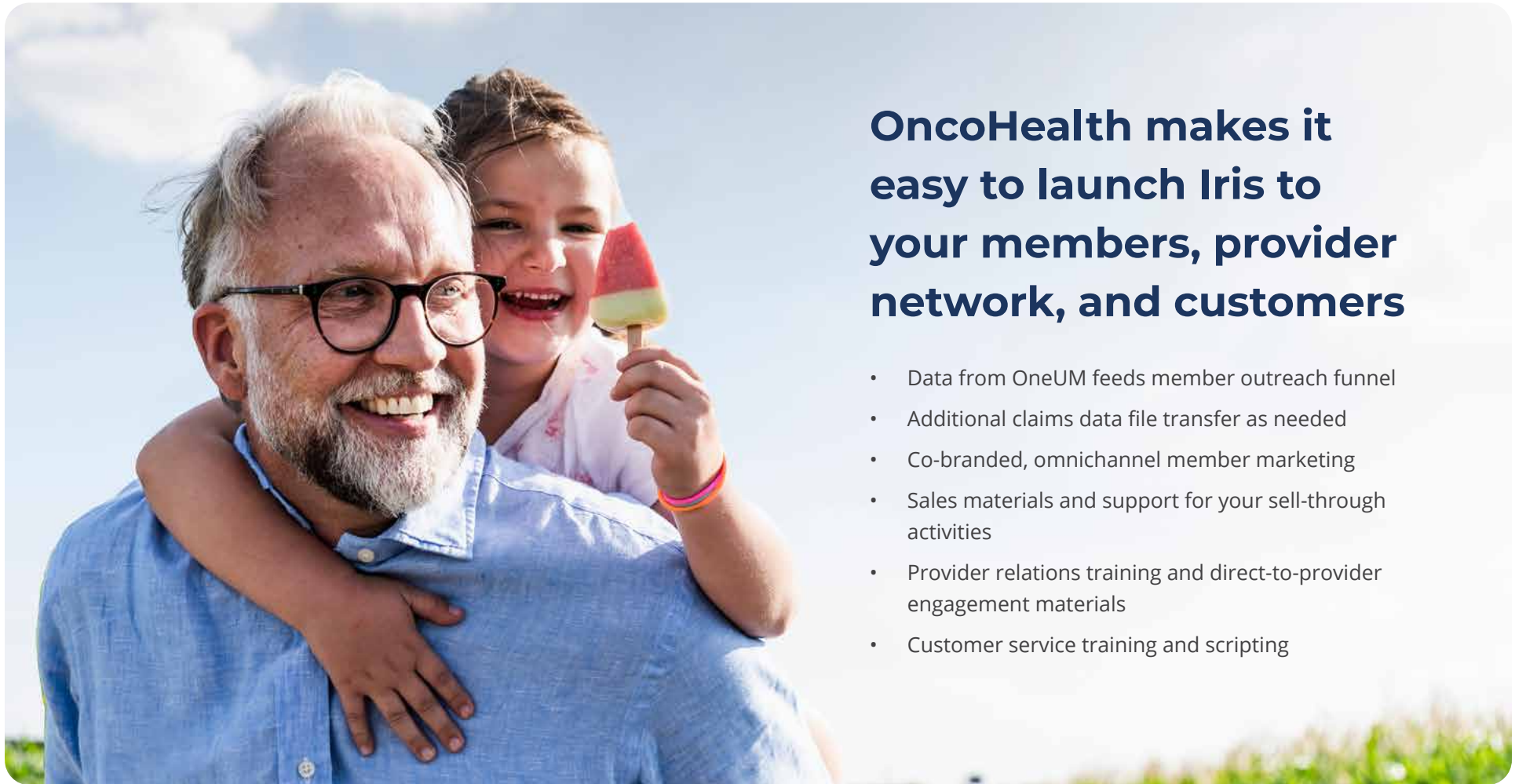
**Iris digital health platform provides patients with personalized, oncology-specific 24x7 support**

- Speak instantly with one of our oncology nurses any time day or night
- Meet with an oncology mental health therapist
- Connect with a community of individuals who can share real-life tips on managing the day-to-day
- Receive prescriptive, curated resources personalized to the member, their diagnosis, and quality of life goals

**The oncologist leads the care.**

**Iris is there for the moments in between.**





## **OncoHealth makes it easy to launch Iris to your members, provider network, and customers**

- Data from OneUM feeds member outreach funnel
- Additional claims data file transfer as needed
- Co-branded, omnichannel member marketing
- Sales materials and support for your sell-through activities
- Provider relations training and direct-to-provider engagement materials
- Customer service training and scripting

# OncoHealth: By the Numbers



**\$140M**

Savings to Health Plans in 2022



**4hr 34m**

Median Turnaround Time



**8M**

Contracted Members



**3**

Industry Certifications  
NCQA, URAC, & HITRUST



**\$2.6B**

Anti-cancer Drugs Reviewed  
and Processed in 2022



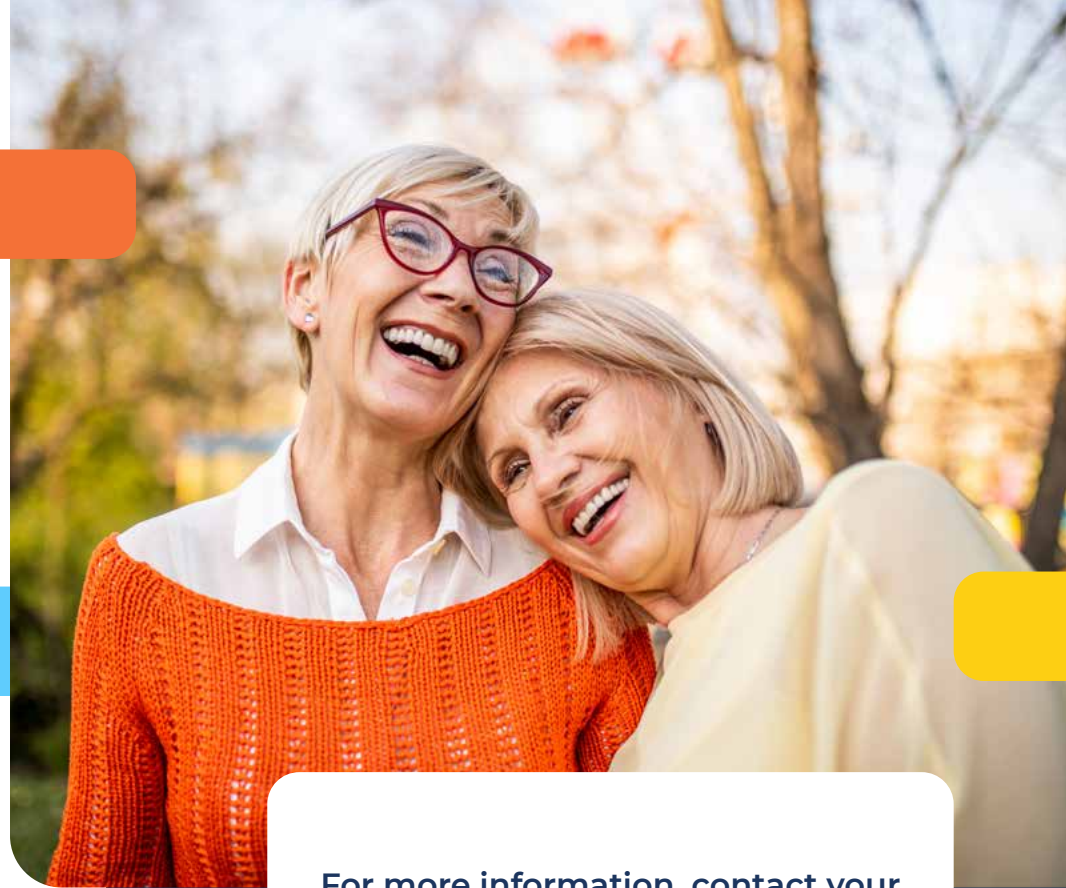
**92%**

Provider Satisfaction



## OncoHealth's digital health solutions help you address the complexities of cancer

- Oncology-specific utilization management strategies balance efficacy and cost-effectiveness
- Easy-to-use digital prior authorization tools for easy physician submission
- Intuitive flows help guide providers to preferred regimens
- Board-certified oncology physicians, pharmacists, and specialized nurses drive evidence-based UM informed by the latest oncology approvals
- UM strategies ensure patients get the right treatment, at the right time, for the right cost
- Digital cancer care keeps them adherent to therapy and out of the emergency department



For more information, contact your OncoHealth sales lead directly or email: [inquiries@oncohealth.us](mailto:inquiries@oncohealth.us)



OncoHealth® is a leading digital health company dedicated to helping health plans, employers, providers, patients and life science researchers navigate the physical, mental and financial complexities of cancer through technology enabled services and real-world data analytics. Supporting more than 8 million people in the US and Puerto Rico, OncoHealth offers digital solutions for treatment review, real-world evidence, and virtual care across all cancer types. For more information, visit [www.oncohealth.us](http://www.oncohealth.us)

