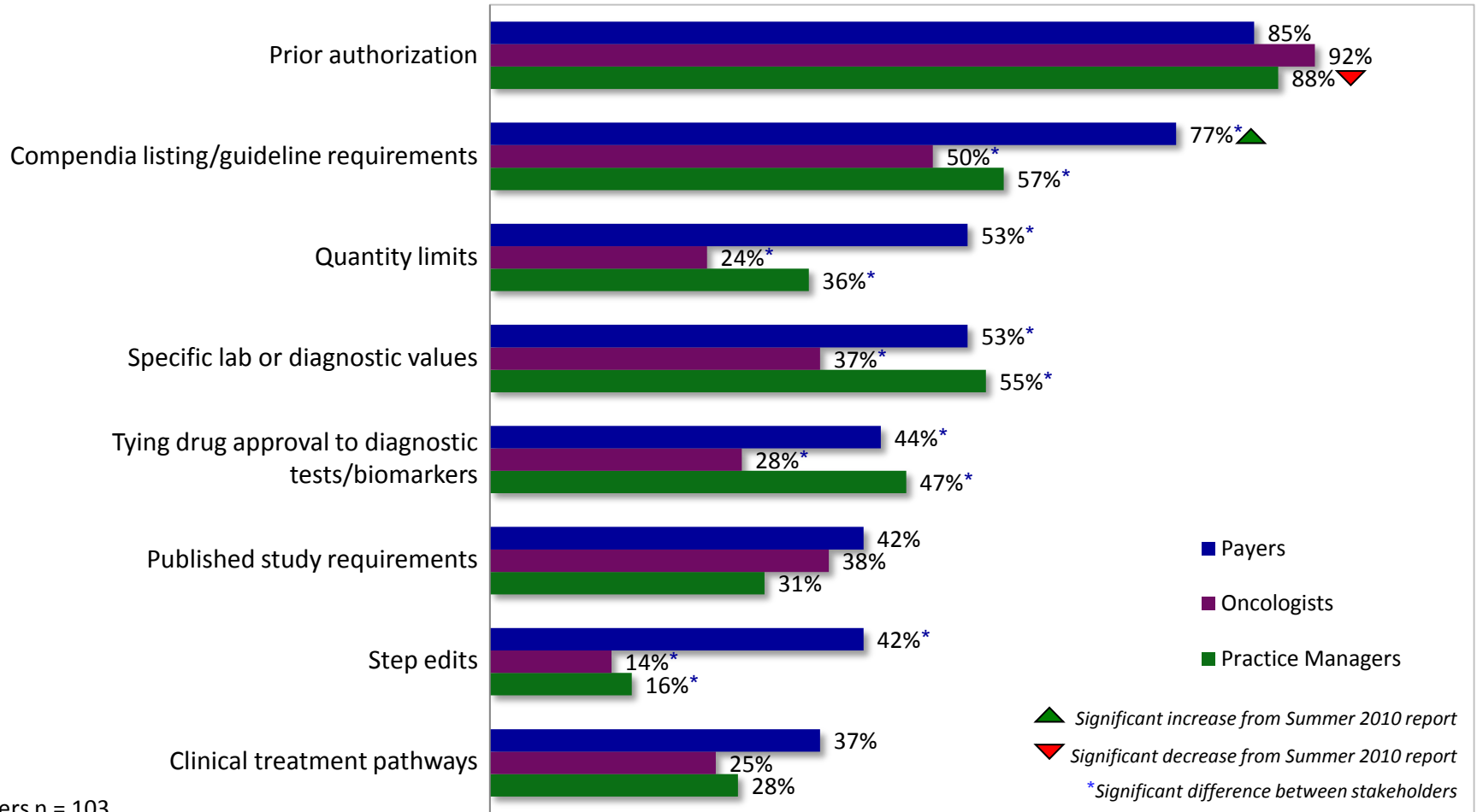


### Key Findings

- Oncologists and practice managers are statistically less aware of quantity limits and step edits in utilization management than payers

## Most Common Cancer Therapy Management Tools

Which of the following tools have been applied to manage cancer therapies?



Payers n = 103  
 Oncologists n = 98  
 Practice Managers n = 97

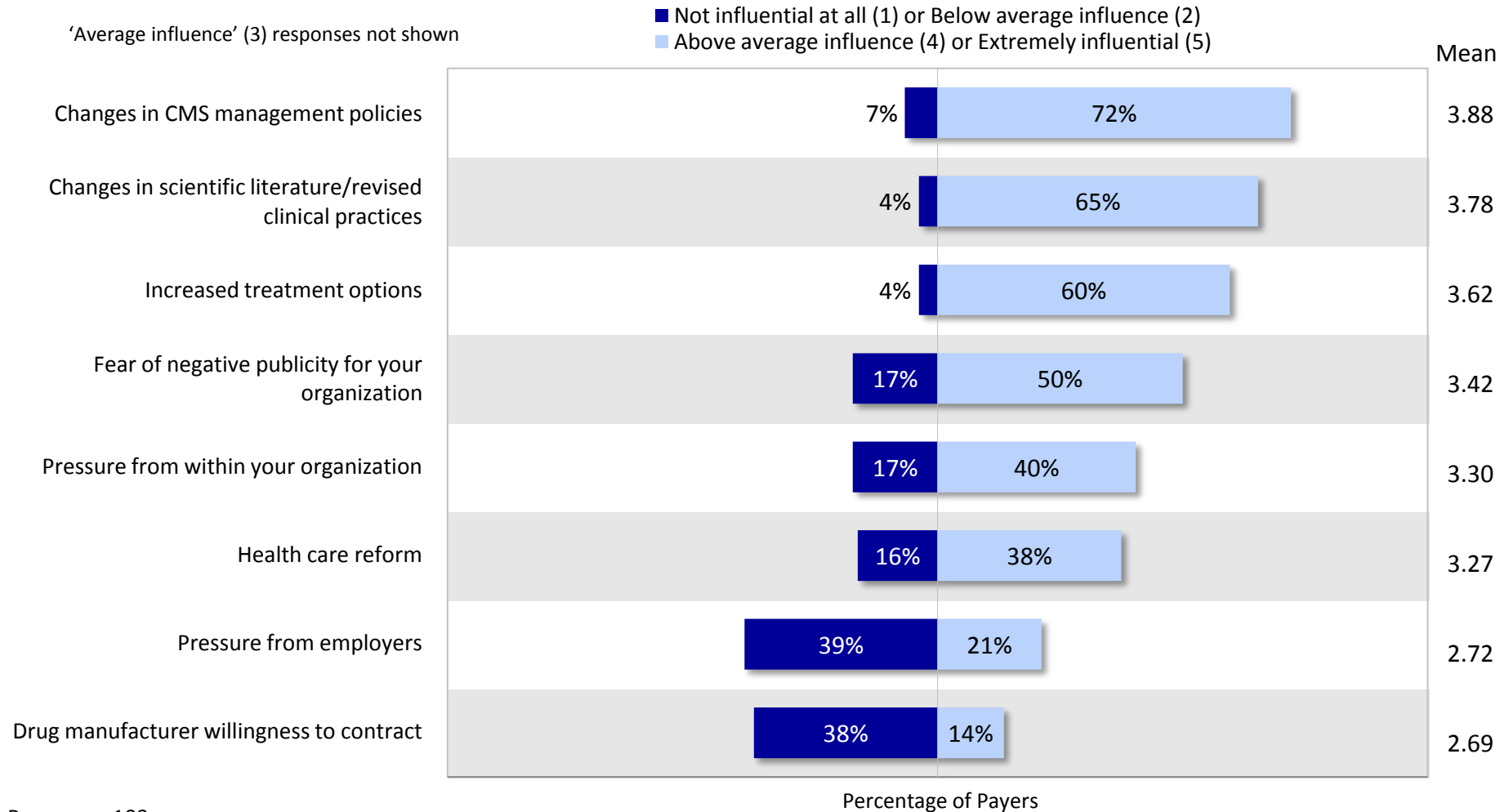
Percentage of Respondents

### Key Findings

- In addition to CMS policy, the scientific community, and therapy options, payers cite fear of public disapprobation as a factor in setting oncology management policies

## Drivers of Management Aggression

How influential is each of these factors in determining the aggressiveness of your organization's overall oncology management policies?



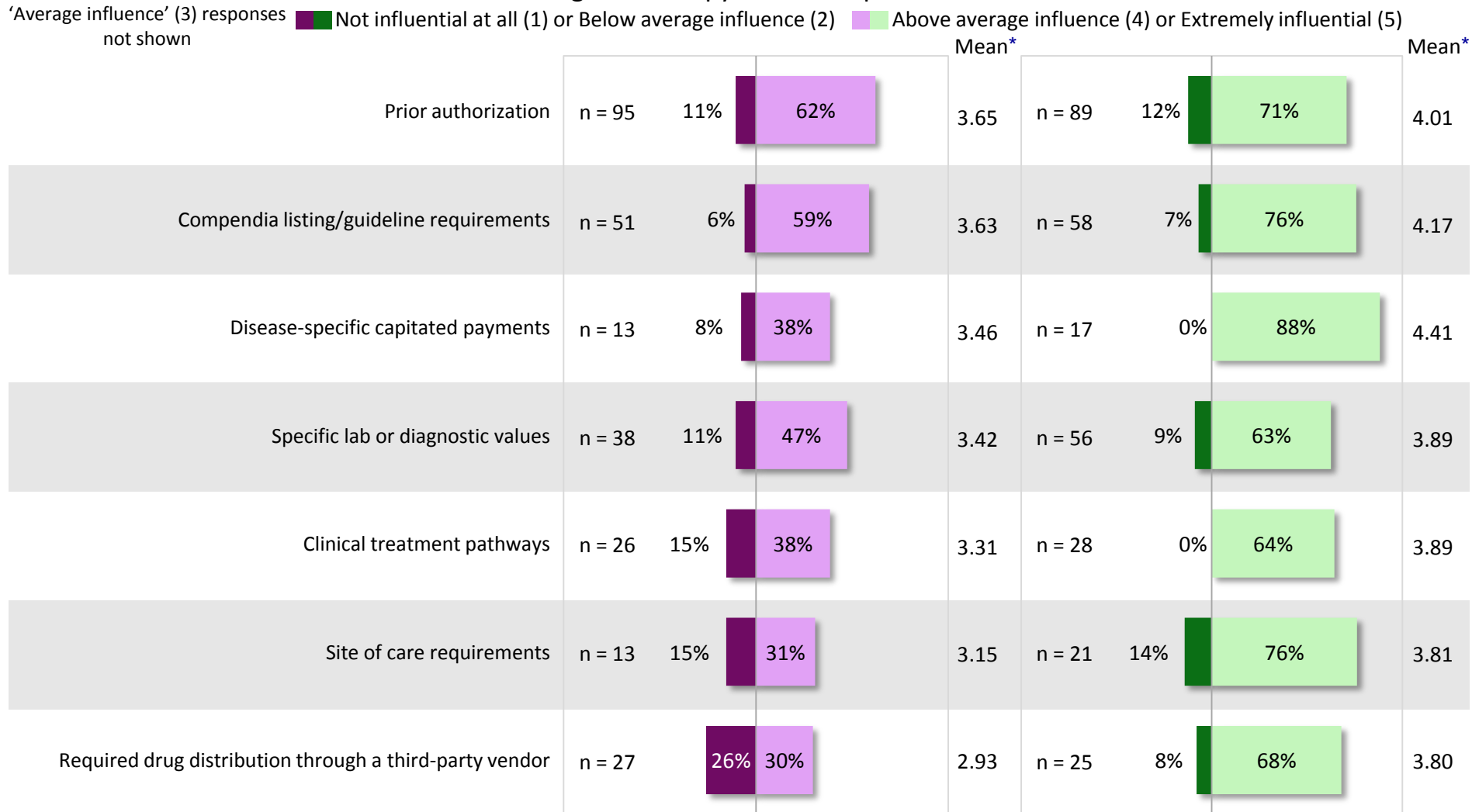
Payers n = 103

### Key Findings

- Practice managers report being significantly more influenced by a variety of payer management policies than oncologists, including prior authorization and disease-specific capitated payments

## Impact of Payer Management Policies: Greatest Discord

How influential are each of the following commercial payer management tools on your practice's clinical decision-making and therapy utilization patterns?



\*All means are statistically significant

Percentage of Oncologists

Percentage of Practice Managers

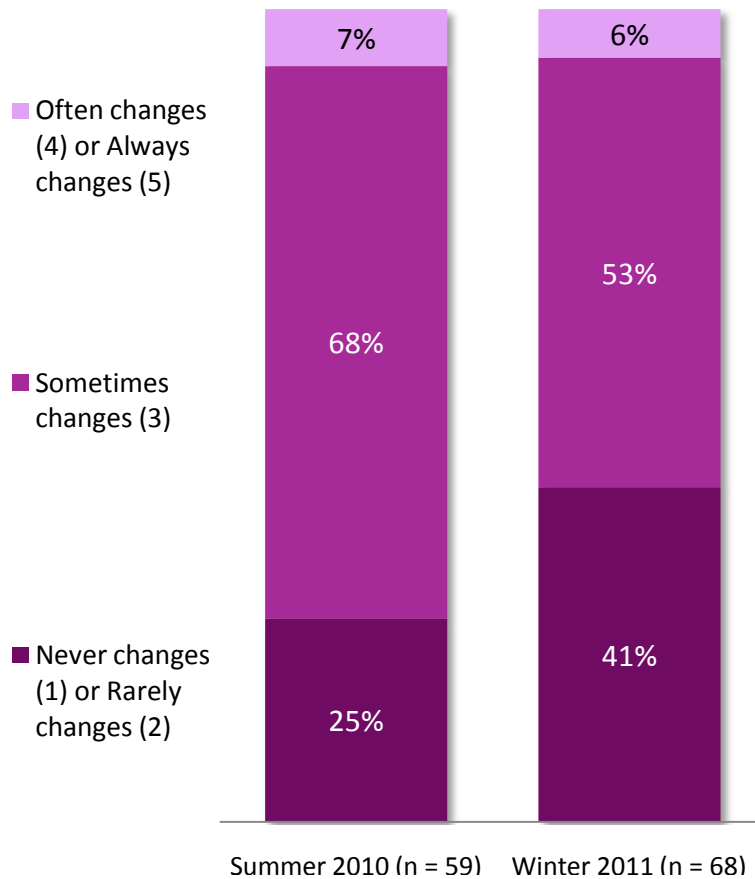
### Key Findings

- Oncologists agree with practice managers that about sixty percent of financial discussions with patients result in changes to treatment plans

## Treatment Adjustments

How often does your treatment plan change after a financial discussion with a patient about coverage and ability to pay?

Oncologist Perspective



Practice Manager Perspective

