

ICLIO National Conference

Financial Issues in Community Cancer Centers

Sharon Hunt, MS, MBA

Executive Director

Sanford Health, Sioux Falls, SD

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Philadelphia, Pa.



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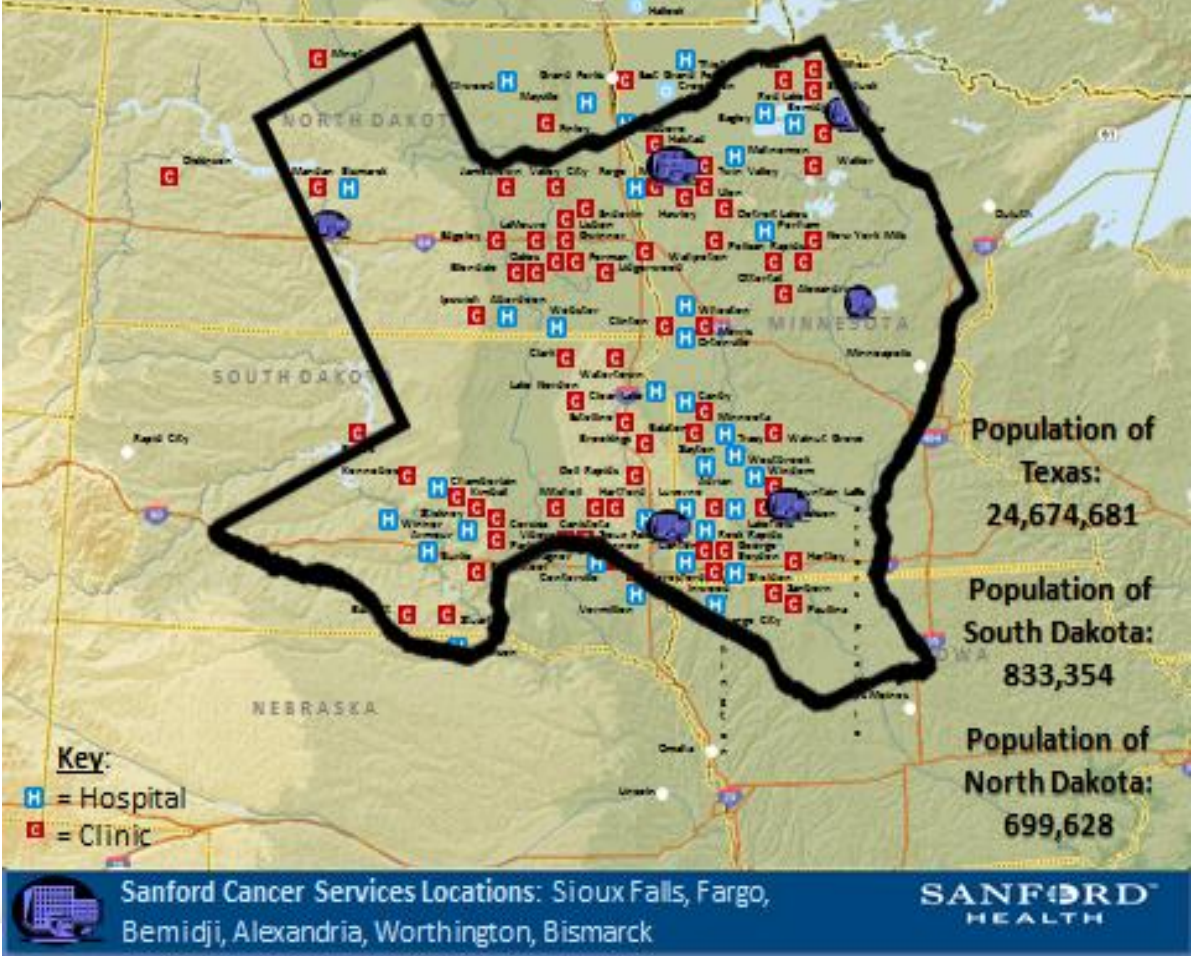
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Sanford Health – Rural Healthcare System IA, MN, ND, SD

Sanford Cancer Center Sioux Falls, SD

- Medical Oncology
- Infusion Center; Pharmacy
- Radiation Oncology
- Gynecologic Oncology
- Breast Center

NCI Community Oncology Research Program (NCORP)
 CoC Academic Comprehensive Program
 QOPI
 ACR
 NAPBC
 BICOE



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Advancing Immunotherapy

- Clinical Trials
- Standard/Combination Treatments
- Operations
- Cancer Care Delivery



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Clinical Trials

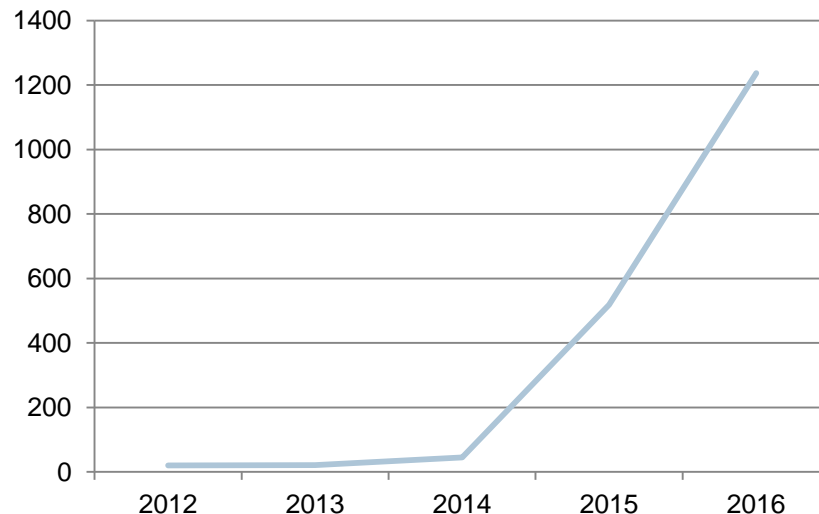
- Clinical Trials/Studies
 - NCORP/NCTN
 - Pharmaceutical Trials
 - Investigator Initiated
- PRMC
- Multi-Disciplinary Conferences

Year	New Industry Immunotherapy Trials	Enrollments to Immunotherapy Industry Trials
2013	0	0
2014	3	7
2015	4	28
2016*	10	55+

Volumes

- First immunotherapy dose given 4/18/12
- Through July 2016, 1326 doses given.
- 349 unique patients treated
- 18% of all doses were administered as part of a clinical trial

Immunotherapy Doses

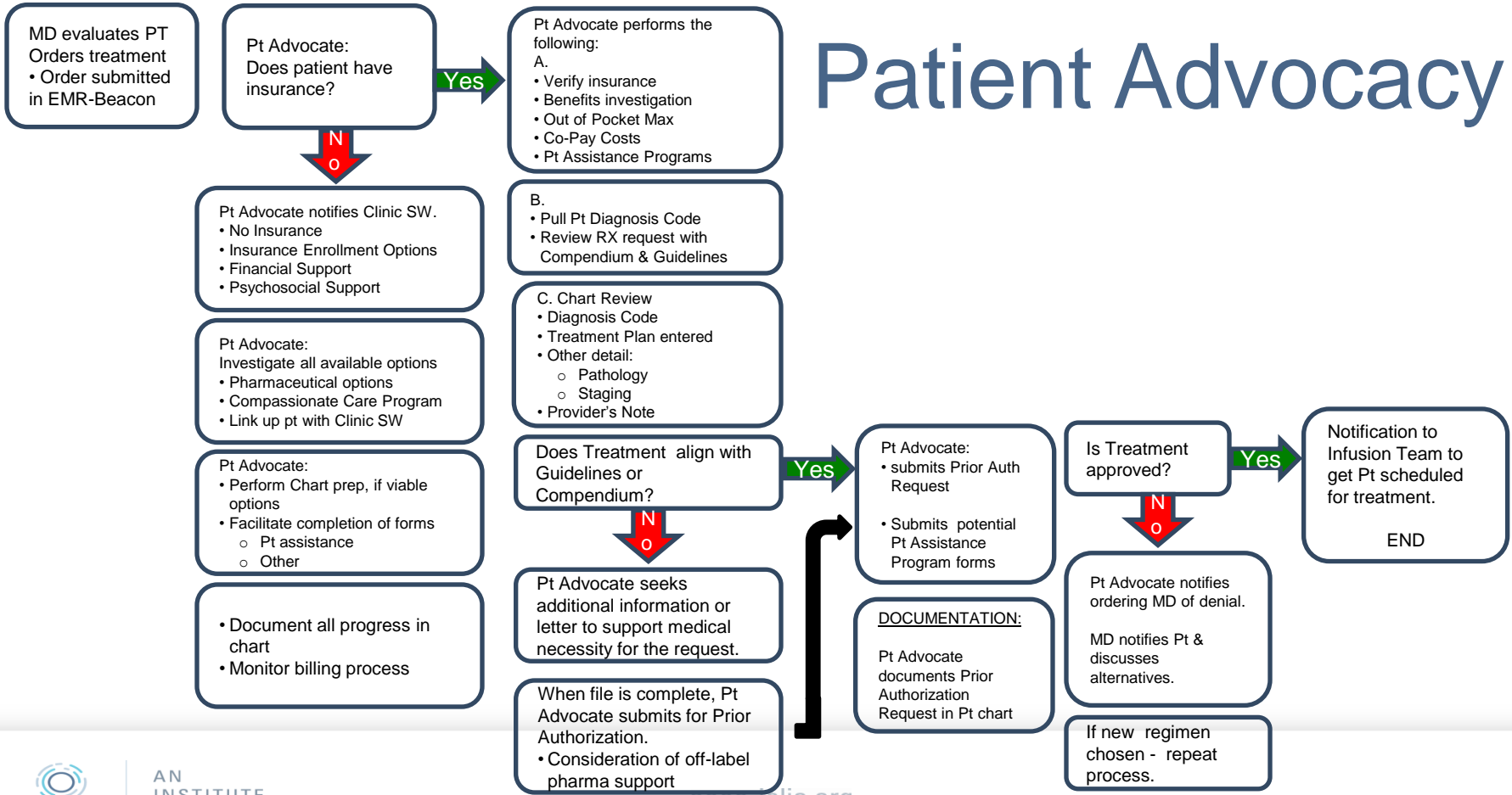


Doses of ipilimumab, nivolumab,
pembrolizumab, atezolizumab

Immunotherapy Operations

- Pharmacy
 - MTM
 - Patient Advocate/Pre-authorization
- Nursing Support
 - Training & Education
 - Triage protocols
- Psychosocial
 - Social Worker
 - Palliative Care

Patient Advocacy



Patient Advocacy Outcomes

- **RETAIL (Specialty):**
- Copay cards – Over \$140K
- Foundation assistance – Almost \$300K
- Pharma company supplied meds – Nearly \$900K
- **INFUSION:**
- Copay cards (9 months) - \$75K
- Foundation assistance (6 months) \$30K
- Pharma company supplied meds – Over \$1M

The total impact >\$2.5M - as well as access to treatments
Received payments of over \$540K in direct patient assistance

PSYCHO-SOCIAL

- NCCN Distress Thermometer
 - Distress is self reported on a scale of 0-10.
 - Practical, Family, Emotional, Physical Problems & Spiritual Concerns may be indicated as contributing factors.
- Sanford Cancer Application – On-site social worker
 - Administered on-site - Referral based on score, patient request or upon staff request based on patient demeanor.
 - Patients with a Distress Thermometer Score (DTS) between 4-7 **encouraged** to meet, education on services resource referral if needed.
 - DTS between 8-10 **must** visit with clinic SW for further assessment, emotional support, and appropriate resource/service referrals prior to leaving the clinic.

Cancer Care Delivery Challenges

- ACCESS

- Expanded provider Panel
- Physical Outreach
- Tele-oncology
 - Clinical Trials
 - i-pad rounds
- Rural Virtual Infusion Grant

	MD	APP	CRA	Multi-Disciplinary
2012	5	1	5	0
2016	8	5	10	4 (PC; GC; SW)

- Value

- Quality Measurement & Reporting - IT data capture (QOPI/CancerLinQ)
- Cost/effectiveness
- Evidence-based Guidelines



Sanford Health



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