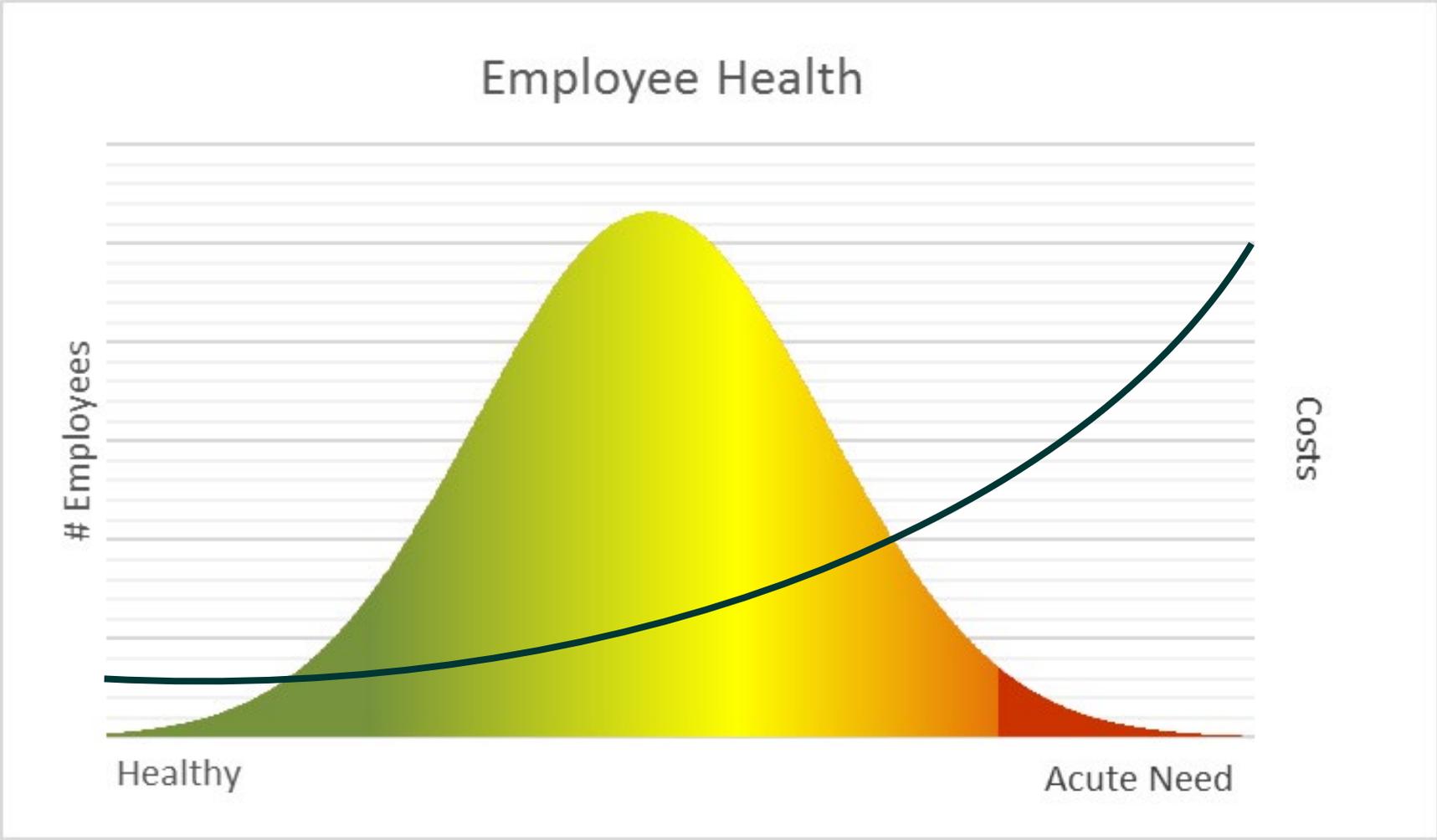


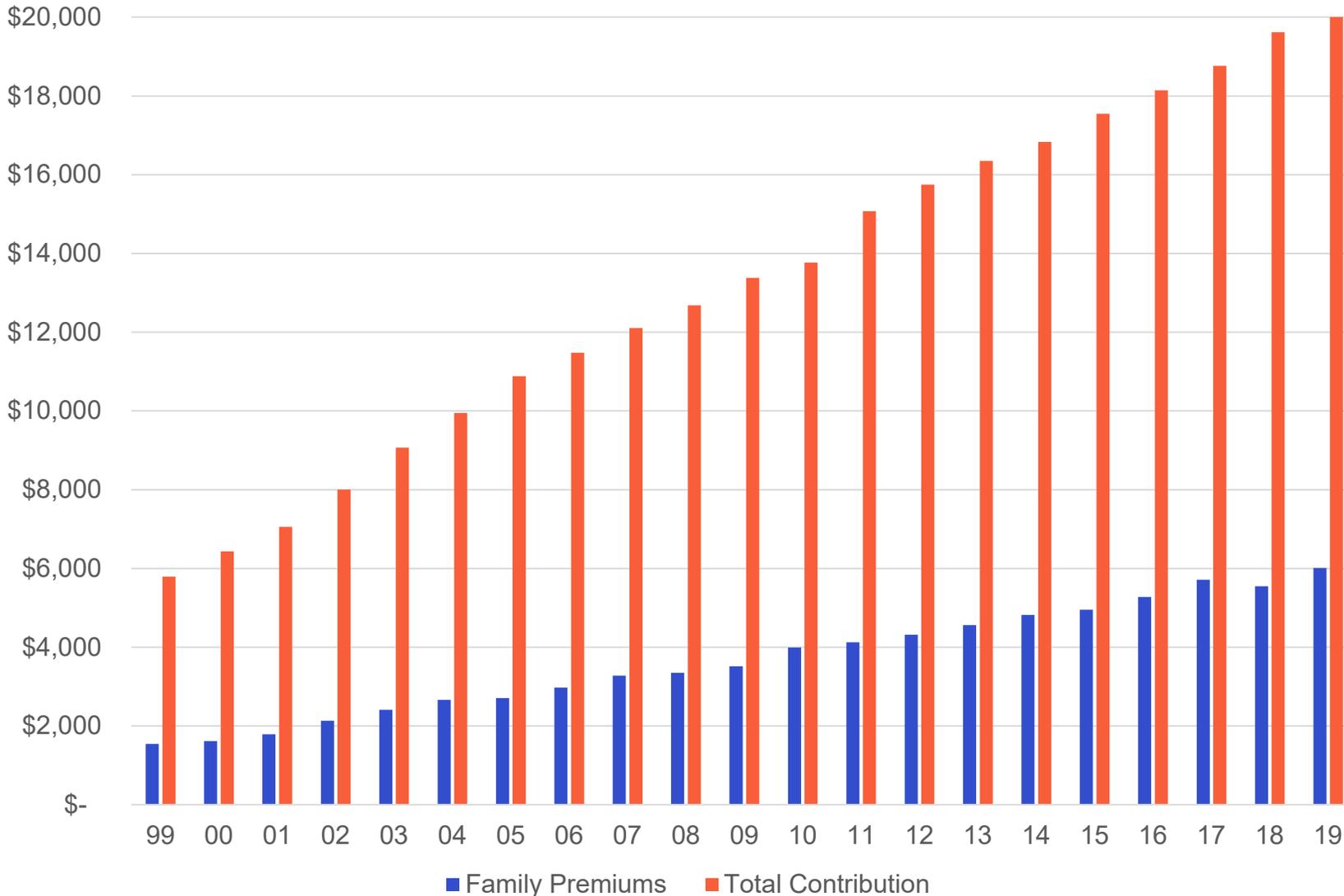
# **MSK Direct: Employer Partnerships for Cancer Care**

Lehigh Valley Business Council on Health Symposium  
February 4, 2020

# Managing Employee Health Requires Different Tactics



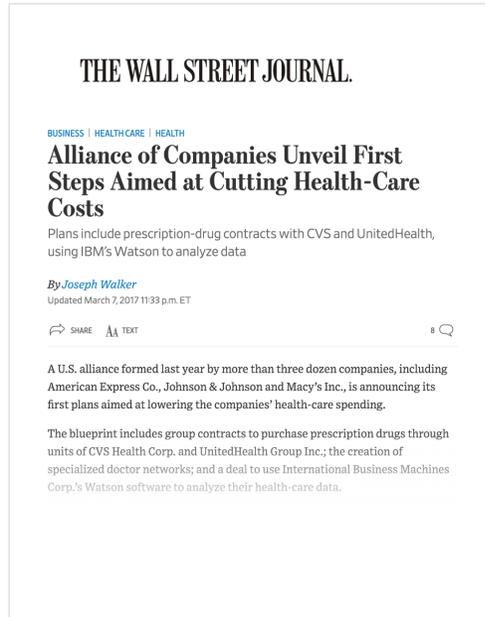
# Family Premiums vs. Total Contributions



**Employers bear 71%  
of the cost.**

**60% of employers  
are self-funded.**

# The Headlines: The Rise of the Activist Employer



**Banding Together**



**Digital Solutions**



**Center of Excellence  
Carve Out programs**



**Preferred Networks**

**Payer**

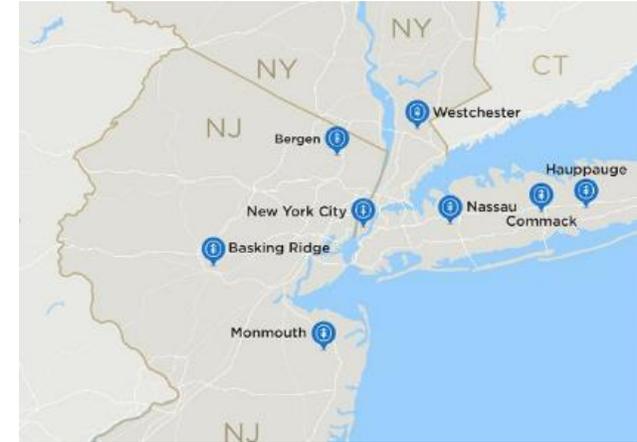
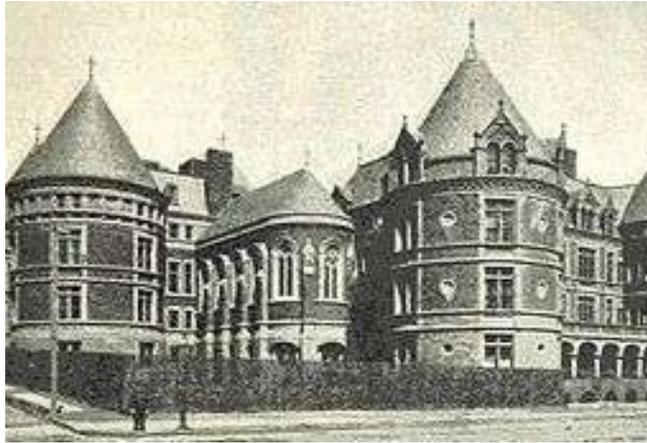
**With expected 6% rise in health costs, 2020 may be year of 'activist' employer**

FierceHealthcare/ PwC Health Research Institute

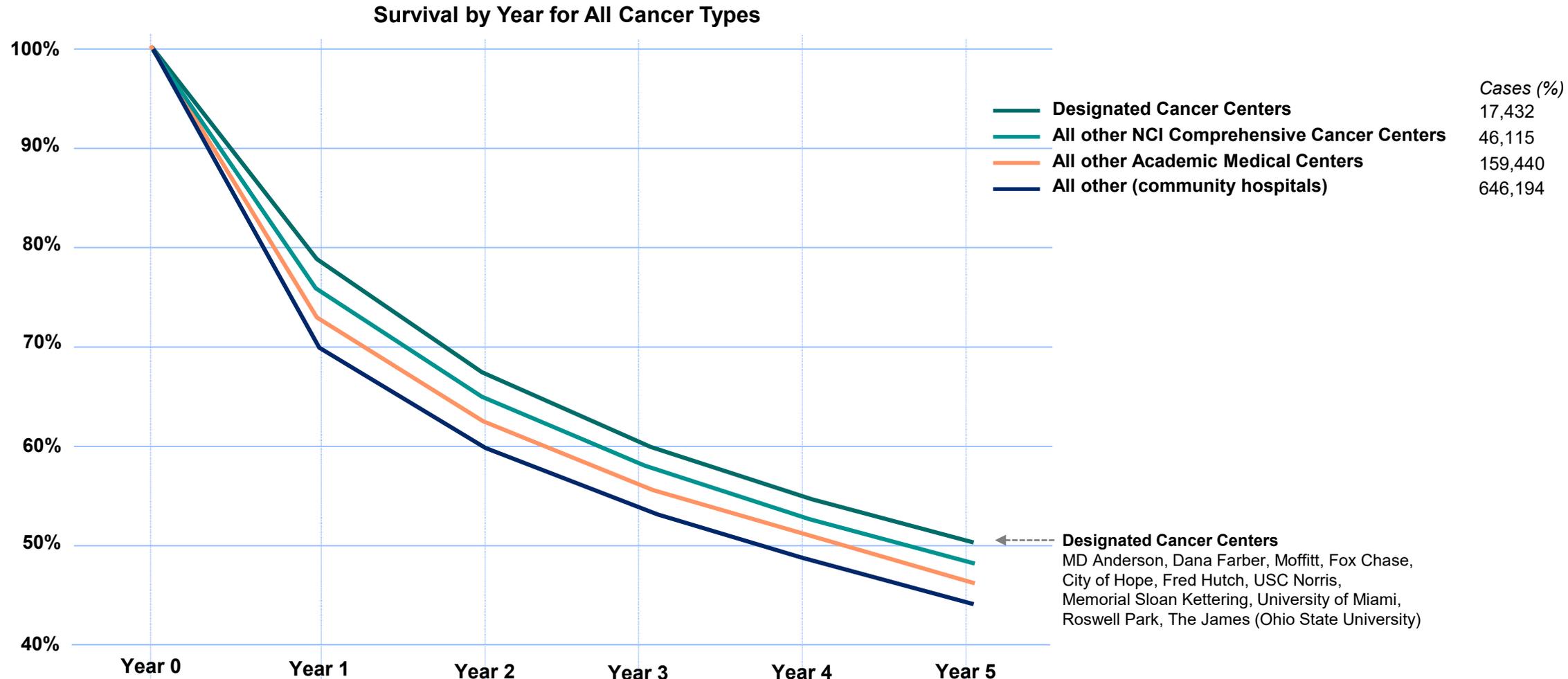
# About Memorial Sloan Kettering Cancer Center

## OUR MISSION

To lead in the prevention, diagnosis, treatment, and cure of cancer through programs of excellence in research, education, outreach, and cost-effective patient care.



# Survival Outcomes Can Have Significant Variation



1. Methodology source: Pfister, D.G., Rubin, D.B., Elkin, E.B., Neill, U.S., Duck, E., Radzyner, M., Bach, P.B. (2015). Risk Adjusting Survival Outcomes in Hospitals That Treat Patients With Cancer Without Information on Cancer Stage. *JAMA Oncology*. 1(9):1303-1310. doi:10.1001/jamaoncol.2015.3151

2. Data source: CRG-Adjusted Medicare Claims (2017)

# Specialization Drives Outcomes

## All MSK physicians are...



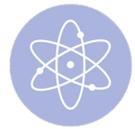
### Sub-specialized

Focusing their efforts on single disease sites, or specific diseases within those sites



### Collaborative

Participating in Disease Management Teams that collectively determine the optimal care for each patient



### Translating research into great medicine

Collaboration between scientists and physicians allows for cutting-edge discoveries made in laboratory research to rapidly move to patient care



### Salaried employees of MSK

Aligned hospital-physician relationship to focus on what is best for the patient

## Enabling optimized outcomes and costs



### Significantly reduce hospital stays

62% of MSK surgical volume was outpatient in 2019, including 85% of mastectomies



### Compressed treatment regimens

MSK-Precise™, hypo-fractionated radiation therapy, which reduces the # of overall treatments from 50 to 5



### Higher rates of active surveillance

Including 64% at MSK vs. 33% nationally for stage 1 prostate cancer

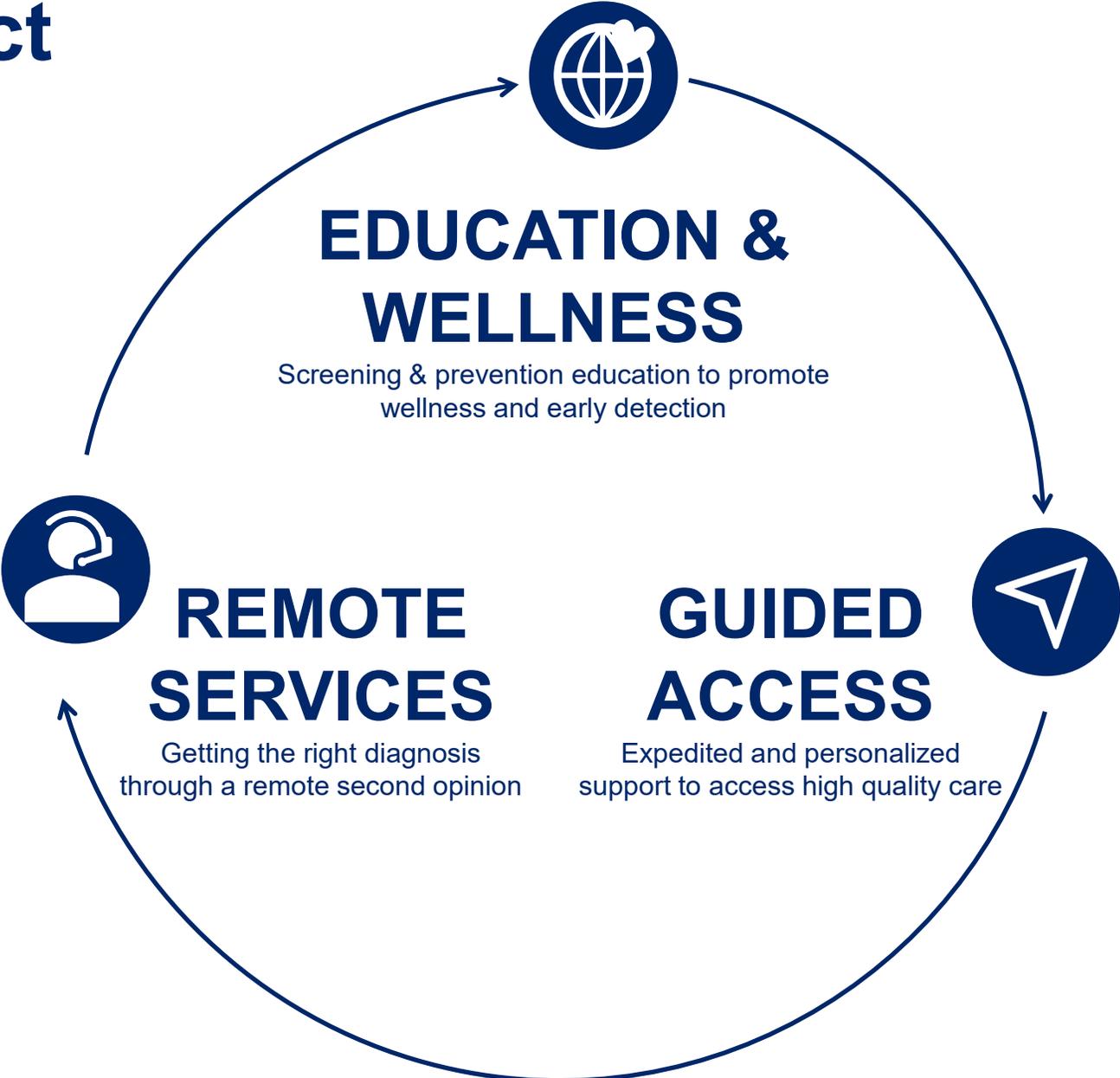


### Less invasive tests and treatments

MSK-Impact™ tumor profiling using a 468-gene oncopanel to identify the most effective therapy for individual patients

# MSK Direct Program Overview

# MSK Direct



# Education & Wellness

Cancer screenings can prevent cancer and detect it early when it's more easily treated

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Cancer screenings can prevent cancer and detect it early when it's more easily treated



**MSK Direct**  
March is **Colorectal Cancer Awareness Month**.



**AGE 50+** **Get a colonoscopy!**  
It could save your life by preventing cancer and detecting it early.

[Click here to find out if screening is right for you](#)

Memorial Sloan Kettering Cancer Center Partner logo here



**Trust Your Gut**  
Your Guide to Preventing Colorectal Cancer

**DID YOU KNOW?**  
Colorectal cancer is the **third most common cancer** diagnosed in both men and women in the United States.  
Colorectal cancer has a **90 percent survival rate** if caught early!  
By 2030, **one in five** colorectal cancer diagnoses will be expected to be early-stage.  
For people age 50 or older, colorectal cancer diagnosis has increased 20 percent due to increased screening rates and polyp removal.  
Approximately **145,000 new cases** are diagnosed in the United States each year — **16 people every hour!**

**SYMPTOMS OF COLORECTAL CANCER**  
While there are often no symptoms in early stages, there are signs you should not ignore:  
• rectal bleeding or blood in the stool  
• changes in your bowel habits—constipation, diarrhea, or stool that is narrower than it was  
• a persistent urge to use the bathroom  
• unexplained abdominal pain  
• feeling more tired than in the days before  
• unexplained weight loss  
• unexplained fatigue  
• anemia  
These symptoms usually do not mean you have colorectal cancer, but you should see your doctor if any of these problems are new or last longer than you think they should.



**Colonoscopy save lives.**

A colonoscopy is a screening test that can prevent colon cancer from occurring by removing abnormal growths called polyps or it can catch colon cancer at an earlier, more treatable stage. Knowing when a colonoscopy can be confusing. Memorial Sloan Kettering designed this tool to help you determine if a colonoscopy is right for you. It is offered to CBS employees and family members as part of a partnership with MSK Direct.

- 1 Take the one-minute survey
- 2 Find out if a colonoscopy is right for you.
- 3 If a colonoscopy is right for you, schedule a reminder.

**SCHEDULE A REMINDER**  
844-415-1501

To find an in-network provider closer to home, please call your insurance carrier.

Learn more about colorectal cancer screening



**Trust your gut.**

**Memorial Sloan Kettering Cancer Center**

**CARING FOR YOUR COLON COULD SAVE YOUR LIFE**

What are the signs and symptoms of colon cancer?

[Watch Video](#)



# Education & Wellness

Cancer screenings can prevent cancer and detect it early when it's more easily treated

## Considerations:

Know your screenings numbers

Reduce barriers to screening

Promote wellness around national awareness months

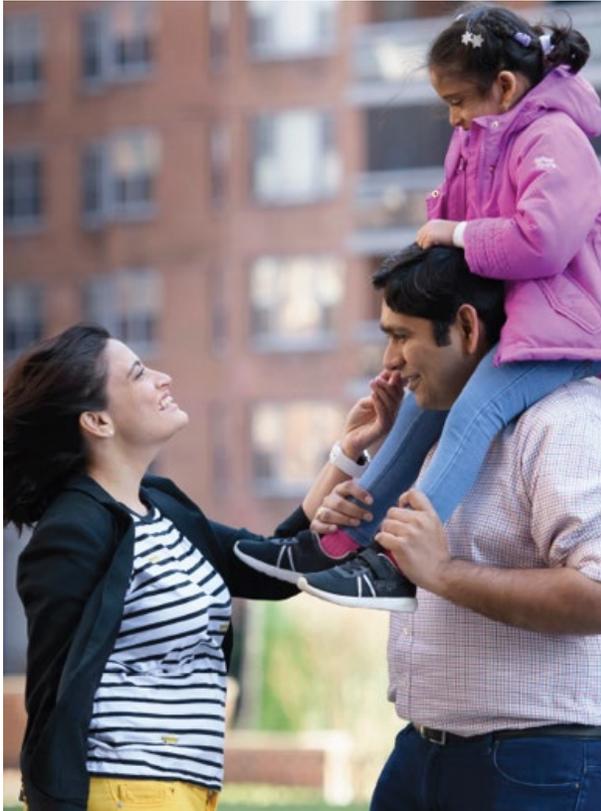
Personalize the message to change behavior

# Guided Access

Experienced oncology nurses, social workers, and Care Advisors provide personalized support and expedited access to clinical and psychosocial care

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## Considerations:

Ensure high quality providers are in-network

Consider offering expert navigation support for personalized and expedited care

Ensure employees know what resources are available to them

# Remote Services

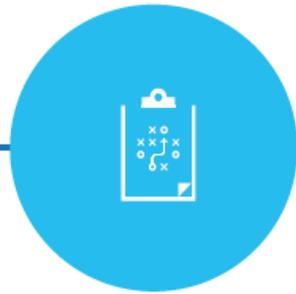
Remote second opinions from specialized clinicians help people anywhere in the world get the right diagnosis and care plan, driving improved patient outcomes

# Remote Services

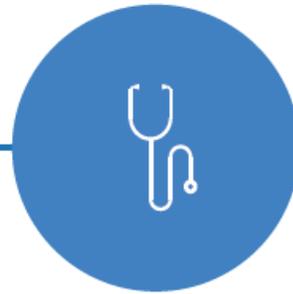
Remote second opinions from specialized clinicians help people anywhere in the world get the right diagnosis and care plan, driving improved patient outcomes



**Medical collection  
& Case Preparation**



**Pathology &  
Radiology Analysis**



**Written Opinion &  
Care Plan**



**Telephone  
Consultation**

# Remote Services

Remote second opinions from specialized clinicians help people anywhere in the world get the right diagnosis and care plan, driving improved patient outcomes

36%

Confirmation of diagnosis and treatment plan

64%

One or more meaningful changes to the diagnosis and or treatment plan

# Employers Can Help Reduce the Total Burden of Cancer



**Prevention: Educate and facilitate early detection**



**Diagnosis: Correct treatment plan from the onset**



**Treatment: Ongoing support for those diagnosed**



**Survivorship: Recognize the challenges for survivors**

**Thank you!**