

Cancer Guidance Program



Growing cancer complexity results in greater medical spend

The number of cancer treatments is growing rapidly — as is their complexity. Payers are increasingly challenged to manage oncology medical costs, and providers struggle to stay current with evidence-based treatments. Both want to ensure that members receive effective, low-toxicity treatments. A rigorous, evidence-based solution is needed to help payers address the unique challenges of complex cancer treatments at the point of care.

Partner with providers to reduce total cost of care

Optum[®] Cancer Guidance Program (CGP) is an evidence-based utilization management and analytics service for outpatient cancer treatment. CGP helps reduce medical expenses by guiding providers to select high-value, clinically appropriate chemotherapy/systemic therapy, supportive care, radiopharmaceutical and radiation oncology treatments.

With a broad set of customizable utilization management capabilities, each client can adjust their management strategy to promote preferred products, optimal suppliers and correct dosage amounts while reducing provider abrasion in an easy-to-use online prior authorization portal.

CGP helps manage costs by driving providers to evidence-based treatments within our MBMNow website. Our oncology clinicians convert and deny any treatments that do not meet the evidence and client policies. Results include¹:

- **High provider NPS** due to easy-to-use, intuitive platform and quick approval time
- **30% of providers** change their request to appropriate treatments after peer-to-peer discussions
- **58% of requests** are automatically approved for meeting the evidence
- **78% of requests** are submitted online by providers (vs. call or fax)

5–10:1+

ROI

Adherence to evidence-based medicine through prior auth generates 5–10:1+ ROI **by reducing cost trend.**²

“

“This was great. This is how, with today’s technology, prior auths should be.”

— Pennsylvania oncology provider

Preferred products		<h3>Improve member quality of life and clinical outcomes</h3> <p>CGP intakes patient clinical information and recommends treatment plan options to providers using an extensive guideline library. Including more than 2,100 regimens for 60+ cancers from the National Comprehensive Cancer Network, the library is frequently updated to help providers keep up to date with the latest evidence-based treatment options.</p> <p>The CGP Pathways feature (expanding coverage from 13 to 23 cancers by 2022) drives even greater value by promoting optimal regimens that account for total cost of care and patient quality of life. Where more than one clinically appropriate regimen exists for a member diagnosis, CGP uses patient-specific clinical information and claims data to recommend treatment options that account for factors such as inpatient admissions, duration of treatment and regimen toxicity. These factors contribute to significant cost variation, so CGP is able to recommend the highest-value treatment regimen considering all clinical factors, resulting in savings for payers and better outcomes for members. Over half of all prior authorization requests can benefit from Pathways.</p>
Pathways		
Site of care		
Dosage management		
Supplier management		
Data and analytics		
Utilization management		

Your trusted partner in oncology solutions

Today, CGP serves more than **26 million members** and has generated more than **10:1 ROI** for clients by intervening at the point of care to reduce costs and improve patient outcomes.³

With the partnership of specialized experts at Optum and the incredible data capture of CGP, clients better understand their oncology spend and can improve solution performance over time. CGP provides robust, transparent analytics to help payers identify opportunities for cost savings and adjustments to health plan design. Data collected through CGP can be combined with medical pharmacy and lab data and be used to inform provider tiering, manage risk-based contracts and enroll members in oncology bundled payment solutions.

Optum has deep oncology expertise with a team that includes over 50 oncology nurses, nine board-certified oncologists, five oncology pharmacists and three oncology analytics experts. Managing nearly **300,000 cases annually**, the proven CGP solution enables clients to deploy unique strategies for managing oncology drug spend and can be integrated with other Optum solutions for managing complex populations, such as Cancer Support Program, our specialized care management program. The provider-facing platform also supports Specialty Guidance Program, which provides decision support and prior authorization for all other non-oncology specialty treatments.



11000 Optum Circle, Eden Prairie, MN 55344

Optum® is a registered trademark of Optum, Inc. in the U.S. and other jurisdictions. All other brand or product names are the property of their respective owners. Because we are continuously improving our products and services, Optum reserves the right to change specifications without prior notice. Optum is an equal opportunity employer.

© 2021 Optum, Inc. All rights reserved. WF4136244 04/21



Cancer costs are on the rise

Rising global spend⁴

\$240B on oncology therapies and supportive care drugs projected by 2023

Increasing number and complexity of treatments⁵

43 new drug indications across
42 cancer types

More cancer diagnoses⁶

38.4% of Americans will be diagnosed with cancer in their lifetimes and will require lifesaving treatments

Learn more about how Optum Cancer Guidance Program can help provide treatment guidance and reduce medical expenses.

Email: engage@optum.com
Call: 1-866-427-6845
Visit: optum.com

Sources

1. Optum book of business analysis as of June 2020.
2. 2018-2019 Optum book of business analysis for Commercial and Medicaid client populations vs. competitor programs. Medicaid analysis: Nov. 2018–Aug 2019, for Medicaid client with membership across 11 states. Reviewed states managed by CGP for a specific client vs. those without prior auth. Assumes 6.78 months of treatment. Costs are based on per diseased member per month (PDMPM). Commercial analysis: 2018-2019 Optum CGP program results vs. competitor program for commercial ASO population. Jan 2019: Optum client had a different vendor in place and Optum assumed UM in Feb 2019. Costs are based on per treated member per year (PTMPY). Results may include impacts from Pathways (Breast + Pancreatic) for Nov.–Dec. 19. The impact is negligible as there were no incentives in place for providers for Pathways selection, and these represent < 20% of all authorizations.
3. National Cancer Institute. Cancer statistics. cancer.gov/about-cancer/understanding/statistics. Updated April 27, 2018. Accessed July 10, 2020.
4. Dagenais G, Leong D, Rangarajan S, et al. Variation in common diseases, hospital admissions, and deaths in middle-aged adults in 21 countries from five continents (PURE): a prospective cohort study. *The Lancet*. 2019; 395(10226):785–794.
5. Optum book of business analysis as of June 2020.
6. Ibid.