

# Oncology Care Pathways

IMPLEMENTING A DIFFERENT WAY TO  
ACCESS CARE

## Access Viewpoint

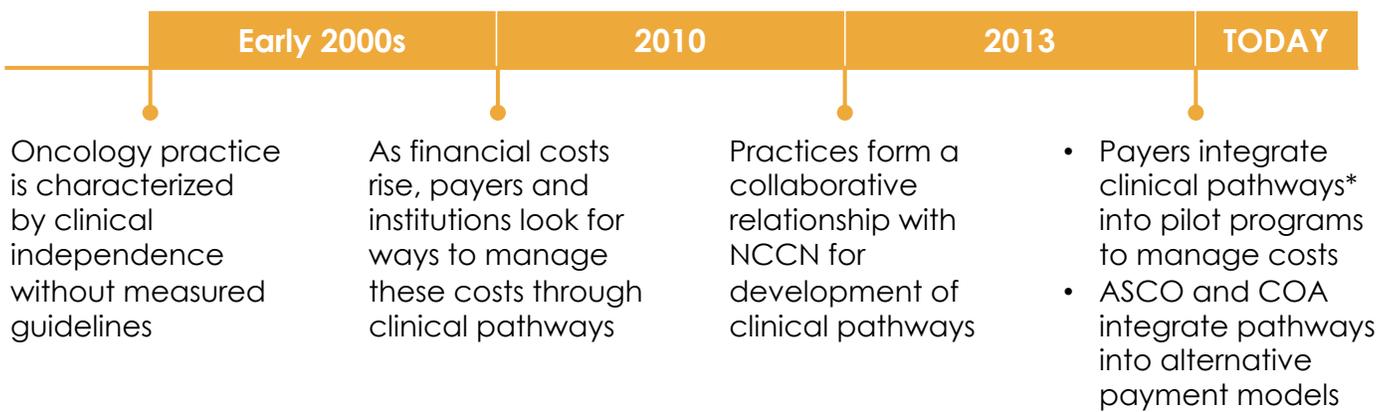
Oncology care pathways focus on streamlining provider options, decreasing overall costs, and increasing the quality of care in oncology. Care pathways represent the push to standardize and enhance quality initiatives in cancer care.

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# Clinical oncology pathways: the industry standard for providing value-based care

Oncology care pathways allow patients with specific criteria to follow a detailed, evidence-based protocol with outlined interventions for delivering cancer care. Experts assert that while oncology is highly nuanced, if patient care is broken up into stages, then interventions can be optimized.

## Evolution of Clinical Pathways



While clinical pathways can be highly individualized, stakeholders generally focus on three standard criteria when plotting a treatment plan:



### Efficacy

Successful, evidence-based interventions are first prioritized.



### Toxicity

Treatments with lower toxicity and similar efficacy are favored.



### Cost

Finally, cost is taken into consideration. With preference given to lower-cost, yet equally effective treatments.

\*Clinical pathway companies include Innovent Oncology and McKesson Clear Value Pathways

NCCN (National Comprehensive Cancer Network)  
ASCO (American Society of Clinical Oncology)  
COA (Community Oncology Alliance)

# Pathway vendors are pushing for new ways to innovate clinical oncology pathways

## Barriers in care pathway acceptance



### PROVIDERS

- Concerned over loss of clinical autonomy and practicing “cookbook medicine”
- Overwhelmed with the number of pathways available to choose from, leading to compliance burden



### PAYERS

- Assume pathways will disrupt traditional healthcare economic modeling



### LIFE SCIENCE

- Worry pathways focus too heavily on cost and may discourage value-based discussions

Today, there are  
**300 ACTIVE ONCOLOGY  
MANAGEMENT PROGRAMS**



**80% OF PROGRAMS**

use clinical pathways for  
decision making

## Notable clinical pathway vendors driving change

### McKesson Clear Value pathways

- Integrates oncology clinical pathways into the IKnowMed Electronic Health Record (EHR) platform to connect quality patient care and value-based reimbursement

### Clinical Path\*

- Offers EHR integration developed by physician disease committees jointly chaired by an academic and community-based oncologist
- Cost is considered by the committee only when the efficacy and toxicity of two regimens are comparable
- The program boasts an 80%+ on-pathway decision rate

### New Century Health and oncology analytics

- Uses clinical pathways to manage cancer care and bear two-way risk for Medicare Advantage and commercial plans

\*Formerly Via Oncology

# Optimizing clinical pathways requires analysis of current challenges and product benefits

## Care pathways have become more mainstream for a variety of reasons:

- Better patient outcomes
- Consistency in care
- Increased quality of care
- Decreased total cost of care, specifically cancer care

## However, hurdles remain:

- Lack of inherent treatment choice and variety within care pathways
- Provider misconception regarding perceived administrative burden for payers
- Payor hesitation to overstep and get involved early in implementing clinical pathways

## Manufacturer recommendations:



### Assessing and targeting pathway opportunities

#### Key pathway vendor business questions:

- Does the product meet criteria for pathway consideration?
- Is the product tied to clinical and economic metrics that are clear and easy to measure?
- Are there certain patient populations or demographics at higher risk for poor outcomes?

#### Critical manufacturer workstreams:

- Maintaining and updating value propositions for products that could be on a pathway in the context of evolving customer value needs
- Understanding pathway vendor disease review cycles
- Modeling of product versus competitor data



#### PATHWAY PILLARS

- Expert driven
- Reflects stakeholder input
- Transparent
- Evidence based
- Patient focused
- Up-to-date
- Comprehensive
- Promotes clinical trial participation
- Clear, achievable expected outcomes
- Integrated cost effectiveness technology and decision support
- Efficient process for communication and adjudication

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# How can we help you optimize clinical pathways?

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