

# ANCO FAX News

Association of Northern California Oncologists  
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## INTRODUCTION

The *ANCO FAX News* focuses on ANCO's core activities—advocacy, clinical and professional education, membership benefits, and *Association* news. While membership mailings, FAX broadcasts, and ListServ postings continue, the *ANCO FAX News* summarizes this information in a regular forum of important news to members. Contact the ANCO office for additional information regarding any item published in the *ANCO FAX News* or to contribute items.

The *ANCO FAX News* is sent to member practices (via FAX) and Corporate Member contacts (via e-mail). The next regular *ANCO FAX News* will be published on September 14<sup>th</sup>. Comments on and contributions to the *ANCO FAX News* are always welcome and encouraged at ANCO, P.O. Box 151109, San Rafael, CA 94915-1109; Voice: (415) 472-3960; FAX: (415) 472-3961; ExecDir@anco-online.org.

## ADVOCACY

[*Editor's Note:* ANCO meets regularly with national, regional, and statewide organizations to discuss issues of importance to hematology/oncology practices and people living with cancer. We continually seek input from members on agenda items for these meetings. Send your issues to the ANCO office.]

### *ACCC, ASCO, ASH, and National Legislative & Regulatory Issues*

[*Editor's Note:* ANCO is a member of the *Association of Community Cancer Centers* (ACCC) and a state/regional affiliate of the *American Society of Clinical Oncology* (ASCO).

ANCO and the *American Society of Hematology* (ASH) share information with members. We regularly participate with these organizations on matters of national importance to cancer care.]

**CMS issued a final *National Coverage Decision* (NCD) July 30<sup>th</sup> on the use of erythropoiesis stimulating agents (ESAs) in cancer and related neoplastic conditions. ASCO is requesting that CMS's NCD be reconsidered. However, the NCD as it stands is currently in effect, so carriers may not reimburse for uses of ESAs outside of the CMS policy. ASCO has met**

**There is information in the  
*ANCO FAX News*  
for every member of your practice  
or organization.  
Pass it along!**

- Physician Members
- Nurses & Office Managers
- Office Staff
- Colleagues & Representatives

The *Association of Northern California Oncologists* (ANCO) is an association of hematologists/oncologists dedicated to promoting high professional standards of cancer care by providing a forum for the exchange of ideas, data, and knowledge. The material contained in the *ANCO FAX News* is intended as general information for ANCO members. Because diagnostic, treatment, contracting, coding, and billing decisions should be made on a case-by-case basis, any such information contained in the *ANCO FAX News* may not apply in any given situation. Members are encouraged to contact their own consultants or advisors to obtain specific advice on matters relating to contracting, coding, and billing. The information contained in the *ANCO FAX News* should not be used as a substitute for such advice.

frequently with CMS officials to communicate concerns about the new policy and sent letters reiterating these serious clinical issues. In addition, ASCO continues to seek clarification on the policy. ASCO also has issued FAQs on the decision based on the information currently available. CMS's ESA NCD, its FAQs, and ASCO's letters and FAQs are available at [www.anco-online.org](http://www.anco-online.org). For more information, please contact ASCO's *Cancer Policy & Clinical Affairs Department* at (704) 299-1050 or [publicpolicy@asco.org](mailto:publicpolicy@asco.org).

**Senators Arlen Specter, Tom Harkin, and Frank Lautenberg have introduced a resolution to express the sense of the Senate regarding CMS's NCD on the treatment of anemia in cancer patients.** The resolution cited ASCO communications with CMS, stating that restricting coverage when a patient's hemoglobin goes above 10 grams per deciliter is inconsistent with both the FDA-approved labeling and national guidelines. The resolution states that CMS should consult with members of the oncology community and make appropriate revisions to its policy based on the input of the community.

**ASCO is looking for members' feedback on CMS's ESA NCD.** Please provide your input on the following questions:

- How has the ESA national Medicare coverage policy affected your practice?
- How is your practice planning to implement the new policy in terms of tracking and documentation?
- What concerns do you have about implementing the new policy?
- What additional clarification on the policy is needed?

Please email your responses to [practice@asco.org](mailto:practice@asco.org).

**CMS recently published its final rule for the 2008 skilled nursing facility (SNF) prospective payment system and consolidated billing requirements.** Under the SNF prospective payment and billing consolidation requirements, the nursing facility itself is responsible for billing items and services provided to Medicare beneficiaries who stay there. Only certain items and services are excluded from these consolidated

billing rules. Items and services that are identified as excluded can be billed directly to the Medicare carrier by the physician that provided or performed the services. **Two categories of services that are considered excluded from the SNF consolidated billing rules are chemotherapy drugs and chemotherapy administration. However, not all chemotherapy drugs and chemotherapy administration services are included in these categories.** ASCO previously requested that CMS include all chemotherapy drugs and chemotherapy administration services in those categories. ASCO also has asked CMS to expand the two categories to include supportive care drugs and the administration of those supportive care drugs. In the final rule, CMS addressed comments similar to ASCO's and clarified its authority in excluding items and services under consolidated billing. CMS believes it has the discretionary authority to exclude chemotherapy drugs developed after July 1<sup>st</sup>, 1999; however, it does not have authority to exclude those drugs that existed before July 1<sup>st</sup>, 1999 that *Congress* did not originally identify as excluded. CMS further clarified that it does not have authority to broaden the legislatively defined categories to include related items and services. If you have questions on SNF consolidated billing, contact Julia Tomkins, ASCO, at (703) 299-1050.

**HR3011 (*Revision of Payment Methodology for Drugs and Biologicals*)** would refine the Medicare drug reimbursement system to ensure that critical chemotherapy drugs remain available to cancer patients by granting CMS the authority to increase payment amounts for oncology drugs when the reimbursement level equal to 106% of the *Average Sales Price (ASP)* does not cover the generally available price of the drugs. It would also exclude prompt-pay discounts offered to wholesalers and distributors in the calculation of ASP. Please contact your *Representatives* and *Senators* and urge them to support this legislation.

**CMS's *Physician Quality Reporting Initiative (PQRI)*** establishes a financial incentive for eligible professionals to participate in a voluntary quality-reporting program. Eligible professionals who successfully report a designated set of quality measures on claims for dates of service from July

1<sup>st</sup> to December 31<sup>st</sup>, 2007, may earn a lump sum bonus payment in early 2008, subject to a cap, of 1.5% of total allowed charges for covered Medicare physician fee schedule services. You do not need to enroll to participate in the program. You must report the appropriate quality measure data on claims using G-codes and/or CPT codes. For complete information on PQRI, including a User Guide, Tool Kit for successful reporting, beneficiary letters, FAQs, and presentation materials from recent national provider calls, visit [www.cms.hhs.gov/PQRI](http://www.cms.hhs.gov/PQRI).

**CMS recently learned that some clearinghouses are stripping NPIs before submitting claims to Medicare.** While this will not affect your ability to get paid, it will adversely affect your ability to participate in the PQRI. If you use a clearinghouse, then you should check with your clearinghouse to find out if it is stripping NPIs. If your clearinghouse is stripping NPIs, you may want to consider other billing options.

**CMS's Doctor's Office Quality Information Technology University (DOQ-IT U) supports health information technology (HIT) in physicians' offices.** DOQ-IT U is an interactive, Web-based tool designed to provide solo and small-to-medium sized physician practices with the education for successful HIT adoption. For more information, visit the DOQ-IT U website at [elearning.qualitynet.org](http://elearning.qualitynet.org).

**ANCO and ASCO continue to work towards ensuring that people with cancer have access to quality cancer care in the community.** Practice resources are available at [www.anco-online.org](http://www.anco-online.org) and [www.asco.org/mma](http://www.asco.org/mma), including:

- ASCO's *Adapting to Changes in Medicare 2007* PowerPoint presentation.
- The July 2007 quarterly update for the *Average Sales Price (ASP) Medicare Part B drugs pricing file*.

Members may also call/e-mail ASCO's billing and coding hotline at (703) 299-1054/[practice@asco.org](mailto:practice@asco.org) for up-to-date information on changes in coding for drug administration services, as well as billing and payments for drugs.

## **CMA, MOASC, and State Legislative & Regulatory Issues**

*[Editor's Note: ANCO and the Medical Oncology Association of Southern California (MOASC) are members of the California Medical Association's (CMA) House of Delegates and Council on Legislation. ANCO and MOASC coordinate advocacy activities in California.]*

**Noteware Government Relations represents ANCO (and MOASC) in Sacramento.** They report:

- AB1155 (Huffman) seeks to correct the egregious late and under payment practices of HMOs. Under current law, if an HMO pays late or underpays, a penalty of 1-2% of the amount due can be assessed. HMOs often choose to not pay the amount they owe on time, as it is cheaper to simply pay the penalty. AB1155 would require the *Department of Managed Health Care* to assess a penalty fee equal to the amount due. AB1155 has received bi-partisan support in the *Legislature* and has one more vote on the *Senate* floor before it lands on the *Governor's* desk for his signature or veto.

The **California Oncology Political Action Committee** (or CalCancerPAC), formed by ANCO and MOASC, supports candidates sensitive to the needs of hematologists/oncologists and people living with cancer in California. ANCO membership dues include a contribution to CalCancerPAC.

**CMA has published a *Blue Cross of California Survival Kit*** to help you assess the impact fee schedule changes will have on your practice based on your most commonly billed CPT codes. *Blue Cross* recently notified physicians of changes to its *Prudent Buyer* fee schedule. According to a notice mailed to physicians, payment levels for many codes have been modified, some increased and some decreased. Physicians are urged to calculate the impact of these changes on their practices. You should also be aware that you have the right to terminate an agreement if any "material change" to the contract terms is not beneficial to your practice. The CMA tool kit answers frequently asked questions and discusses the options for physicians who determine that the

new contract terms would negatively impact their practices.

**CMA has also published a new toolkit to train physician office personnel in proper billing and collections procedures.** The toolkit, *Back to Basics: A Step-by-Step Guide to Maximizing Your Cash Flow*, is designed to help members become more successful in their practices by teaching physicians and their office staff how to gain greater control of the practice's bottom line, increase revenue while decreasing days in A/R, identify common pitfalls of the billing and collections process, monitor payor compliance with contract terms, develop skills to effectively and efficiently manage collections, and foster positive working relationships. To order, visit [www.calphys.org/html/cc386.asp](http://www.calphys.org/html/cc386.asp) or call (800) 882-1262. This new toolkit joins two previous toolkits, *Taking Charge: Steps to Evaluating Relationships and Preparing for Negotiations* and *Getting Paid: Strategies to Maximize Reimbursement*.

### **NHIC/Medicare, DHS/MediCal, & Private Payors**

[Editor's Note: ANCO communicates regularly with *National Heritage Insurance Company* (NHIC) that administers Medicare in California and the *Department of Health Services* (DHS) that administers MediCal in California.]

**NHIC/Medicare recently published updated billing guidelines for ESAs** (visit [www.medicarenhic.com/cal\\_prov/articles/esaguidelines\\_0707.pdf](http://www.medicarenhic.com/cal_prov/articles/esaguidelines_0707.pdf)) **and off-label indications** (visit [www.medicarenhic.com/cal\\_prov/articles/offlabelmed\\_0707.pdf](http://www.medicarenhic.com/cal_prov/articles/offlabelmed_0707.pdf)). However, the updated ESA billing guidelines ***do not*** incorporate the provisions of the recently approved CMS ESA NCD.

**Health care providers are required by law to apply for a *National Provider Identifier* (NPI).** At this point, any covered entity that is noncompliant, and has not implemented a contingency plan, is at risk for enforcement action. For complete information, visit [www.cms.hhs.gov/NationalProvIdentStand](http://www.cms.hhs.gov/NationalProvIdentStand). To apply for an NPI online, visit [nppes.cms.hhs.gov](http://nppes.cms.hhs.gov) or call the NPI enumerator to request a paper application at

(800) 465-3203. NHIC/Medicare urges all physicians and providers to obtain their NPI and begin using it. If you wish to test your EDI transmissions with the NPI, please contact the EDI *Department* at (213) 593-6950 or (530) 634-7024 and they will be happy to work with you.

**CMS will make physicians' NPI data publicly available on September 4<sup>th</sup> via a searchable database.** The online lookup will return NPIs and relevant demographic information, but it will not disclose Social Security numbers, dates of birth, or IRS taxpayer identification numbers, according to CMS.

Effective September 17<sup>th</sup>, **NHIC/Medicare will begin editing the NPI/legacy ID combinations for validity against the NPI crosswalk file.** Where a match cannot be located on the crosswalk, claims will be rejected or returned to the provider. When the claim is returned, a provider should first verify that the correct NPI was submitted. If correct, you will need to verify that your legacy identifier (PIN) number corresponds with the information on file with the *National Plan and Provider Enumeration System* (NPPES). NPPES data may be checked on line at [nppes.cms.hhs.gov](http://nppes.cms.hhs.gov). If your NPPES information is correct and you have included and matched ALL Medicare legacy identifiers with a corresponding NPI in NPPES, but you are experiencing provider identifier problems with your claims that contain an NPI, you may need to submit a Medicare enrollment application (i.e., the CMS-855). Please contact Customer Service at (877) 527-6613 if you need more information.

The ***Medicare B Resource* (September 2007)** is available online at [www.medicarenhic.com/news/provider\\_news/mbr\\_sept07.pdf](http://www.medicarenhic.com/news/provider_news/mbr_sept07.pdf). Among the subjects discussed most relevant to hematology/oncology are:

- July 2007 quarterly ASP Medicare Part B pricing file and revisions to January 2007 and April 2007 quarterly ASP Medicare Part B pricing file
- Common billing errors to avoid when billing Medicare carriers
- Quarterly update to CCI edits

- Discarded drugs and biologicals and submission of claims with modifier JW
- New deadline for required submission of Form CMS-1500 (08-05)
- Medicare contractor annual update of the ICD-9 CDM
- Revised HCPCS codes relating to IVIG
- Quarterly update to medically unlikely edits (MUEs)
- Charges for missed appointments
- Using the NPI on Medicare claims
- PQRI coding and reporting principles
- October quarterly update to 2007 annual update of HCPCS codes used for SNF consolidated billing
- Discontinuance of the UPIN registry

Visit [www.medicarenhic.com/cal\\_prov/updates.shtml](http://www.medicarenhic.com/cal_prov/updates.shtml) to learn **the latest information** (updated weekly) **from NHIC/Medicare.**

**ANCO has communicated directly with Blue Shield of California with regard to its ESA coverage policies.** *Blue Shield's* revised policies do NOT cover ESAs for MDS, do raise the initiation HgB to 10 from 9, do allow use of ESAs with anti-angiogenic treatment protocols, and do require the use of Procrit prior to Aranesp. Copies of these coverage policies are available via [www.anco-online.org](http://www.anco-online.org).

## EDUCATION

[*Editor's Note:* ANCO organizes clinical and professional education meetings throughout the year and throughout Northern California.]

### *Oncology Congress*

*Oncology Congress* takes place on September 6-9<sup>th</sup> at the *Hilton San Francisco* and is intended to bridge the current gaps in the dissemination of treatment information to practicing oncologists by presenting comprehensive and practical information focused on patient care. Developed by a diverse board of advisors (including ANCO members Sandra Horning, M.D., and Alan Venook, M.D.), *Oncology Congress* focuses on current research findings and their impact on clinical practice, as well as strategies for treating a

wide range of cancers. ANCO has negotiated discounted registration fees for physician members (and their nurses). Use priority code SP6 when registering at [www.oncologycongress.com](http://www.oncologycongress.com).

### *ASCO's 2007 Breast Cancer Symposium: Integrating Emerging Science into Clinical Practice*

Registration and housing reservations are now open for ASCO's *2007 Breast Cancer Symposium* at the *San Francisco Marriott*, September 7-8<sup>th</sup>. Co-sponsored by the *American Society of Breast Disease*, *American Society of Breast Surgeons*, *ASCO*, *American Society for Therapeutic Radiology and Oncology*, and *Society of Surgical Oncology*, this groundbreaking event will include presentations about the latest multidisciplinary research, will feature topical education sessions, will provide attendees an opportunity to engage in clinically relevant in-depth discussions of the science most likely to have a lasting effect on the treatment of breast cancer, and will present oncologists with the most relevant and timely information they need to provide high-quality care to patients with breast cancer. Visit [www.asco.org/meetings](http://www.asco.org/meetings) for more information and to register.

*The ASCO Foundation* is presenting *Breast Cancer Advances: A Public Forum*, in conjunction with the *Symposium* on Thursday, September 6<sup>th</sup> from 7-9PM. This free public event will bring the latest in cancer research and cancer care to the Bay Area community. The panelists, who are experts in the field of breast cancer, will discuss the latest advances in prevention, research, and treatment. For more information or to register, please contact Jeannine Salamone ASCO at [salamonj@asco.org](mailto:salamonj@asco.org) or (703) 299-1014.

### *ASCO's Electronic Health Records: 2007 Oncology Symposium*

*Electronic Health Records: 2007 Oncology Symposium* will be held on September 19-20<sup>th</sup> in Dallas. The deadline for early registration is August 24<sup>th</sup>. The *Symposium* will help practitioners overcome the challenges of selecting and implementing an EHR product. Didactic sessions will be offered on such topics as

improving office efficiency, the role of the health information technology physician champion, measuring the return on EHR investment, and workflow process redesign. Participants will also be able to explore specific EHR products during hands-on demonstrations in a controlled environment. The event will also feature an innovative *Vendor Challenge*, during which several EHR vendors will walk through a timed patient encounter in front of a live audience. Visit [www.asco.org/ehr](http://www.asco.org/ehr) for more information and to register.

### **ASCO's 2008 Genitourinary Cancers Symposium**

ASCO's 2008 Genitourinary Cancers Symposium: *A Multidisciplinary Approach* will take place at the San Francisco Marriott, February 14-16<sup>th</sup>, 2008. The meeting is being hosted by ASCO in collaboration with the *American Society for Therapeutic Radiology and Oncology* and the *Society of Urologic Oncology*. Visit [www.asco.org/meetings](http://www.asco.org/meetings) for more information.

### **Additional Education Meetings**

Other meetings of possible interest to ANCO member practices are:

September 6<sup>th</sup>  
*Coping with Nausea and Vomiting from Chemotherapy*  
CancerCare  
Telephone Education Workshop

September 7-9<sup>th</sup>  
*From Research to Action: Breaking New Ground*  
California Breast Cancer Research Program  
Los Angeles

September 15<sup>th</sup>  
*Understanding Lymphoma Basics and Current Treatment Options*  
Lymphoma Research Foundation  
San Francisco

September 19<sup>th</sup>  
*Caring for Your Bones When You Have Prostate Cancer*  
CancerCare  
Telephone Education Workshop

September 20<sup>th</sup>  
*Update on Metastatic Breast Cancer*  
CancerCare  
Telephone Education Workshop

September 27<sup>th</sup>  
*Medical Update on Ovarian Cancer*  
CancerCare  
Telephone Education Workshop

September 27<sup>th</sup>  
*Role of Culture in Medical Decisions: Provider and Patient Perspectives*  
Northern California Cancer Center  
South San Francisco

September 28-30<sup>th</sup>  
*New Technologies and Innovative Treatment Strategies for Genitourinary Malignancies*  
City of Hope  
San Diego

September 30<sup>th</sup>-October 3<sup>rd</sup>  
*27<sup>th</sup> Annual Oncology Nurses Symposium*  
Scripps Cancer Center  
San Diego

October 3<sup>rd</sup>  
*Moving Forward: Breast Cancer Survivorship*  
CancerCare  
Telephone Education Workshop

October 3<sup>rd</sup>-6<sup>th</sup>  
*24<sup>th</sup> National Oncology Economics Conference: Cancer Care—The Next Frontier*  
Association of Community Cancer Centers  
Dallas

October 3<sup>rd</sup>-4<sup>th</sup>  
*Perspectives in Melanoma XI*  
Imedex  
Huntington Beach

October 7-9<sup>th</sup>  
*Fall Conference*  
California Hospice Foundation  
San Diego

October 10<sup>th</sup>  
*Sailing in the Unknown: Contending with Loss*  
Northern California Cancer Center  
San Francisco

October 19<sup>th</sup>  
*The Importance of Taking Your Pills Everyday*

CancerCare

Telephone Education Workshop

October 26<sup>th</sup>

*Caring for Your Bones When You Have Breast Cancer*

CancerCare

Telephone Education Workshop

October 27<sup>th</sup>-November 1<sup>st</sup>

*SRAO Annual Conference*

Society for Radiation Oncology Administrators  
Los Angeles

October 30<sup>th</sup>

*Understanding Peripheral Neuropathy*

CancerCare

Telephone Education Workshop

November 7<sup>th</sup>

*Living Each Day With Lung Cancer*

CancerCare

Telephone Education Workshop

November 14<sup>th</sup>

*For Caregivers: Coping with a Loved One's Cancer During the Holidays*

CancerCare

Telephone Education Workshop

Please contact the ANCO office for more information about these meetings.

## MEMBERSHIP RESOURCES & BENEFITS

[Editor's Note: All ANCO members are also eligible for several tangible benefits.]

### *ANCO On-Line*

ANCO's independent website at [www.anco-online.org](http://www.anco-online.org) features:

- a general description and introduction to the *Association*, its activities, leadership, and membership benefits.
- advocacy information (including ANCO and ASCO Medicare resources).
- clinical and professional education meeting announcements and distributed materials.
- survey reports, publications, ListServ.
- clinical trials information.

- links to affiliated organizations.
- updated physician, nurse, manager, and patient resources.

### *ANCO On-Line ListServ*

The ANCO *Online ListServ* is available to all ANCO physician members, nurses, practice managers, and Corporate Member representatives. It is a source for the latest ANCO news and other information impacting hematology/oncology practices. It is also a way for ANCO to communicate amongst themselves. To post an item to the ANCO *Online ListServ*, send e-mail to [anco@anco-online.org](mailto:anco@anco-online.org). (Please note: Only subscribers to the ANCO *Online ListServ* may post items and the ANCO *Executive Director* will review all postings for appropriate content. In addition, to communicate directly and privately with the ANCO *Executive Director*, send e-mail to [execdir@anco-online.org](mailto:execdir@anco-online.org).) All ANCO physician members and their staffs are encouraged to subscribe, participate, and use the ANCO *Online ListServ* to receive ANCO information electronically and to communicate with colleagues about issues of importance to hematology/oncology practice. To subscribe, send your e-mail address to the ANCO office at [execdir@anco-online.org](mailto:execdir@anco-online.org).

### *Benefits*

ANCO continues to seek ways to make membership more beneficial. The *Board* identifies, reviews, and approves of additional membership benefits. In addition to the benefits derived from its advocacy, educational, and information dissemination activities, ANCO members may also benefit from several tangible benefits from a number of vendors, including:

- *California Oncology Consortium (COC) Group Purchasing Organization (GPO)*. The COC GPO has preferred vendor agreements and discounted pricing with *International Oncology Network (ION)/Oncology Supply (OS)*, *McKesson Specialty Oncology Services* (formerly *National Oncology Alliance* or NOA), and *OTN/Onmark*. Contact your local ION/OS (Doug Storer at (650) 219-9282 or

douglas.storer@iononline.com; or Paul Sullivan at (602) 391-9166 or paul.sullivan@iononline.com), McKesson/NOA (Scot Wagner at (866) 466-2462 or swagner@noainc.com; or Patrick Walsh at (415) 793-8736 or patrick.walsh@mckesson.com), or OTN/Onmark (Jennifer Semanik at (415) 497-2750 or Tony Policani at (509) 995-0280 or anthony.policani@otnnet.com; or Monique Weston at (650) 871-2108 or monique.weston@onmarkservices.com) for more information.

- **IntrinsiQ's IntelliDose Discount Program** makes *IntelliDose*, a clinical oncology software solution, available to ANCO members at a reduced price. Contact Louis Diodoro at *IntrinsiQ* directly at (800) 565-2279, x504 or louis.diodoro@intrinsiq.com for more information about *IntrinsiQ Research* and *IntelliDose* or visit [www.intrinsiq.com](http://www.intrinsiq.com).

- **Oncology Pharmaceutical Services (OPS)**, a division of *US Oncology*. Contact Sean Taylor at (415) 235-4673 or sean.taylor@usoncology.com for more information.

ANCO and *McKesson Specialty Oncology Services* have agreed to make **OncoEMR**, an oncology-specific Web-based electronic medical record, available to ANCO members at a **significant discount**. For more information about OncoEMR, please contact your McKesson/NOA representative.

*Onmark* presents ***A Treatment Continuum in mCRC: A Strategic Approach to Extend Survival on September 19<sup>th</sup>***. During this clinical webcast, participants will learn about the treatment continuum in mCRC and gain confidence in applying it to extend survival and manage side effects. This webcast is sponsored by *Pfizer Oncology*. Visit [www.onmarkservices.com](http://www.onmarkservices.com) (Events) for more information and to register.

OTN informs ANCO that it has entered into an exclusive agreement with *Altos Solutions* that will add electronic medical record (EMR) functionality to OTN's current integrated Lynx technology platform. Lynx EMR is a new

application that provides broad oncology-specific electronic medical record capabilities and integrates directly with Lynx' existing automated charge capture, inventory management and practice management tools, giving community-based clinics all the technology they need to run their operations. Lynx EMR was developed specifically for medical oncologists and is a new application in the Lynx technology platform, an oncology-specific clinical management system that makes key patient medical data available securely 24/7 via the web. Lynx EMR automatically generates treatment flowsheets, calculates dosages, streamlines treatment documentation and automates the creation of daily orders. It offers a Visit Note system that can eliminate the need for outside transcription services. In addition, Lynx EMR automatically creates charge-slips, ensuring no charges are forgotten, and features an E&M scoring module that automatically scores physician visit documentation, ensuring the practice charges the code for which there is documentation. Lynx EMR monitors outcomes, provides secure web access to patient medical records, alerts users to critical indicators and reduces the possibility of error.

## ASSOCIATION NEWS

### *Board of Directors*

The ANCO *Board of Directors* meets regularly by teleconference and occasionally in person to discuss issues affecting the *Association*, clinical and professional education, and ways to better serve the membership. *Board* meetings are open to individual physician members. The **next regularly scheduled ANCO Board of Directors teleconference** will take place on September 12<sup>th</sup>. Please call José Luis González, *ANCO Executive Director*, at (415) 472-3960 if you wish to participate in a future meeting.

### *Individual Member News*

*The ANCO Directory of Members 2007* was published and mailed to ANCO physician members; nurse and office manager contacts; and, Corporate Member representatives at the end of June 2007. Additional copies are available from

the ANCO office upon request. Please verify your *Directory* entry and contact the ANCO office with any corrections, additions, and/or deletions. The next *Directory* will be published in June 2008.

The following **update(s) to the *Directory*** should be inserted in the appropriate location(s):

### ALPHABETICAL DIRECTORY OF PHYSICIAN MEMBERS

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**Tiffany Svahn, M.D.**

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### *Institutional Member News*

ANCO thanks the following **Institutional Members** for their support:

- *Stanford University Medical Oncology*
- *University of California, Davis, Cancer Center*
- *University of California, San Francisco*

For information on **continuing medical education meetings organized by our Institutional Members**, please visit:

- [med.stanford.edu/seminars/cme-all.jsp?qcme=on](http://med.stanford.edu/seminars/cme-all.jsp?qcme=on)
- [www.ucdmc.ucdavis.edu/cme/conferences](http://www.ucdmc.ucdavis.edu/cme/conferences)
- [www.cme.ucsf.edu/cme/index.aspx?Display=Date](http://www.cme.ucsf.edu/cme/index.aspx?Display=Date)

Stanford's *GI Cancers* takes place at the *Mauna Lani Bay Resort* on the Kohala Coast, Hawaii, on October 18-20<sup>th</sup>. This three-day national conference will bring together leading experts in the fields of gastroenterology and radiation oncology to highlight advances in the diagnosis and treatment of advanced gastrointestinal cancers. Visit [www.cme.stanfordhospital.com](http://www.cme.stanfordhospital.com) for more information.

UCD's *8<sup>th</sup> Annual Advances in Oncology* takes place at the *Hyatt Regency* in Sacramento on October 20<sup>th</sup>. Visit [ucdrc.ucdmc.ucdavis.edu/servlet/CmeSignIn?ccode=ONCOL08](http://ucdrc.ucdmc.ucdavis.edu/servlet/CmeSignIn?ccode=ONCOL08) to register.

*Simply the Best: The Bonnie J. Addario A Breath Away from the Cure Foundation's Annual Dinner Gala* takes place in San Francisco on November 9<sup>th</sup>. For more information, please call (415) 357-1278 or visit [www.abaftc.org](http://www.abaftc.org).

The *9<sup>th</sup> Annual UCSF/UCD Thoracic Oncology Conference* takes place in San Francisco on November 17<sup>th</sup>. Visit [www.cme.ucsf.edu/cme/CourseDetail.aspx?coursenumber=MSU07004](http://www.cme.ucsf.edu/cme/CourseDetail.aspx?coursenumber=MSU07004) for more information.

### *Corporate Member News*

ANCO thanks the following **Corporate Members** for their generous support that enables ANCO to provide services to the hematology/oncology community in Northern California, and to provide its members and their patients with substantial benefits in the areas of advocacy, education, and information dissemination:

*AMGEN • Abraxis Oncology  
Alexion Pharmaceuticals • AstraZeneca  
Bayer Healthcare Pharmaceuticals  
biogenIDEC  
Bristol-Myers Squibb Oncology  
Cephalon Oncology • Celgene  
Clariant Diagnostics • Eisai  
Enzon Pharmaceuticals  
Genentech BioOncology  
Genitope Corporation • Genomic Health*

*Genzyme Oncology*  
*International Oncology Network*  
*Lash Group Healthcare Consultants*  
*Lilly Oncology*  
*McKesson Specialty Oncology Services*  
*MedImmune Oncology • MGI Pharma*  
*Millennium • Novartis Oncology*  
*Oncology Pharmaceutical Services*  
*Oncology Supply • Onmark*  
*Ortho Biotech • OSI Pharmaceuticals • OTN*  
*Pfizer Oncology • Pharmion*  
*Roche Oncology • Sanofi Aventis Oncology*  
*Schering-Plough Oncology*

We especially wish to thank and welcome *Alexion Pharmaceuticals*, *Celgene*, *Eisai*, and *Genzyme Oncology* as new Corporate Members in 2007. We regret to announce that *GlaxoSmithKline*, *Matrix Oncology*, and *SuperGen* are no longer Corporate Members of ANCO.

*Alexion Pharmaceuticals* presents *The Evolution of PNH: Diagnosis to Current Therapeutic Options* with Patrick Fogarty, M.D., *UC San Francisco*, on Tuesday, September 18<sup>th</sup> at the *Presidio Golf Club* in San Francisco; with Ilene Weitz, M.D., *University of Southern California*, on Wednesday, September 26<sup>th</sup> at the *San José Fairmont*; and, with Ted Wun, M.D., *UC Davis*, on Tuesday, October 2<sup>nd</sup> at the *Hyatt Regency Sacramento*. To register for these meetings please e-mail Christine Kostanecki at [kostaneckic@alxn.com](mailto:kostaneckic@alxn.com).

*Cephalon Oncology* presents *Major Milestones in the Treatment of Indolent Non-Hodgkin's Lymphoma and Chronic Lymphocytic Leukemia/Improving Outcomes: Future Therapies* with Brad Kahl, M.D., *University of Wisconsin*, and Steven Coutré M.D., *Stanford University* on Saturday, September 8<sup>th</sup> at the *Hilton San Francisco*. For more information and to register contact Patty at [pcopela@reedmeded.com](mailto:pcopela@reedmeded.com) or (203) 840-5328.

### Clinical Trial News

ASCO's *Clinical Trials Workshop* takes place October 26-28<sup>th</sup> at the *Grand Hyatt* in Denver, Colorado. Clinical trials are crucial for developing better methods of preventing, detecting, and treating cancer. ASCO's *Clinical Trials Workshop* helps oncologists, nurses, and

other members of the research team evaluate, integrate, and conduct clinical trials in the community practice setting. This CME-certified workshop provides practical tools not currently offered in fellowship training programs or most continuing education materials. The program focuses on four themes:

- Role of the oncology team
- Clinical trials procedures
- Selection of trials
- Communicating with patients about clinical trials

Attendance is limited to enhance audience participation. For more information, visit [www.asco.org/ctw](http://www.asco.org/ctw).

ANCO members can search information about Institutional Member's clinical trials at [www.anco-online.org/trials.html](http://www.anco-online.org/trials.html). A current list of UCD's active adult protocols is available at [ccresources.ucdmc.ucdavis.edu/csr/content/clinicaltrialspublicreport.csr?adult=1](http://ccresources.ucdmc.ucdavis.edu/csr/content/clinicaltrialspublicreport.csr?adult=1).

### Publications, Services, & Surveys

ANCO is conducting its biennial *Practice Staff Salary Survey* in 3Q07. Survey packets were mailed to each ANCO member practice in early June. Data collected will be compared with that collected in 2005 and earlier. Please be sure to complete and return the ANCO *Practice Staff Salary Survey* as soon as possible but not later than September 28<sup>th</sup>. You may request a duplicate *Practice Staff Salary Survey* instrument from the ANCO office at (415) 472-3960 if you did not receive or misplaced the first copy.

The July (Vol. 3, Issue 4) issue of ASCO's *Journal of Oncology Practice* features articles on key practice indicators in office-based oncology practices, and advancing high-quality cancer using biomedical informatics and electronic health records. Visit [www.jopasco.org](http://www.jopasco.org) to view these articles.