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.

There is information in the ANCO FAX News for every member of your practice or organization.

Pass it along!

- ☐ Physician Members
- Nurse & Office Managers
 - □ Office Staff
- □ Colleagues & Representatives

ADVOCACY

[Editor's Note: ANCO meets regularly with national, regional, and statewide organizations to discuss issues of importance to oncology practices and people with cancer. We continually

seek input from members on agenda items for these meetings. Send your issues to the ANCO office.]

ACCC, ASCO, 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). We regularly participate with these organizations on matters of

national importance to oncology practices.]

ANCO and ASCO continue to work towards ensuring that people with cancer have access to quality cancer care in the community. Here is the latest with regard to the *Medicare Prescription Drug, Improvement, and Modernization Act of 2003* (MMA):

• CMS issued several important policy changes and clarifications on coding for drug administration services and the

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 6th.

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.

The Association of Northern California Oncologists (ANCO) is an association of medical oncologists and hematologists dedicated to promoting high professional standards of oncology 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.

- cancer care demonstration project on April 15th. Per CMS Transmittal 148, 1) infusions of 15 minutes or less are now to be reported using the code for pushes, 2) payment for only one concurrent infusion per encounter will be allowed regardless of the number of drugs infused, and 3) there is no requirement (although it is preferable) that the physician sign-off on the symptom assessment prepared by the nurse (incident to the physician's service) before the demonstration codes can be billed. To view a copy of CMS Transmittal 148, visit www.cms.hhs.gov/manuals/pm_trans/R148OTN.pdf.
- ASCO urges member cooperation with two CMS studies on drug purchasing. The first is a CMS/Abt Associates study to determine whether prices paid by large volume purchasers are representative of the prices available to prudent physicians. The second is an OIG study to review the ability of oncology/hematology providers to buy drugs at 106% of average sales price (ASP). Please note that ASCO's ASP Spreadsheet Tool & *Guide* (available at www.anco-online.org/ mma.html) allows you to analyze the impact of the 2Q05 Medicare drug allowables on your practice. It is very important that you report your actual prices to ASCO by sending a copy of your completed spreadsheet to aspspreadsheet@asco.org.
- ASCO's analysis of CMS's proposed *Competitive Acquisition Program* (CAP) for Part B drugs is available at www.anco-online.org/mma.html. Their comments will focus on CAP vendor order fulfillment, how to account for unused drugs, additional administrative burdens, and CAP vendors opening drug vials and/or mixing drugs.
- Douglas Blayney, M.D., *Medical Director* of the *University of Michigan Comprehensive Cancer Center*'s outpatient clinics, has been appointed *Editor* of ASCO's newest publication, the *Journal of Oncology Practice* (JOP). JOP is designed to be an authoritative resource

- on clinical and administrative management for practice-based oncologists. The 64-page four-color journal will be mailed to ASCO members every other month beginning in May and its contents will be available online. The first issue will also be available at the 2005 ASCO *Annual Meeting*.
- ASCO's Legislative Conference on July 26-27th in Washington, D.C., will feature key legislative and regulatory leaders and face-to-face meetings with legislative representatives. Visit *Cancer Policy & Clinical Affairs* at www.asco.org for more information.

Visit www.asco.org/mma, www.anco-online.org/mma.html, or 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. And, join ASCO's Grassroots Advocacy Network at www.asco.org/grassroots_survey.

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 cooperate on several joint ventures and coordinate activities in the advocacy and membership benefit arenas. Each is represented at the Board meeting of the other.]

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

- ANCO opposes SB583 that would allow cancer to be treated with CAM. SB583 will be heard in the *Senate Business and Professions Committee* next week and then in early May in the *Senate Health Committee*.
- ANCO also opposes AB654, California Compassionate Choice Act, which would allow physician-assisted suicide. AB654 has been referred to the Assembly Appropriations Committee. It is expected that AB654 will reach the Assembly floor for a vote. Oncology's involvement in the

defeat of this legislation is crucial. Therefore, ANCO is coordinating meetings with key legislators at their district offices in order to discuss its opposition to this bill.

Contact the ANCO office for ANCO's positions on additional legislation.

ANCO and MOASC have agreed to form the *California Oncology Political Action Committee* or CalCancerPAC. Organizational steps have been completed and ANCO and MOASC expect to launch fund-raising efforts for CalCancerPAC in the near future. CalCancerPAC's goal will be to support candidates sensitive to and issues specific to the needs of oncologists and their patients in California.

CMA's Pain, Palliation, and Politics: Pain Management and End-of-Life Care in California's *Regulatory Environment* takes place at the San Francisco Airport Marriott Hotel on September 9-10th. Additional information is available at www.cmanet.org (select Conferences, Meetings, Seminars). In addition, CMA and the University of California, San Diego, have launched a unique case-based CME program on DVD that physicians can use to receive their statemandated 12 hours of Category I CME for pain medicine and end-of-life care. The program, entitled Pain Management: A Case-Based CME Program for Physicians, provides specific information on the most common pain syndromes. Contact UCSD at (888) 229-6263 for more information.

The California Health Collaborative's Breast & Cervical Cancer Care Coordination & Navigation (CCAN) program brings help and hope to breast and cervical cancer patients. CCAN can help your patients with transportation; childcare and domestic services; wigs and hats; bras, prostheses, and lymphedema garments; emotional support; and, educational materials. Diagnosed or symptomatic breast and cervical cancer patients who are at or below 200% of the Federal poverty guidelines qualify for CCAN. Call (888) 921-7455 to enroll a patient or Holly Porter at (559) 244-3613 for additional information.

The California Breast Cancer Research Council, the advisory body to the California Breast Cancer

Research Program, seeks nominations for candidates to the *Council*. Please contact the ANCO office for additional information and a nomination form.

NHIC/Medicare & DHS/MediCal

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

The *Medicare B Resource* (March 2005) is available online at www.medicarenhic.com/news/provider_news/mbr_mar05.pdf.

Effective July 1st, CMS and NHIC/Medicare will begin to implement a process by which non-HIPAA compliant (aka "paper") claims could be denied for providers who do not meet with a waiver or an exception. The details of this compliance are provided in a MedLearn Matters article available at www.cms.hhs.gov/medlearn/matters/mmarticles/2005/MM3440.pdf. Please note that one of the waivers/exceptions to this compliance is for physicians with fewer than ten (10) FTEs that bill a Medicare carrier.

Visit www.medicarenhic.com/whats_new/ whats_new.shtml to learn the latest information (updated weekly) from NHIC/Medicare. Weekly updates are also posted on ANCO's WebLog (at www.anco-online.org/ news/index.html; under California News).

EDUCATION

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

MMA in California & ASCO's Practice Management Curriculum

These meetings presented strategies to overcome Medicare coding and documentation challenges in 2005, NHIC/Medicare's perspective on the implementation of MMA in Northern California, and ASCO's *Practice Management Curriculum* designed to empower oncology practices with practical strategies for adapting to the changing Medicare environment, running a successful practice, and considering growth opportunities.

Meeting materials are available for download at www.anco-online.org/mmapmc.html.

ANCO Audio Conference on 2Q05 ASPs and CMS's Proposed Competitive Acquisition Program (CAP)

ANCO hosted an audio conference on April 13th to discuss the 2Q05 ASPs and CMS's proposed *Competitive Acquisition Program* (CAP). A copy of the presentation is available at www.anco-online.org/education.html (under Professional Education). *Oncology Therapeutics Network/Onmark* supported this audio conference.

SAVE THE DATE State Affiliate Presidents Reception

All ANCO members attending the ASCO *Annual Meeting* in Orlando next month are invited to attend the State Affiliate Presidents Reception on Sunday, May 15th (5:30-7:00PM) at the Ritz-Carlton Orlando Grande Lakes.

SAVE THE DATE ASCO's Best of ASCO

On Friday and Saturday, June 17-18th, ASCO brings

its annual *Best of ASCO* program to San Francisco's Marriott Hotel. Visit www.anco-online.org to download registration materials. Watch for an announcement in the near future of an ANCO event on Friday evening of this meeting.

Additional Education Meetings

Other meetings of interest to ANCO member practices are:

April 28th

Ask the Doctor About Innovations in Lymphoma Therapy (featuring Lawrence Kaplan, M.D., UCSF)

Lymphoma Research Foundation San Francisco

May 13-17th Annual Meeting

ASCO Orlando

May 18th, June 29th, August 10th, September 21st, November 9th Improving Your Chemotherapy Experience Cancer Care (and others) Telephone Education Workshop (www.cancercare.org)

May 24th, June 14th

The Third Annual Cancer Survivorship Series:
Living With, Through, & Beyond Cancer
Cancer Care (and others)
Telephone Education Workshop
(www.cancercare.org)

May 26th *Multiple Myeloma: Update from ASCO*Cancer *Care* (and others)
Telephone Education Workshop
(www.cancercare.org)

June 4th

ANCO thanks

Oncology Therapeutics Network/Onmark

for supporting clinical and professional education.

Current Strategies for Pain Management: Integrating

Conventional and Complementary Therapies Blue Cross of California & UCSF San Francisco

June 19-25th

Food As Medicine
Center for Mind-Body Medicine
Oakland

(www.cmbm.org)

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

MEMBERSHIP BENEFITS

[Editor's Note: All ANCO members are eligible for benefits from the California Oncology Consortium (COC) and Hematology Oncology Leadership Network (HOLN).]

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 and publications and WebLog.
- clinical trials information.
- links to affiliated organizations, and updated physician, nurse, manager, and patient resources.

The WebLog (ANCO News On-Line) posts and archives important news for 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's e-News, MMA Special Alerts, and MMA Todays
- 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.

California Oncology Consortium (COC)

The COC is a cooperative venture of ANCO and MOASC. The *Consortium* maintains two ListServs for the exchange of general/administrative and clinical information and has a group purchasing organization (GPO).

Group Purchasing Organization. The COC GPO has preferred vendor agreements and discounted pricing with *International Oncology Network* (ION) and *Oncology Supply* (OS), and with *National Oncology Alliance* (NOA) for oncology pharmaceuticals and a wide-range of value-added services.

ION's 2005 meeting schedule in California (and adjacent states) includes:

- Lung Symposium (Scottsdale; May 6-8)
- Business of Oncology (San Francisco; Jun. 17-19)

NOA has entered into a strategic distribution agreement with *Specialty Pharmaceutical Distribution*, a division of *Cardinal Health*. NOA customers can now access advanced distribution capabilities and exemplary customer service, state-of-the-art online ordering and reporting capabilities, and lower cost for supplies. NOA contracts will also remain loaded at *Oncology Therapeutics Network*.

Hematology Oncology Leadership Network (HOLN)

HOLN is a network of state oncology and oncology manager societies from Northern California, Southern California, Connecticut, Georgia, New Jersey, Ohio/West Virginia, Pennsylvania, South Carolina, Tennessee, and Virginia. As an ANCO member, you may enroll in HOLN and benefit from discounted pricing from several major pharmaceutical manufacturers for medical supplies and drugs. HOLN-contracted prices are honored at several distributors, including *Oncology Supply* and *Oncology Therapeutics Network*. A complete current price list of HOLN contracted products is available from the ANCO office or online at www.holn.org.

ASSOCIATION NEWS

Letter from Peter Paul Yu, M.D., ANCO President

When Congress passed the Medicare Prescription Drug, Improvement, and Modernization Act of 2003 (MMA), it authorized the conduct of several independent evaluations on the possible negative impact of MMA on cancer care. One of these was a study by the Medicare Payment Advisory Commission (MedPAC), a physician advisory group that regularly is called upon by Congress to provide commentary on the Medicare program. Some of us may have been contacted last year by researchers from Georgetown University who are part of the MedPAC study team.

Another study conducted by the CMS Office of the Inspector General (OIG) is ongoing. The OIG was charged by Congress to review the ability of oncology/hematology providers to buy drugs at 106% of average sales price (ASP)...ASCO informs us that physician participation in the OIG survey is voluntary but encouraged. This will be one of our better opportunities to convince *Congress* that there is a problem with physician's acquiring drugs at a price point that will not sustain the office practice of chemotherapy administration. However, the OIG researchers are not accustomed to evaluating medical practices and participation in the survey will require time and effort on the part of your staff. If you are contacted by the OIG, ANCO would appreciate knowing that and whether or not you decided to work with the OIG.

Member practices should now be studying whether they are receiving adequate reimbursement under the ASP plus 6% drug payment system. The important number is the overall reimbursement for all drugs acquired per quarter, accepting that some drugs may be under water but that the overall market basket is the key indicator. The six weeks between October 1st and November 15th, 2005 will be the enrollment period for oncologists in the new Medicare Competitive Acquisition Program (CAP) that will start in January 2006. CAP (formally known as MVI) will allow oncologists who cannot purchase drugs at less then ASP plus 6% to transfer the purchasing of drugs to a CMS designated vendor. An oncologist must be all in (appropriately a poker term) meaning that all Medicare patients in the practice must have their drugs acquired in the same way. Therefore, practices will need to decide how they are faring by Q3 of this year. The ANCO Annual Meeting later this year will focus on helping members better understand this critical choice.

Assemblymember Berg has introduced AB654, the California Compassionate Choice Act. AB654 would allow physician-assisted suicide in California along the lines of the Oregon law. The complex issues to be considered include the ethical ones as well as the protection of patients from coercive influences. Such actions strike at the heart of how we as oncologists view our role

as healers and alleviators of suffering. We are also finding that non-oncology physicians and legislators are looking to the oncology community for guidance. To help ANCO members consider all aspects of this debate, ANCO will include a presentation by an ethicist at this year's *Annual Meeting*. In the meantime, ANCO (MOASC, and the *California Medical Association*) oppose AB654.

I would like to end this letter with a personal observation. *Congress* has decided to virtually eliminate any profit on the purchase or administration of office chemotherapy. Oncologists will earn their compensation on the E&M charges alone. Yet we are all too aware that the administration of chemotherapy in the office is a capital-intensive endeavor with substantial financial risk to cash flow and bad debt. I find it difficult to conceive that oncologists can continue to provide this service without some compensation for the financial risk involved. This is not a politically correct point of view, but unfortunately it may be a reality.

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 the membership. The **next regularly scheduled ANCO** *Board of Directors* teleconference will take place on May 11th. 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 & Membership Information 2004 was published and mailed to all physician members; nurse and office manager contacts; and, Corporate Member representatives last June. Additional copies are available from the ANCO office upon request. The next Directory will be published in June 2005.

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

ALPHABETICAL DIRECTORY OF PHYSICIAN MEMBERS

Gregg Carter, M.D. Carolyn Collins, M.D.

Cancer Care Consultants of Northern California Post Office Box 993100 Redding, CA 96099-3100

Contact(s): Pamala Reed, F.N.P.

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Telephone: (530) 244-2223 *FAX:* (530) 244-4799

ALPHABETICAL DIRECTORY OF NURSE & OFFICE MANAGER CONTACTS

Mary Armiento

360 East Almond Avenue, Suite 103 Madera, CA 93637

Telephone: (559) 661-1965 FAX: (559) 661-1952

DRUG REIMBURSEMENT ASSISTANCE PROGRAMS

APP/Abraxis Oncology

ARC of Support

(800) 564-0216;

Abraxane

Comprehensive program that provides a broad range of medical information, reimbursement, patient assistance, and drug safety services for the physician and their office staff.

Corporate Member News

ANCO thanks the following Corporate Members for their generous support that enables ANCO to grow and expand its services for the 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 Biologicals Berlex Laboratories • biogenIDEC Bristol-Myers Squibb Oncology Cell Therapeutics • Chiron Corporation Enzon Pharmaceuticals

Genentech BioOncology Genitope Corporation • Genomic Health GlaxoSmithKline International Oncology Network Lash Group Healthcare Consultants Ligand Pharmaceuticals • Lilly Oncology Matrix Oncology • MedImmune Oncology MGI Pharma • Millennium National Oncology Alliance Novartis Oncology • Oncology Supply Oncology Therapeutics Network Oncotech • Ortho Biotech OSI Pharmaceuticals • Pfizer Oncology Roche Oncology • Sanofi Aventis Oncology Schering-Plough Oncology • SuperGen US Oncology • Wyeth Oncology

We especially wish to thank and welcome *Enzon Pharmaceuticals* as new Corporate Member in 2005.

Bayer Biologicals and Onyx Pharmaceuticals are in the process of researching BAY 43-9006, a novel compound currently in phase III clinical evaluation for renal cell carcinoma. They have recently announced the initiation of a large-scale study on the potential of BAY 43-9006 in advanced hepatocellular carcinoma. If you receive any inquiries regarding patient enrollment or study details, then visit www.clinicaltrials.gov.

Ortho Biotech is pleased to announce two meetings of interest to ANCO members. On May 7th at the Four Seasons Hotel in San Francisco, a panel of distinguished speakers (including Howard Burris, M.D., Maurie Markman, M.D., Franco Muggia, M.D., and John Park, M.D.) will discuss women's cancers. On June 8th at the same location a panel of distinguished speakers (including Alan List, M.D., and Steve Coutre, M.D.) will discuss hematologic malignancies. Call Medical Education Resources at (888) 700-3720 for additional information or to register.

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 being organized by our Institutional Members, please visit:

- med.stanford.edu/seminars/cmeall.jsp?qcme=on
- •www.ucdmc.ucdavis.edu/cme/ Confrnce/Confrnce.htm
- www.cme.ucsf.edu/cme/index.aspx?Display=Date

UCSF's *1st International Symposium on Cancer Metastasis and the Lymphovascular System* takes place in San Francisco on April 28-30th. Visit cme.ucsf.edu/calendar/CourseDetail.asp? CourseNumber=MSU05002 for more information.

UCSF's *Pain Management and End-of-Life Care* takes place in San Francisco on June 9-10th. This course is designed for all physicians, nurses, and pharmacists who care for patients in pain or with life-threatening illness. It meets California's requirement that physicians take 12 hours of CME in pain and palliative care. Visit www.cme.ucsf.edu/cme/
CourseDetail.aspx?coursenumber=DMM05513 for more information.

UCD's online CME pain management courses are now available at www.ucdmc.ucdavis.edu/cme/DistEd/WebEvents/PainEvents.htm. In addition, UCD is offering several live pain management courses in California and Hawaii. Visit www.ucdmc.ucdavis.edu/cme/Confrnce/Confrnce.htm for additional information.

ASCO, in collaboration with the *National Cancer Institute* and the EPEC (Education in Palliative and End-of-Life Care) Project at *Northwestern University*, is offering a comprehensive workshop to help optimize care for patients throughout the course of their illness. The EPEC-O Train-the-Trainer Workshop will be held on June 13-15th at the Hyatt Regency in Reston, Virginia, and is limited to 100 participants. For more information, visit, www.asco.org/meetings.

Publications, Services, & Surveys

ANCO will repeat its **MMA Impact Survey** in the 2nd quarter of 2005. Data collected will be compared with that collected in the 4th quarter

2004. Please be sure to complete and return the ANCO MMA Impact Survey upon its receipt.

Membership Dues for 2005

Second notices of membership renewal were mailed in early March 2005. Return your 2005 membership dues to ANCO at your earliest convenience and renew your membership for 2005 as soon as possible. Be sure to take advantage of dues discounts and 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*, will no longer be eligible for participation in ANCO's discounted pharmaceutical pricing programs, or receive any other 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!