

Oncology solutions



Address the complex challenges of cancer care

The U.S. cancer incidence is high and will continue to trend up. At the same time, cancer treatments are advancing rapidly.

While these medical innovations can be lifesaving for cancer patients, the cost and complexity of these new treatments is extremely high. And the volume of new therapies, combined with a rising caseload, can make it difficult for providers to keep up with the latest evidence-based medicine.

Cancer treatment is also a complex, difficult and expensive experience for patients. Unnecessary hospitalizations and emergency department visits for cancer patients drive considerable costs. Many patients are unprepared for the challenges of cancer treatment and need better education and support.

Payers need a forward-thinking, comprehensive, integrated and specialized strategy that addresses the needs of cancer patients and providers to reduce the total cost of care and improve the care experience and clinical outcomes.



Cancer costs are on the rise

Rising global spend¹

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

Increasing number and complexity of treatments²

43 new drug indications across
42 cancer types

More cancer diagnoses³

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

10% increase in cancer cases by 2024⁴

Cancer Guidance Program: Utilization management for oncology treatments

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

The easy-to-use online prior authorization portal maximizes provider satisfaction by simplifying the request process and driving high auto-approval rates. Requests that are not auto-approved are submitted for custom review and peer-to-peer outreach from our team of medical directors. The majority of these custom requests are converted to an appropriate treatment.

With a broad set of customizable utilization management capabilities, each client can adjust their management strategy to promote regimen pathways, preferred products, optimal suppliers and correct dosage amounts. All of these capabilities drive incremental savings beyond basic utilization management while reducing provider abrasion. Our comprehensive data capture and reporting helps clients maximize these capabilities and generate additional affordability opportunities.

Cancer Support Program: Specialized care management for cancer patients

The Optum® Cancer Support Program (CSP) helps patients through some of the most traumatic and complex medical challenges they will ever face. This specialized oncology care management program delivers compassionate and value-driven service to meet the needs of each cancer patient, resulting in improved quality of life and significantly reduced expenses. Experienced cancer nurse advocates, available through phone and digital channels, help patients coordinate care, prevent and manage symptoms and side effects, and collaborate with treating physicians at every stage of the care continuum.

CSP nurses use targeted interventions during the treatment episode to help reduce costs by reducing inpatient utilization, ER visits and unnecessary end-of-life treatments and increasing hospice care. Our growing digital capabilities, such as a patient-facing online platform and texting capabilities, capture patient-reported outcomes and allow us to respond to patient needs in real time.

CGP results

5–10:1

ROI⁵

60+ provider NPS⁶

Managing **27M** members and
300K cases annually⁷

CSP results

10% or **\$7K** reduction in survivor medical spend per participant per year⁸

6% reduction in hospitalizations leading to **\$0.63 PMPM** cost savings⁹

96% patient satisfaction rate with care manager¹⁰

Cancer Resource Services: Centers of Excellence for complex cancers

Optum® Cancer Resource Services (CRS) is designed to deliver better outcomes at reduced costs by providing access to a national network of quality cancer centers. The program focuses primarily on rare and complex cancers for which practice variability and expenses tend to be high and can also be used for any type of cancer care.

CRS providers are rigorously qualified on an annual basis by experienced medical directors, quality review specialists and advisory panels. Providers are rated on their expertise, quality, experience and processes, as well as additional data sources such as patient satisfaction surveys and quality improvement initiatives as part of the qualification process.

CRS results

25%+ average savings using a COE¹¹

50K members served since 2001¹²

97% satisfaction with RN¹³

Learn more about how Optum oncology solutions can help reduce medical expenses and improve the cancer care experience.

Email: engage@optum.com

Call: 1-866-427-6845

Visit: [optum.com](https://www.optum.com)

Sources

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11000 Optum Circle, Eden Prairie, MN 55344

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