Managed Care Oncology Index: Current Trends

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Zitter Health Insights conducted research in the July through September 2013 timeframe with 103 payers to understand the current trends in the oncology category and in payer management thereof, and to examine the implications for payers, oncology practices, and manufacturers. Here are some of the key findings from the research:

Oncology Management Landscape

- While payer priorities for breast and colorectal cancer have remained high, but relatively static over the past 2 years, chronic myeloid leukemia has experienced a consistent growth.
- Over 80% of payers find NCCN guidelines, and FDA labels to be influential sources of information when evaluating therapeutic regimens for coverage and reimbursement.
- Oncologists cite a variety of reasons how relationships with SPPs influence therapy selection; these include timely delivery, an additional layer of review, and inventory management.
- Over 40% of payers note that in order to approve a particular agent for treatment, the agent must be rated at Category 2A, Category 2B, or above by the NCCN.
- Oncologists and practice managers rank patient financial support programs as the most beneficial manufacturer programs to their practice.

Payer control toolbox

- Regarding the implementation of utilization management tools, payers have applied step edits, diagnostic test requirements, and preferred products at significantly higher rates than in the Summer 2011 report.
- Sixty percent of oncologists who work with pathways note that the adoption of pathways has positively impacted patient outcomes, an increase over the past 6 months.

Practice relationships and reimbursement

- About 40% of independently practicing oncologists and practice managers report being approached by a hospital or hospital system interested in consolidating within the last year.

Category deep dives

- As payers are split on whether or not they will begin to prefer agents within the multiple myeloma class, oncologists are undecided as to their feelings on the possibility of payers contracting.
- Half of payers maintain no preference between co-approved IVD companion diagnostic tests and available LDTs; most maintain this stance because they have not yet written a policy LDT.
ABOUT THIS RESOURCE:

The Resource is created out of data from Zitter Health Insights’ Managed Care Oncology Index, which provides most comprehensive and up-to-date analysis of the major trends underway in the evolving payer management of oncology across all major tumor types and sites of care. The study includes primary research data from a three-arm study consisting of managed care executives, oncologists, and practice managers.

For more information about this resource or Managed Care Oncology Index, please go to http://zitter.com/insights-we-offer/managed-care-indices/managed-care-oncology-index/ or call Lee Goldberg at (973) 376 -1300 x137.

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