

# 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 February 23<sup>rd</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.]

Despite speculation to the contrary, the **President's FY2008 budget maintains Part B reimbursement for drugs at ASP plus 6%**. Speculation in advance of the budget's release centered on a reduction in drug reimbursement to ASP plus 4%. Quick advocacy in Washington, D.C., by ASCO and other groups averted this

**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.

potentially catastrophic reduction.

**CMS has extended the Medicare participation enrollment period. Physicians who wish to change their Medicare participation status for 2007 have until February 14<sup>th</sup> to do so.** Changes in participation status will be effective January 1<sup>st</sup>, retroactively, regardless of when the participation decision is made.

**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 January 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.]*

**CMA and county medical societies are cohosting a series of seminars to help physician practices assess payor contracts and prepare for contract negotiations.** *Taking Charge* seminars are scheduled as follows:

- February 27<sup>th</sup>; San Ramon
- March 15<sup>th</sup>; San Mateo
- April 14-15<sup>th</sup>; Monterey

Attendees will learn how to evaluate current and proposed payor contracts; target payors for contract termination, negotiation, or renegotiation; monitor payor compliance with contract terms; and, determine a payor's value to their practice. Participants will also receive a copy of CMA's payor contracting guide entitled *Taking Charge: Steps to Evaluating Relationships*

*and Preparing for Negotiations.* Visit [www.calphys.org/html/cc270.asp](http://www.calphys.org/html/cc270.asp) or call/e-mail Jewel Thompson at (916) 551-2061/[jthompson@cmanet.org](mailto:jthompson@cmanet.org) for more information.

**CMA's 10<sup>th</sup> Annual California Health Care Leadership Academy** takes place April 13-15<sup>th</sup> in Monterey. Learn what you need to know now about the latest trends affecting medical practice. There will also be practice management workshops for physicians and office staff. For more information and to register, visit [www.cmanet.org/leadership](http://www.cmanet.org/leadership).

### ***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.]*

**Health care providers are required by law to apply for a *National Provider Identifier (NPI)*.** For complete information, visit [www.cms.hhs.gov/NationalProvIdentStand](http://www.cms.hhs.gov/NationalProvIdentStand). Physicians who are covered by HIPAA will need these standard unique identifiers to submit HIPAA-compliant claims; physicians who are not covered by HIPAA do not have to obtain NPIs, but may do so if they wish. NPIs will replace health care provider identifiers in use today in standard health care transactions. NPI's are being implemented as follows:

- Through May 22<sup>nd</sup>, systems will accept an existing legacy Medicare number and/or an NPI.
- Beginning May 23<sup>rd</sup>, systems will only accept an NPI.

The ***Medicare B Resource (December 2006)*** is available online at [www.medicarenhic.com/news/provider\\_news/mbr\\_dec06.pdf](http://www.medicarenhic.com/news/provider_news/mbr_dec06.pdf).

The most recent ***NHIC/Medicare Carrier Advisory Committee (CAC) meeting*** took place in Oakland on January 17<sup>th</sup>. There were no hematology/oncology-specific items on the agenda. However, among the agenda items of most relevance to hematology/oncology were:

- Duplicate Claims
- MAC J1 and LCDs (starting in 2008)

The next *NHIC/Medicare CAC* meeting takes place on April 18<sup>th</sup> in Los Angeles.

Visit [www.medicarenhic.com/whats\\_new/whats\\_new.shtml](http://www.medicarenhic.com/whats_new/whats_new.shtml) to learn **the latest information** (updated weekly) **from NHIC/Medicare**. Updates are also posted on ANCO's WebLog (at [www.anco-online.org/news/index.html](http://www.anco-online.org/news/index.html); under *California News*).

**DHS/MediCal will not be implementing all NPI system changes on May 23<sup>rd</sup>**. Initially, DHS/MediCal is taking a preliminary step toward NPI compliance, and plans to announce a "dual-use" period in the March *Bulletins*, during which both identifiers (NPI and the DHS/MediCal provider number) would be required. Further information regarding the NPI implementation and identifier dual use period will be included in future *DHS/MediCal Updates*. The deadline for the NPI registration has been extended to May 23<sup>rd</sup>. Providers can continue to register through the online registration tool (NPIC) at [www.medi-cal.ca.gov](http://www.medi-cal.ca.gov), submit a hardcopy registration, or perform Bulk Registration using the Bulk Registration Tool (BRT) until May 23<sup>rd</sup>. This information resides in the "Register, Update or Inquire About NPIs" page on the NPI webpage on the DHS/MediCal website. Also, **beginning April 23<sup>rd</sup> through June 24<sup>th</sup>, DHS/MediCal will accept both versions of the professional claim form, (either the HCFA 1500 or the CMS-1500) and both versions of the institutional claim form (either the UB 92 or UB 04)**. During this period, providers are encouraged to migrate their business processes away from the *HCFA 1500 and UB 92*, depleting their form stock, in preparation for exclusive use of the *CMS-1500 and UB 04*. Providers may choose to fully transition to the new *CMS-1500 and UB 04* claim forms at any time during this two-month window before the use of the *CMS-1500 and UB 92* is mandatory. Beginning June 25<sup>th</sup>, DHS/MediCal will only accept the *CMS-1500 and UB 04* claim forms. Separate billing instructions apply, as DHS/MediCal is announcing an NPI dual-use period that will begin during the claim form transition period. (For more information on the NPI implementation date, refer to the DHS/MediCal website as well as future *DHS/MediCal Updates*.) Providers billing on the new *CMS-1500* and *UB*

*04* claim forms must continue to use their DHS/MediCal provider number until instructed otherwise. Beginning May 23<sup>rd</sup>, the NPI, if available, should be reported along with the DHS/MediCal provider number, but is not necessary for proper adjudication.

**DHS/MediCal NPI training sessions will assist providers in obtaining and registering their NPI.** DHS/MediCal is offering NPI training sessions in 12 different cities throughout California, including February 20<sup>th</sup>-21<sup>st</sup> in Redding, February 27<sup>th</sup> in Eureka, March 6<sup>th</sup> in Sacramento, and March 13<sup>th</sup> in Fresno. Visit [files.medi-cal.ca.gov/pubsdoco/npi/npi.asp](http://files.medi-cal.ca.gov/pubsdoco/npi/npi.asp) for complete details.

**An NPI webpage ([files.medi-cal.ca.gov/pubsdoco/npi/npi.asp](http://files.medi-cal.ca.gov/pubsdoco/npi/npi.asp)) has been created on the DHS/MediCal website that serves as a centralized area for all NPI information.** This webpage includes access to the online NPI registration tool and NPI updates are posted as information becomes available. There is also a section for FAQs.

**DHS/MediCal recently provided an update to ANCO on the following topics:**

- AB 3029
- Use of SSNs
- Eligibility verification
- TARs
- BICs

Visit [www.anco-online.org/news/index.html](http://www.anco-online.org/news/index.html) for February 1<sup>st</sup> to download your copy of this PowerPoint presentation.

## EDUCATION

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

### *Oncology Reimbursement 2007*

ANCO's *Oncology Reimbursement 2007* meetings took place on January 30<sup>th</sup> at the Fairmont Hotel, San José; January 31<sup>st</sup> at the Hyatt Regency, Sacramento; and, February 1<sup>st</sup> at the Piccadilly Inn/West Shaw, Fresno. Roberta Buell, M.B.A. discussed *Medicare Outpatient Oncology Reimbursement 2007*. Jim Koeller, M.S., *Professor*

of Medicine, University of Texas, discussed *Making Disease Treatment Standardization Work in Community Practice*. These meetings were supported by *Ortho Biotech, P4 Healthcare, Pharmion, and Sanofi Aventis Oncology*. Download the presentations at [www.anco-online.org/medicareupdate2007.pdf](http://www.anco-online.org/medicareupdate2007.pdf).

### **San Antonio Breast Cancer Symposium Highlights 2006**

ANCO's *San Antonio Breast Cancer Symposium Highlights 2006* took place on Tuesday evening, January 30<sup>th</sup> at *The Claremont Resort* in Oakland. Faculty from *Stanford University* (Frederick M. Dirbas, M.D.), *UC Davis* (Helen K. Chew, M.D.), and *UC San Francisco* (Alison Bevan, M.D., Ph.D.) reviewed the clinically most important research results presented at December's *Symposium*. This meeting was moderated by Robert W. Carlson, M.D., *Stanford University*, and accredited by *Indiana University*. Major support for this meeting was provided by *AMGEN, AstraZeneca, Genentech BioOncology, and Sanofi Aventis Oncology*; additional support was provided by *Abraxis Oncology, Cephalon Oncology, Cytogen, Genomic Health, GlaxoSmithKline, International Oncology Network/Oncology Supply, Lilly Oncology, McKesson Specialty Oncology Services/National Oncology Alliance, Novartis Oncology, Ortho Biotech, and Pfizer Oncology*. Download the presentations at [www.anco-online.org/sabcs.html](http://www.anco-online.org/sabcs.html).

### **ASH Highlights 2006**

ANCO's *ASH Highlights 2006* will take place on Wednesday evening, February 21<sup>st</sup> at the *Hotel Nikko* in San Francisco. Faculty from *Stanford University* (Ranjana Advani, M.D., Steven E. Coutré, M.D.), *UC Davis* (Joseph Tuscano, M.D.), and *UC San Francisco* (Jeffrey L. Wolf, M.D.) will review the clinically most important research results presented at December's *ASH Annual Meeting*. This meeting will be moderated by Steven E. Coutré, M.D., *Stanford University*, and accredited by *Indiana University*. Major support for this educational activity is anticipated in part from *AMGEN and Genentech BioOncology*; additional support is anticipated in part from, *Berlex Oncology, Bristol-Myers Squibb Oncology, Cephalon Oncology, Enzon*

*Pharmaceuticals, MGI Pharma, Millennium, Novartis Oncology, Ortho Biotech, Pharmion, and Roche Oncology*. A meeting announcement was mailed to all members on January 5<sup>th</sup>. Download the registration form at [www.anco-online.org/ash.pdf](http://www.anco-online.org/ash.pdf).

### **Breast Cancer: More Questions, More Answers**

ANCO is a collaborating partner in the 6<sup>th</sup> *Annual Allison Taylor Holbrooks/Barbara Jo Johnson Breast Cancer Conference for Survivors, Family, Friends, and Medical Professionals* entitled *Breast Cancer: More Questions, More Answers*. This meeting will take place on Saturday, March 3<sup>rd</sup>, at the *Golden Gate Club* (The Presidio) San Francisco. New and practical information about living with a diagnosis of breast cancer will be presented. For more information and to register, visit [www.nccc.org](http://www.nccc.org).

### **ASCO's Best of ASCO 2007**

ASCO's *Best of ASCO 2007* will take place on July 20<sup>th</sup>-21<sup>st</sup> in San Francisco. *Best of ASCO* features premier abstracts from the *ASCO Annual Meeting* and offers CME opportunities for attendees. ANCO's *ASCO Highlights 2007* will not be organized in lieu of *Best of ASCO 2007* which we encourage all members to attend. For additional information, visit [www.asco.org/meetings](http://www.asco.org/meetings). Watch for an ANCO event at *Best of ASCO* on July 19<sup>th</sup>!

### **Additional Education Meetings**

Other meetings of possible interest to ANCO member practices are:

February 13<sup>th</sup>  
*New Diagnostic Technology in the Treatment of Breast Cancer*  
*CancerCare*  
Telephone Education Workshop

February 17<sup>th</sup>-21<sup>st</sup>  
*27<sup>th</sup> Annual Conference: Clinical Hematology & Oncology*  
Scripps Cancer Center  
San Diego

February 21<sup>st</sup>  
*Nutrition and Cancer: Beyond Calories—Building*

*Lean Body Mass*  
 CancerCare  
 Telephone Education Workshop  
 February 22<sup>nd</sup>-24<sup>th</sup>  
*2007 Prostate Cancer Symposium*  
 American Society of Clinical Oncology  
 Orlando

March 2<sup>nd</sup>  
*Dental Health During Cancer Treatments*  
 CancerCare  
 Telephone Education Workshop

March 9-11<sup>th</sup>  
*4<sup>th</sup> Annual Oncology Nursing Advanced Practice: Innovation Through Practice*  
 Scripps Cancer Center  
 San Diego

March 14-18<sup>th</sup>  
*12<sup>th</sup> Annual Conference: Clinical Practice Guidelines and Quality Cancer Care*  
 National Comprehensive Cancer Network  
 Hollywood, FL

March 21<sup>st</sup>  
*The Role of Targeted Therapy in the Treatment of Breast Cancer*  
 CancerCare  
 Telephone Education Workshop

March 28<sup>th</sup>-31<sup>st</sup>  
*33<sup>rd</sup> Annual National Meeting: Navigating Rough Waters—How to Stay the Course*  
 Association of Community Cancer Centers  
 Baltimore

April 12-13<sup>th</sup>  
*Achieving Efficient Practice Operations*  
 Medical Group Management Association  
 New Orleans

April 12-14<sup>th</sup>  
*31<sup>st</sup> Annual Symposium*  
 American Society of Breast Disease  
 San Francisco

April 14-18<sup>th</sup>  
*98<sup>th</sup> Annual Meeting*  
 American Association for Cancer Research  
 Los Angeles

April 15-16<sup>th</sup>  
*Implementing Best Practices of Successful Medical Groups*

Medical Group Management Association  
 New Orleans

April 15-17<sup>th</sup>  
*2007 Conference*  
 Medical Group Management  
 Association/Administrators in  
 Oncology/Hematology  
 Austin

April 24-28<sup>th</sup>  
*ONS Congress*  
 Oncology Nursing Society  
 Las Vegas

May 2<sup>nd</sup>-4<sup>th</sup>  
*Annual Conference*  
 Association of Oncology Social Work  
 Portland, OR

May 5-8<sup>th</sup>  
*Spring Conference*  
 California Hospice Foundation  
 Reno

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

## MEMBERSHIP RESOURCES & 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 MMA resources).
- clinical and professional education meeting announcements and distributed materials.
- survey reports, publications, ListServ, and WebLog.
- clinical trials information.
- links to affiliated organizations; and, updated physician, nurse, manager, and patient resources.

### ***ANCO On-Line ListServ & WebLog***

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. These postings are digested in the ANCO *Online WebLog* at [www.anco-online.org/news/index.html](http://www.anco-online.org/news/index.html) (see below). It is also a way for ANCO members 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).

The WebLog (ANCO News On-Line) posts and archives important news for hematology/oncology practices on an almost daily basis. Among the additional news topics covered at [www.anco-online.org/news/index.html](http://www.anco-online.org/news/index.html) are:

- ACCC Alerts
- ANCO Meeting Announcements
- ASCO e-News and Cancer Policy Today
- ASH Practice Updates
- CMA Alerts
- CMS/Medicare Website Updates
- NHIC/Medicare Website Updates

ANCO urges its members to bookmark [www.anco-online.org/news/index.html](http://www.anco-online.org/news/index.html) (or subscribe to [www.anco-online.org/news/rss.xml](http://www.anco-online.org/news/rss.xml) using your favorite news reader software; e.g., RssReader for Windows or

NetNewsWire for Macintosh) and refer to it often.

### ***Benefits***

ANCO continues to seek ways to make membership more beneficial. The Board constantly identifies, reviews, and approves of additional membership benefits. In addition to the benefits derived from its advocacy, educational, and information dissemination activities, ANCO members also benefit from group purchasing activities and value added services 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)*, and *McKesson Specialty Oncology Services* (formerly *National Oncology Alliance* or NOA). Contact your local ION/OS (Doug Storer at (650) 219-9282 or [douglas.storer@iononline.com](mailto:douglas.storer@iononline.com); or Paul Sullivan at (602) 391-9166 or [paul.sullivan@iononline.com](mailto:paul.sullivan@iononline.com)) or McKesson/NOA (Scot Wagner at (866) 466-2462 or [swagner@noainc.com](mailto:swagner@noainc.com); or Patrick Walsh at (415) 793-8736 or [patrick.walsh@mckesson.com](mailto:patrick.walsh@mckesson.com)) representatives for more information.
- ***Oncology Pharmaceutical Services (OPS)***, a division of *US Oncology*. Contact Sean Taylor at (415) 235-4673 or [sean.taylor@usoncology.com](mailto:sean.taylor@usoncology.com) for more information.
- ***Onmark, OTN's preferred group purchasing organization***. Contact Monique Weston at (650) 871-2108 or [monique.weston@onmarkservices.com](mailto: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 significant discount. In addition, ancillary products/services, and maintenance fees will also be discounted for ANCO member practices. Contact Kris Beinder

at *IntrinsiQ* directly at (800) 565-2279, x151 or kbeinder@intrinseq.com for more information about *IntrinsiQ Research* and *IntelliDose* or visit www.intrinseq.com.

## ASSOCIATION NEWS

### Board of Directors

The ANCO *Board of Directors* met on January 30<sup>th</sup> to discuss and/or act upon the following issues:

- *Annual Election* results, *Board* member attendance at meetings/teleconferences, and 2007 meeting/teleconference schedule.
- Budget and investment status.
- Long-term planning for ANCO.

Contact the ANCO office for additional information on any of these items.

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 February 13<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 2006* was published and mailed to ANCO physician members; nurse and office manager contacts; and, Corporate Member representatives at the end of June 2006. 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 2007.

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

## ALPHABETICAL DIRECTORY OF PHYSICIAN MEMBERS

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 FAX: (559) 622-0700

### ***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 **9<sup>th</sup> Annual Multidisciplinary Management of Cancers: A Case-based Approach** (formerly the *Northern California Tumor Board at Silverado*) will be presented by the *Stanford University School of Medicine* on March 16-18<sup>th</sup>. Tumor boards on breast, gastrointestinal, genitourinary, and thoracic cancers; hematological malignancies and lymphoma; ethics, supportive, and palliative care; and, dilemmas in patient management will be presented by faculty from *Stanford University, UC Davis, UC San Francisco*, and the community. Registration and case submission materials can be downloaded from [cancer.stanford.edu/calendar/events/2007/ammc.html](http://cancer.stanford.edu/calendar/events/2007/ammc.html) or obtained from Jennifer Schafer at (650) 724-2288 or [schafer@stanford.edu](mailto:schafer@stanford.edu).

UCSF's **2nd International Symposium on Cancer and the Lymphovascular System** takes place at the *Hilton Hotel* in San Francisco on May 3<sup>rd</sup>-5<sup>th</sup>.

Visit [www.cme.ucsf.edu/cme/CourseDetail.aspx?coursenumber=MSU07002](http://www.cme.ucsf.edu/cme/CourseDetail.aspx?coursenumber=MSU07002) for more information.

UCSF's **Pain Management and End-of-Life Care** takes place at the *Sir Francis Drake Hotel* in San Francisco on June 7-8<sup>th</sup>. Visit [www.cme.ucsf.edu/cme/CourseDetail.aspx?coursenumber=MDM07P14](http://www.cme.ucsf.edu/cme/CourseDetail.aspx?coursenumber=MDM07P14) 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>.

### ***Corporate Member News***

ANCO thanks the following **Corporate Members** for their generous support that enables ANCO to grow and expand its services for 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 • APP/Abraxis Oncology  
 AstraZeneca  
 Bayer Oncology/Onyx Pharmaceuticals  
 Berlex Laboratories • biogenIDEC  
 Bristol-Myers Squibb Oncology  
 Cephalon Oncology • Clariant Diagnostics  
 Enzon Pharmaceuticals  
 Genentech BioOncology  
 Genitope Corporation • Genomic Health  
 GlaxoSmithKline  
 International Oncology Network  
 Lash Group Healthcare Consultants  
 Lilly Oncology • Matrix 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 • SuperGen*

**Abraxis Oncology** informs ANCO that the USP DI has updated the **Abraxane monograph** to include metastatic breast cancer, monotherapy for first-line treatment as an accepted indication.

**Cephalon Oncology informs ANCO that the USP DI has updated the Trisenox monograph** to include myelodysplastic syndrome, monotherapy in transfusion-dependent patients as an accepted indication.

**Lilly Oncology informs ANCO that the USP DI has updated the Evista monograph** to include breast cancer prophylaxis in high-risk, postmenopausal women as an accepted indication.

**McKesson Specialty Oncology Services is hosting a webinar entitled *Oncology Update 2007: Changes in Billing and Coding*** on February 28<sup>th</sup> at 12PM. Dial (888) 553-0349 and ask for Oncology Update 2007.

**Onmark announced the results from its *First Annual Office-Based Oncology Business Benchmarking Survey***. The results were published in the January issue of the *Journal of Oncology Practice* ([www.jopasco.org](http://www.jopasco.org)). The survey, which measured 10 operational and 11 financial benchmarks specific to oncology, provides meaningful metrics that community-based oncology practices can use to evaluate their current performance and trend improvements over time. Key survey findings related to operational benchmarks included:

- Physician Productivity—the mean number of new patients per full-time equivalent (FTE) physician was 265.
- Staffing—physicians in hematology/oncology practices with mid-level providers (defined as healthcare professionals licensed by the state to provide certain services traditionally provided by physicians, including physician assistants and nurse practitioners) saw significantly more new patients per FTE physician than practices that do not utilize mid-level providers.
- Resource Utilization—the average number of treatment chairs per FTE chemotherapy nurse was 3.8; the average number of treatment chairs per FTE medical oncologist was 5.7; the average number of patients per treatment chair per working day was 1.3; the average

number of patients per FTE nurse per working day was 4.1.

**Pharmion informs ANCO that the *United States Food and Drug Administration* has added intravenous (IV) as a new route of administration for Vidaza**. With this approval, Vidaza may now be administered intravenously over a period of 10 to 40 minutes in a clinic or hospital setting. Vidaza is indicated for the treatment of myelodysplastic syndromes.

### ***Publications, Services, & Surveys***

The January/February (Vol. 22, No. 1) issue of ACCC's *Oncology Issues* features articles on staffing, new cancer therapies for 2007, and patient-centered care. Visit [www.accc-cancer.org/ONIS/onis\\_archives.asp](http://www.accc-cancer.org/ONIS/onis_archives.asp) to view these articles.

**Caring4cancer.com is a portal with all the specific coding and billing information a busy oncology practice manager needs**. It includes cancer-specific Medicare regulations, forms, coding education pieces, and a subscription to a free newsletter from Bobbi Buell. Visit [www.caring4cancer.com](http://www.caring4cancer.com) and select *Practice Management*.

### ***Membership Dues for 2007***

**Second notices of membership renewal were mailed the week of February 5<sup>th</sup>**. Return your 2007 membership dues to ANCO now to ensure your inclusion in *The ANCO Directory of Members 2007*. Be sure to provide ANCO with the name(s) of office and/or nurse manager contact(s). Those not renewing their membership by June 1<sup>st</sup> will be deleted from the *Directory of Members*, and will no longer be eligible for any ANCO benefits. Contact the ANCO office if you did not receive or misplaced your membership dues renewal notice.

ANCO seeks new members. **All members of a practice should join ANCO**. Provide the ANCO office with the names and addresses of colleagues you would like invited to join ANCO.

**A larger ANCO is a stronger ANCO!**