Florida Cancer Specialists: A Physician Driven model of Oncology Practice

Michael Diaz, MD
Florida Cancer Specialists Executive Board and Director of Patient Advocacy
Feb. 3, 2018
Agenda

• Florida Cancer Specialists Overview
• FCS Services
• Benefits to Physicians
• Benefits to Patients
FCS Leadership

Bill Harwin, MD
Founder, President and Managing Partner

Brad Prechtl, MBA
Chief Executive Officer
FLORIDA CANCER SPECIALISTS
Who We Are

• Largest privately owned oncology/hematology practice in the United States
• 99 offices, with 90 clinical sites
• 223 physicians
• 177 nurse practitioners and physician assistants
• 2,817 employees
Track Record for Successful Physician Growth

Florida Cancer Specialists Physicians

Confidential
What FCS has Accomplished

- Acquired 61 different practices and none have unwound
- Significant investment in ancillaries:
  - Clinical research
  - Central laboratory
  - Hematopathology:
    - Flow Cytometry
    - FISH testing
    - Cytogenics
  - Histology
  - Prosigna PAM50
  - Anatomical pathology
  - Pharmacy for oral oncolytics (Rx to Go)
  - Radiology (15 fixed PET/CT scanners and 3 mobile units going to 8 locations, 5 CT only locations)
  - Radiation therapy (12 linear accelerators servicing 9 locations)
Major Advantages To FCS

• Great economies of scale with centralized corporate services
• Tremendous billing and collecting track record
• Best in class EMR (OncoEMR) with free patient portal and referral physician portal
• Substantial research affiliation with Sarah Cannon with Phase 1 program
• Key management tools and information – income statements, annual budget, goals, scoreboard reports, physician compensation and trend data
• Transparency
• Marketing – branding, referral base management and communication
Operational Excellence Programs

- Proven ability to reduce practice overhead
- Consistent and predictable practice operations built on LEAN six sigma methodologies
- Full integrated technology platform
- Sophisticated risk management and compliance programs
OPERATIONAL EXCELLENCE
Consistent and Predictable Practice Operations

- 450+ Operational SOP’s
- Available on line on all computers to all staff
- Management and LEAN six sigma training
- Independent annual assessments completed at each site to ensure compliance
- Constantly evolving and improving through culture of change
Integrated Technology Platform

• Fully integrated including: EMR, Lab, Practice Management, PACS and Inventory Management
• Fully web based – ‘available anywhere / anytime’
• All solutions centrally managed in a secure data center (Tampa) with secondary disaster recover location
OncoEMR Benefits

- Designed by Oncologists
- Enhances connectivity via portals and interfaces to all stakeholders
  - Patients
  - Referral Sources
  - External Providers (reference labs, hospitals, radiologists, etc.)
- Supports value based reimbursement models
- 100% charge capture
- 24/7/365 access from anywhere including mobile access with full disaster recovery
- Dedicated Team
## OncoEMR Benefits

<table>
<thead>
<tr>
<th>Referral Sources</th>
<th>FCS Clinicians</th>
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<tr>
<td>• Referring Physician Portal</td>
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<td>• Access to patient labs, notes and reports</td>
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<td>• Designed by Oncologists to ensure clinician friendly</td>
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<td>• Comprehensive features and fully integrated</td>
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<td>• Dynamic patient scheduling</td>
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<td>• Guidelines and Pathways Ready</td>
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<td>• Robust Decision Support and Reporting</td>
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<thead>
<tr>
<th>Patients</th>
<th>FCS Administration</th>
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<tr>
<td>• Allows staff to focus on patient care</td>
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<td>• Patient Web Portal</td>
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<td>• Patient Self Service</td>
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<tr>
<td>• Dedicated Implementation and Training Team</td>
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<tr>
<td>• 100% Electronic Charge Capture</td>
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<tr>
<td>• HIPAA Compliant</td>
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<tr>
<td>• Securely Access 24/7/365</td>
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<tr>
<td>• Full Disaster Recovery</td>
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<tr>
<td>• Supports value based contracting</td>
<td></td>
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<td>• Quality and Outcomes Reporting</td>
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<td>• OCM Ready</td>
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FCS Clinical Research Program

Sarah Cannon (SC)
- Key provider of clinical trial services to FCS

Early Phase Program
- Sarasota – Manish Patel, MD & Judy Wang, MD

Late Phase Program
- Physician Leadership: James Reeves, MD

Director: Katie Goodman, RN
Sarah Cannon
Services to FCS Practices

- Clinical Trial Pipeline
- Regulatory
- Contracting & Budget Services
- Quality Assurance
- Education
- IT Capabilities & Support
- Marketing Support
Early Phase Research
Drug Development Unit (DDU)

Trial Focus:
• Phase I – Oncology and Malignant Hematology; First in Man, dose escalation, expansion phase, drug-drug interaction, bioequivalence, food effect, QTc studies
• Early Phase II - with intensive Pharmacokinetic blood draws

Practice Benefits
• Exposure to Pharma & expands late phase program menu
• Continuity of care within the practice

Refer patients w/ PS 0-1 & willing to travel (hotel paid)
84% of new cancer drugs approved in 2016 for use in the United States were studied in clinical trials conducted with Florida Cancer Specialists Participation.*

*Prior to approval
RECENT FDA APPROVALS
FCS/SCRI Clinical Trial Participation

- Abraxane (taxol derivatives)
  NSCLC, Pancreas
- AFINITOR (everolimus) Tablets
  ER+ MBC, TSC, renal angiomyolipoma
- ALIMTA (pemetrexed)
  NSCLC maintenance
- AVASTIN (bevacizumab)
  CRC (FOLFOX/FOLFIRI), Ovarian, cervical
- Beleodaq (belinostat) for injection
  T-cell lymphoma
- COMETRIQ (cabozantinib)
  Thyroid
- CYRAMZA (ramucirumab injection)
  Gastric, NSCLC
- Erbitux (cetuximab)
  1st line colon
- Erivedge (larotrectinib)
  Basal Cell
- GAZYVA (obinutuzumab injection)
  CLL
- gleevec (imatinib mesylate)
  Adjuvant GIST
- IBRANCE (palbociclib) tablets
  Breast
- ICLUSIG (ponatinib) tablets
  CML, ALL
- IMBRUVICA (ibrutinib) tablets
  CLL, MCL, WM
- INLYTA (axitinib) tablets
  RCC
- Kadcyla (trastuzumab emtansine)
  HER2+ MBC
- KEYTRUDA (pembrolizumab)
  Melanoma
- Kyprolis (carfilzomib)
  Multiple Myeloma
- Mekinist (farnesyltransferase)
  Melanoma
- Nexavar (sorafenib) tablets
  Thyroid
- OPDIVO (nivolumab)
  Melanoma; NSCLC
- PERJETA (pertuzumab)
  Her2+ MBC, neoadjuvant breast
- Pomalyst (pomalidomide)
  Multiple Myeloma
- Revlimid (thalidomide)
  MCL
- Stivarga (regorafenib) tablets
  Colorectal
- Tafinlar (dabrafenib)
  Melanoma
- Tarceva (erlotinib)
  1st line NSCLC
- Votrient (pazopanib)
  Sarcoma
- XALKORI (crizotinib)
  ALK+ Lung
- XEGEA (denosumab)
  Bone giant cell
- Xtandi (enzalutamide)
  Prostate
- ZALTRAP (ziv-aflibercept), tablets
  Colorectal
- Zydelig (idelalisib) tablets
  CLL, FL, SLL
- ZYKADIA (ceritinib)
  ALK+ NSCLC
- Zytiga (abiraterone acetate)
  250 mg tablets
  Prostate
TRANSITIONING TO VALUE-BASED REIMBURSEMENT
How Do We Get There from Here?

Fee-for-Service
Competing on:
• Relationships with referring physicians
• Sub-specialty expertise
• High-end technologies
• Facilities & amenities

Value-Based Reimbursement
Competing on:
• Outcomes
• Quality
• Cost

Competing on Value
Historic Time Future
Practice Payer Solutions

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<tr>
<th>COST DRIVER #1</th>
<th>COST DRIVER #2</th>
<th>COST DRIVER #3</th>
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<tbody>
<tr>
<td>Variable Use of Drugs and Diagnostics During Treatment</td>
<td>Deterioration of Patient Health Status Between Treatments</td>
<td>Ineffective Interventions Near the End of Life</td>
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<tr>
<td>- Integrated Care Model</td>
<td>- Care Management Programs</td>
<td>- Comprehensive NCCN based guidelines</td>
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<td>- Expansive network of experts (‘Virtual Tumor Board’)</td>
<td>- Medication Adherence</td>
<td>- Advanced Care Planning</td>
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<td>- Comprehensive NCCN based guidelines</td>
<td>- Transitional Care Management</td>
<td>- Social work and psychology support services</td>
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<tr>
<td>- Clinical Research</td>
<td>- Clinician Triage Programs</td>
<td>- Timely hospice referrals</td>
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<td>- Compliance reporting ability</td>
<td>- Proactive Outreach Programs</td>
<td>- Robust survivorship program</td>
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<td>- Specialty Pharmacy</td>
<td>- Patient Education Programs</td>
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Integrated Clinical and Technology Platform
Thank You for your attention!!!