

ANCO FAX News

Association of Northern California Oncologists
Post Office Box 151109, San Rafael, California 94915-1109
Voice: (415) 472-3960 • FAX: (415) 472-3961
ExecDir@anco-online.org • www.anco-online.org

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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 May 4th. 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 has announced a proposed revised clinical trial policy. Under the clinical trial policy, first developed in September 2000, Medicare pays for certain items and services for Medicare beneficiaries involved in clinical trials. Based on the recommendations from MedCAC and a panel convened by the *Agency for Healthcare Research and Quality* (AHRQ), CMS is proposing to revise

**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.

its clinical trial policy. Below are some highlights of the proposed changes:

- Renaming the policy as the *Clinical Research Policy*;
- Adding FDA post-approval studies and coverage with evidence development (CED) to studies that would qualify under this policy;
- Requiring all studies to be registered on the NIH clinicaltrials.gov website before enrollment begins;
- Requiring studies to publish their results;
- Paying for investigational clinical services if they are covered by Medicare outside the trial or required under a CED through the NCD process; and
- Expanding the “deeming” agencies (i.e., agencies that can “deem” whether a trial has met the general standards outlined in the policy) to all DHHS agencies, the *Veterans Administration*, and the *Department of Defense*.

Details of the coverage policy are available at www.cms.hhs.gov/mcd/viewdraftdecisionmemo.asp?id=186.

A CMS 2007 Physician Quality Reporting Initiative (PQRI) webpage is now available. 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 1st to December 31st, 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 (now available at www.cms.hhs.gov/PQRI; under the *Measures/Codes* tab; see more below). For more information on PQRI, visit www.cms.hhs.gov/PQRI.

CMS has released detailed specifications for measures to be reported as part of the PQRI program. Measures that may be directly applicable to hematologists/oncologists include:

1. Hormonal therapy for Stage IC-III, ER/PR positive breast cancer.
2. Chemotherapy for Stage III colon cancer patients.
3. Documentation of a chemotherapy treatment plan prior to chemotherapy administration.
4. Baseline flow cytometry studies performed for CLL.
5. Intravenous bisphosphonate therapy for multiple myeloma.
6. Documentation of iron stores prior to initiating erythropoietin therapy for MDS.
7. Baseline cytogenetic testing performed on bone marrow for MDS or acute leukemia.

ASCO will develop additional educational resources for oncologists who are interested in participating in PQRI. ASCO also will continue to promote the use of measures that provide clinically meaningful data to reporting physicians.

CMS will host a *Special Open Door Forum on the use of registries for reporting data on quality measures to the PQRI* on Monday, May 14th at 10AM Pacific. To participate you will need to register at registration.intercall.com/go/cms2. Registration closes on Wednesday, May 9th. For those who will be unable to attend, the *Special Open Door Forum* will be recorded and available beginning the close of business on May 18th for three days at www.cms.hhs.gov/center/hospital.asp.

CMS has announced the national launch of DOQ-IT (*Doctor's Office Quality Information Technology*) University, or DOQ-IT U, to support 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, including lessons on culture change, vendor selection, and operational redesign, along with clinical processes. The nationally available e-learning system is available at no charge. DOQ-IT U will provide lessons in assessment, planning and implementation methodologies that will be

disease and population specific, and incorporating clinical decision support and evidence-based medicine guidelines. This e-learning platform will be utilized to provide physicians with a self-paced curriculum and associated tools, based on adult learning principles, available at their convenience. Additional features, such as surveys, utilization tracking, and Continuing Medical Education/Continuing Education Unit (CME/CEU) offering/issuing capabilities will also be included in the near future. The first learning sessions (modules), available now, focus on physician office workflow redesign, culture change, and communication necessary for successful electronic health record (EHR) adoption, implementation of care management, and the incorporation of a strong patient self-management component to clinical care. Disease specific modules, starting with diabetes, will include a patient self-management component, which is critical to successfully managing patients with chronic disease. For more information, visit the DOQ-IT U website at elearning.qualitynet.org.

ASCO's *Practical Tips for the Oncology Practice, 4th Edition*, is now available. The new edition answers the most commonly asked questions on coding, billing, and reimbursement of oncology-related services, and includes expanded discussions on billing requirements, nurse practitioners and physician assistants, Medicare Part D, and the laws and regulations affecting oncology offices. As a benefit and service to its members, ANCO will purchase and deliver one copy of *Practical Tips* to each ANCO member practice that orders one before the close of business on Monday, April 30th. Only orders received from current (i.e., 2007 membership dues paid) ANCO members before the deadline will be fulfilled. After May 1st, ANCO members will need to order *Practical Tips* directly from ASCO. To place your order, send an e-mail to execdir@anco-online.org or FAX to (415) 472-3961 requesting your copy and stating your ANCO physician member(s) name and mailing address.

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 and www.asco.org/mma, including:

- ASCO's *Adapting to Changes in Medicare 2007* PowerPoint presentation.
- The April 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 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:

- ANCO supports AB16 that would require female students to obtain human papillomavirus immunization. AB16 was hotly debated in the *Assembly Health Committee* and was denied passage on its first attempt. AB16 passed at its second hearing in the *Assembly Health Committee*. It now moves to the *Assembly Appropriations Committee*.

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's 2007 ***California Physician's Legal Handbook*** is even more comprehensive than prior editions and comes in two formats: (1) a print version in an easy-to-handle soft cover binding, with a separate volume containing the Table of Contents and five indices (subjects, laws, forms, websites, and court cases), or (2) a fully searchable and hyperlinked CD-ROM, which

contains all the contents of the print version, as well as interactive forms and sample letters physicians can customize using their word processing programs and hyperlinks to Findlaw for access to the cited court cases. Order online via the CMA Bookstore at www.cmanet.org/bookstore/product.cfm?catid=3&productid=163.

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:

- June 7-8th, Napa/Solano
- June 13th, Butte Glen (tentative)
- June 14th, North Valley (Chico)

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 or call/e-mail Jewel Thompson at (916) 551-2061/ jthompson@cmanet.org for more information.

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 the third in a series of practice management toolkits designed to help members become more successful in their practices. Whether you are new to the field or just want a refresher course, this self-instructional workbook will teach 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

- Foster positive working relationships
- Discover other practice management resources available to CMA members

The toolkit can be also be used to test existing staff's knowledge or as an interview tool to test new applicants' skill level. CMA members can purchase the toolkit for \$49 (nonmembers \$149). To order, visit www.calphys.org/html/cc386.asp or call (800) 882-1262. The two previous toolkits, *Taking Charge: Steps to Evaluating Relationships* and *Preparing for Negotiations and Getting Paid: Strategies to Maximize Reimbursement*, are also available in the bookstore.

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's revised ESA (EPO) Local Coverage Determination (LCD), or coverage policy, was effective April 2nd. Access the revised policy via the ANCO website at www.anco-online.org. In summary:

1. J0881/J0885 are covered for anemia of cancer chemotherapy. Use 284.8 as the primary diagnosis; use E933.1 as the secondary diagnosis. You may (it is optional for NHIC/Medicare) specify the underlying cancer diagnosis under treatment. Please consider use of the cancer diagnosis carefully, especially since Medicare secondary payers may not have yet updated their coverage policies and coding/billing instructions. Coverage for this diagnosis is allowed up to 120 days following the end of treatment.
2. J0881/J0885 are covered for multiple myeloma (MM) and myelodysplastic syndromes (MDS) under anemia of bone marrow dysfunctions not under treatment with chemotherapy. Use the ICD-9 diagnosis code for MM or MDS as the primary diagnosis code.
3. J0881/J0885 are no longer covered for anemia of malignancy.

ASCO has sent comments to CMS on the initiation of a National Coverage Analysis (NCA) on the use of Erythropoiesis Stimulating Agents (ESAs) for non-renal disease applications. Based on an initial assessment, ASCO supports the off-label use of ESAs in certain conditions (e.g., use of epoetin for patients with anemia associated with low-risk myelodysplasia who are not receiving chemotherapy). Pending the completion of a comprehensive review, ASCO has urged CMS and Medicare contractors to carefully analyze the use of ESAs in particular conditions and maintain access to these therapies where clinical data support their use. ASCO is planning to submit more detailed comments after analyzing additional data which is expected to be presented during the review of ESA safety and efficacy at the FDA's *Oncologic Drug Advisory Committee* (ODAC) meeting in early May. For more information, contact ASCO's *Cancer Policy & Clinical Affairs Department* at (703) 299-1050 or publicpolicy@asco.org.

In September 2006, CMS announced that it would implement the revised Form CMS-1500 (08-05) on January 1st, 2007 with dual acceptability of both versions until March 31st, 2007. CMS further announced that beginning April 1st, 2007, the only acceptable version of the form would be the Form CMS-1500 (08-05) and that the prior version, Form CMS-1500 (12-90), would be rejected. It has recently come to CMS's attention that there are incorrectly formatted versions of the revised form being sold by print vendors, specifically the *Government Printing Office* (GPO). Therefore, *CMS has decided to extend the acceptance period of the Form CMS-1500 (12-90) version beyond the original April 1st, 2007 deadline.* Medicare contractors will be directed to continue to accept the Form CMS-1500 (12-90) until notified by CMS. And, NHIC/Medicare has announced that it will be able to process claims submitted on incorrectly formatted CMS-1500 forms while physicians are obtaining corrected forms. The best way to identify badly formatted forms is to look at the upper right-hand corner of the form. If the tip of the red arrow above the vertically stacked word "CARRIER" is touching or close to touching the top edge of the form, then the form is not printed to specifications. There should be approximately

a quarter of an inch between the tip of the arrow and the top edge of the paper on properly formatted forms. Please note that this issue involves the paper claim form only and does not affect the NPI implementation date.

The *Medicare B Resource* (March 2007) is available online at www.medicarenhic.com/news/provider_news/mbr_mar07.pdf.

The most recent *NHIC/Medicare Carrier Advisory Committee* (CAC) meeting took place in Los Angeles on April 18th. There were no hematology/oncology-specific items on the agenda. The next *NHIC/Medicare CAC* meeting takes place on July 18th in Oakland.

Health care providers are required by law to apply for a National Provider Identifier (NPI). For complete information, visit 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 22nd, systems will accept an existing legacy Medicare number and/or an NPI.
- Beginning May 23rd, systems will only accept an NPI.

Visit www.medicarenhic.com/cal_prov/updates.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; under *California News*).

An NPI webpage (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 National Drug Code (NDC) project will be delayed from the original January

1st, 2008 implementation date. DHS/MediCal is currently developing new implementation timelines and will notify providers at the earliest time possible. Once firm dates are known, they will be published in future *MediCal Updates* and on the DHS/MediCal website. For more information, providers are encouraged to contact the Telephone Service Center at (800) 541-5555.

EDUCATION

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

ANCO 2007 Annual Meeting: Be Prepared!

ANCO's 2007 *Annual Meeting: Be Prepared!* will take place on Friday, June 29th-Saturday, June 30th, at the *Hyatt Vineyard Creek Hotel & Spa* in Santa Rosa. This meeting will provide participants with the tools and information to take on the management, technological, and clinical challenges facing oncology practice in the years to come. A meeting announcement (including agenda/faculty, housing information, and registration form) is available at www.anco-online.org/annmtg2007.html. Copies were mailed on April 6th.

ANCO Legislative/Regulatory Update at ASCO's Best of ASCO 2007

ASCO's *Best of ASCO 2007* will take place on July 20th-21st 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/boa2007. An ANCO legislative/regulatory update with Joseph Bailes, M.D., will take place at *Best of ASCO* on the evening of July 19th! Plan on arriving early for *Best of ASCO* and attending the ANCO event. Watch for an announcement in the near future.

Additional Education Meetings

Other meetings of possible interest to ANCO member practices are:

April 24-28th
ONS Congress
Oncology Nursing Society
Las Vegas

April 25th, June 28th
Living with Colorectal Cancer
CancerCare
Telephone Education Workshop

May 2nd-4th
Annual Conference
Association of Oncology Social Work
Portland, OR

May 6-9th
Spring Conference
California Hospice Foundation
Reno

May 10th
Caring for Your Bones When You Have Multiple Myeloma
CancerCare
Telephone Education Workshop

May 15th, & June 19th
The 5th Annual Cancer Survivorship Series: Living With, Through, and Beyond Cancer
CancerCare
Telephone Education Workshop

May 17th
Ask the Doctor: Lymphoma
Lymphoma Research Foundation
San Francisco

May 18th
Current Perspectives on Radioimmunotherapy for Non-Hodgkin Lymphoma (NHL)
CancerCare
Telephone Education Workshop

May 19th
3rd Annual African American Breast Cancer Conference: Each One Reach One—Working Together to Make a Change
Northern California Cancer Center
Oakland

May 23rd, June 20th
Chemotherapy Related Anemia: Taking a Step Forward
CancerCare
Telephone Education Workshop

June 1st-5th

2007 Annual Meeting

American Society of Clinical Oncology
Chicago

June 21st

Breast Cancer Update from the ASCO 2007
Annual Meeting

CancerCare

Telephone Education Workshop

June 25th-26th

8th Annual Patient Congress

Patient Advocate Foundation
Washington, D.C.

September 7-8th

2007 Breast Cancer Symposium

American Society of Clinical Oncology
San Francisco

September 7-9th

From Research to Action: Breaking New Ground

California Breast Cancer Research Program
Los Angeles

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

MEMBERSHIP RESOURCES & BENEFITS

[Editor's Note: All ANCO members are eligible for benefits
from the *California Oncology Consortium* (COC).]

ANCO On-Line

ANCO's independent website at 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 (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. (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.) 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.

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 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 (or subscribe to 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)*, *McKesson Specialty Oncology Services* (formerly *National Oncology Alliance* or NOA), and OTN. 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 (Jennifer Semanik at (415) 497-2750 or Tony Policani at (509) 995-0280 or anthony.policani@otnnet.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 for more information.
- **Onmark, OTN's preferred group purchasing organization.** Contact 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 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@intrinsiq.com for more information about *IntrinsiQ Research* and *IntelliDose* or visit www.intrinsiq.com.

McKesson Specialty Oncology Services has extended its reimbursement call-in series. The next *Oncology Update 2007* call-in program will take place on April 25th at 12PM. Visit www.noainc.com for more information.

A replay of the *Introduction to OPS* webcast is available at www.opspharmacist.com/ancowebcast.

Onmark presents *Regimen Profiler in Your Practice* via webcast on April 26th at 12PM.

Onmark also presents *Benchmarking Your Practice* via webcast on May 1st at 9AM and May 2nd at 12PM. Visit www.onmarkservices.com (select *Events*) for more information and to enroll.

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 May 17th. 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

Laurence Heifetz, M.D.

10956 Donner Pass Road, Suite 210

Truckee, CA 96161

Contact(s): *Doreen Bechtold*

Cathey Bervid, R.N.

Telephone: (530) 582-6450

FAX: (530) 582-6430

lheifetz@tfhd.com

ALPHABETICAL DIRECTORY OF NURSE & OFFICE MANAGER CONTACTS

Doreen Bechtold

Cathey Bervid, R.N.

10956 Donner Pass Road, Suite 210

Truckee, CA 96161

Telephone: (530) 582-6450

FAX: (530) 582-6430

Beau DeFehr

Solano Hematology/Oncology

100 Hospital Drive, Suite 100

Vallejo, CA 94589

Telephone: (707) 551-3300

FAX: (707) 551-3301

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
- www.ucdmc.ucdavis.edu/cme/conferences
- www.cme.ucsf.edu/cme/index.aspx?Display=Date

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

Visit 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 7-8th. Visit

www.cme.ucsf.edu/cme/

CourseDetail.aspx?coursenumber=MDM07P14 for more information.

UCD's *8th Annual Advances in Oncology* takes place at the *Hyatt Regency* in Sacramento on October 20th.

The *9th Annual UCSF/UCD Thoracic Oncology Conference* takes place in San Francisco on November 17th. Visit 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 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
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*

Publications, Services, & Surveys

Financial results from *Onmark's First Annual Office-Based Oncology Business Benchmarking Survey* were published in the April 2007 issue of *Community Oncology*. Previously, *Onmark* announced publication of operational results from the survey in the January 2007 issue of *The Journal of Oncology Practice*. The 2006 *Benchmarking Survey* measured 10 operational and 11 financial benchmarks specific to oncology, which community-based oncology practices can use to evaluate their current performance and trend improvements over time. The key financial indicators included:

- Revenue by Payor: 51% of revenues came from commercial payors, 45% from Medicare, and 4% from Medicaid.
- Medicare Patients Without Secondary Insurance: The median response was 10%, and the mean was 22%.
- Days in A/R: Mean days in A/R was 35.7 days.
- Gross Revenue by Service Category: Revenue from drugs constituted 73% of total revenue, evaluation and management (E/M) services 15%, drug administration 10%, and laboratory services 2%.
- Practice Expenses: Drug expenses, as a percentage of total practice expenses, represented 61% of total practice expenses, with support staff costs 12% of total expenses, medical supplies 1%, and other expenses 26%. The average cost of drugs per full-time equivalent (FTE) medical oncologist was \$2,420,292—a doubling since 2002 as reported by the MGMA's *Cost Survey for Hematology/Oncology Practices*.

The *Quality Oncology Practice Initiative* (QOPI) is a practice-based quality improvement program developed by ASCO volunteers. QOPI includes a set of quality measures, a specified chart selection methodology, a secure system for

data entry, automated data analysis and reporting, and a network of resources for improvement. Twice a year, staff at participating practices conduct a retrospective review of patient charts. Following every data collection period, the QOPI system generates a report for each practice. QOPI data can be used to satisfy the new practice performance improvement requirement for *ABIM Maintenance of Certification*. Register for QOPI at www.asco.org/QOPI.

The March/April (Vol. 22, No. 2) issue of ACCC's *Oncology Issues* features articles on oncology at the crossroads (quality reporting, evidence-based medicine, pay for performance, and medical information technology). Visit 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 and select *Practice Management*.

Membership Dues for 2007

Third notices of membership renewal were mailed the week of April 2nd. 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 1st 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!