

## AHCI: Redefining Cancer Care during Time of Change

AHCI Cancer Symposium  
September 23, 2022



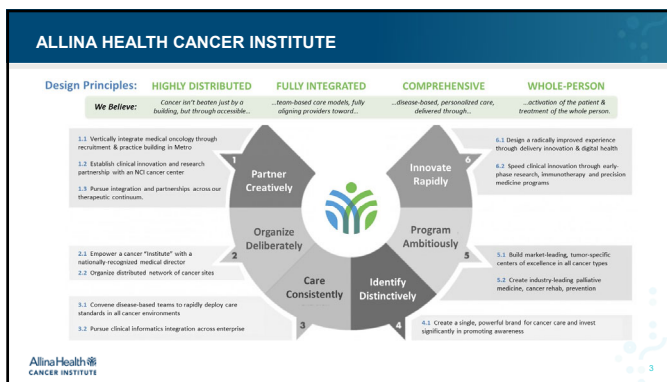
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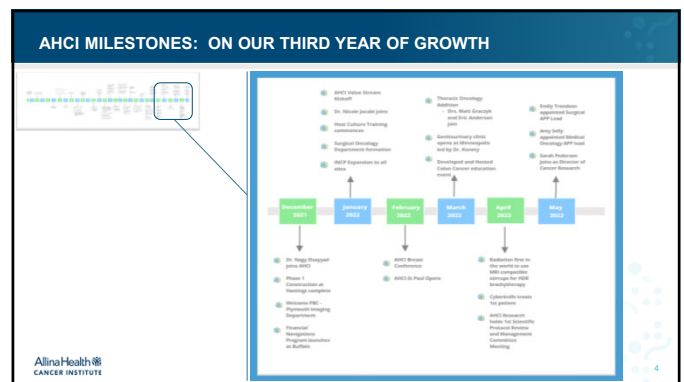
## BACKGROUND AND MILESTONES

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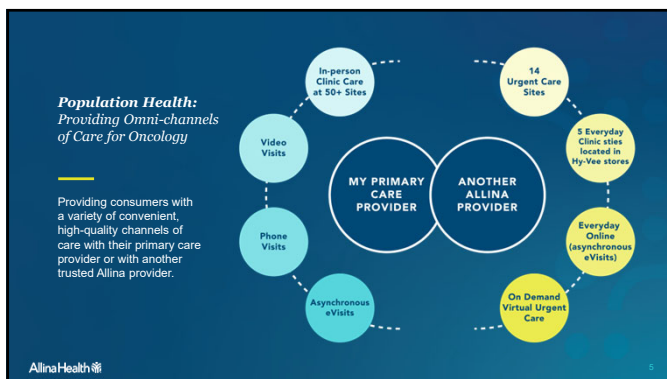
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## OUTLOOK AND OPPORTUNITIES

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## TODAY'S OPPORTUNITIES: CHANGE IS OUR CONSTANT

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## POLICY REFORM, SUPPLY CHAIN PRESSURES AND MORE

SHIFTING  
POLICYOCM pilot —\$377M,  
2023 RO bundle pilot

- Integrate clinical pathways.
- Understand VBP offering.
- Enhancing Oncology Model JUST ANNOUNCED

RISING DRUG  
COSTSOncology 22.9%  
portion of drug spend,  
3.14% inflation rate

- Pursue payer integration.
- Streamline drug management (eg. inventory, prior authorization).

EMERGING  
MARKET  
ENTRANTS21%  
Increase in corporate acquisition  
and community practice mergers

- Rethink MDC alignment options.
- Optimize integrative tools.

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## RAPID EVOLUTION OF PRECISION MEDICINE AND CARE REDESIGN

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## ADDRESSING HEALTH EQUITY AND COMMUNITY NEEDS

## DISPARITIES IN RESEARCH

Whites comprise an estimated 83%  
of overall clinical trial participants.4%–6%  
African American  
CT enrollment3%–6%  
Hispanic CT  
enrollmentRacial and ethnic minorities bear the  
highest cancer burden in the US.CREATE AWARENESS, BROADEN  
OUTREACH, MITIGATE BARRIERS

- Focus clinical trials on being patient-centric/friendly and trustworthy.
- Extend network to help reduce disparities across multiple communities.
- Match processes and compliance with complexity of trial—remote centralized monitoring and support.

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## RAPID EVOLUTION OF CLINICAL INNOVATIONS



## Molecular/Genomic

- Imaging technologies allow targeting tumors more precisely during treatment, sparing surroundings organs.
- Highly accurate radiation dose to tumors that move during respiration and patient movement



## Diagnostic + Tx

- Treatment-planning software combining multimodality image fusion
- New imaging technologies enabling doctors to identify tumors at an earlier stage when they are smaller



## AI

- AI-driven automatic motion synchronization and adaptation capabilities; FDA 510(k) clearance for world's first AI-powered autocontouring solution
- Efficient optimization of treatment plans—creation of multiple plans in the same day



## Adaptive Therapy

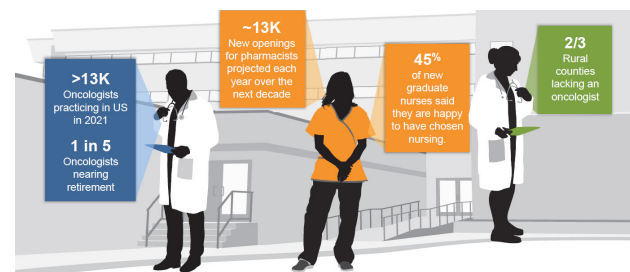
- Single-room systems for targeted (eg. IMPT) and expanded clinical applications will drive later growth.
- Pediatrics is prime opportunity.
- Strong 10-year growth (>200%) over low baseline volume

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## RETENTION AND RECRUITMENT CHALLENGES

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### WHY IT ALL MATTERS? AHCI FRAMEWORK DESIGN

**SERVICE LINE FRAMEWORK**

**QUALITY**

- Evaluate therapy capabilities to treat patient population with emerging new therapeutics.
- Establish clinical and performance benchmarks (eg, time to treat, clinical outcomes).

**GROWTH**

- Consider comprehensive infrastructure when developing service offerings (eg, right patient, right location).
- Assess System of CARE by tumor type, creating clarity of program multidisciplinary and integrative capabilities.

**OPERATION**

- Redesign the work, workflows and teams to adapt to current workforce constraints.
- Pursue innovative care and business models that can be efficiently leveraged through value-based vertical.

**INNOVATION/RESEARCH**

- Identify opportunities to broaden clinical trials to an expanded cancer population through technology and process design.
- Establish an emerging-technology acquisition assessment plan supporting clinical and service offering relevance.

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### POPULATION HEALTH STRATEGY IMPERATIVE

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### POPULATION HEALTH: AN EVOLUTION OF WHOLE PERSON CARE

Care with Seamless Connections that recognizes all factors affecting health—mind, body, spirit and community. Key to that are:

- Integrated Primary & Mental Health Care
- Social and Community Care
- Multi-channel Access to Care
- Complex Care Services

***Our community is depending on us to find a sustainable path forward to support their health needs***

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### STRATEGIC ONCOLOGY IMPERATIVES

Minimize Clinical Variation	Reduce Avoidable Complications	Improve End of Life Care
<ul style="list-style-type: none"> <li>Ex: Change incentives for physician contracts to align with quality and variation; link to outcomes</li> <li>Ex: Create Centers of Excellence across the System that define:               <ul style="list-style-type: none"> <li>High-quality, evidence-based care</li> <li>Future research</li> <li>Metric for measuring quality</li> <li>System-wide tumor boards</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Ex: Develop of standardized referral networks, protocols of care, scheduling processes</li> <li>Ex: Dedicated APCs to manage patients' urgent symptoms</li> </ul>	<ul style="list-style-type: none"> <li>Ex: Social Worker-led consult/intervention at initial diagnosis of noncurative disease</li> <li>Ex: Develop Physician training programs to address difficult conversations, how to raise topics in a timely fashion</li> </ul>

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### AHCI Population Health Strategy – 5 -year focus areas

- ED avoidance
- Clinical pathways
  - Medical oncology
  - Radiation oncology
  - Surgical oncology
- Infusion
- Home Hospital Program
- Alignment
- Lung cancer screening
- Serious illness conversations

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### AHCI VISION

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## AHCI THEMES IN 5-YEAR BLUEPRINT GOALS

AHCI Submitted 40 initiatives mapped to Allina Health System Strategic Areas: Invest in our people & culture (13), Transform our Business to Deliver greater value (15), Strengthen the consumer experience with integrated care and innovation(12)

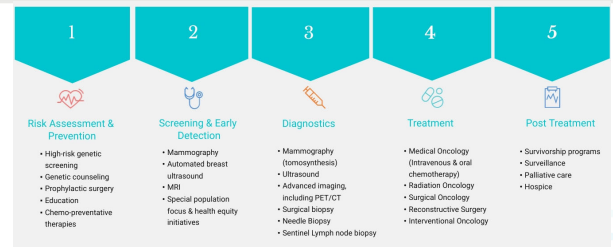
- Solidify oncology consumer strategy by creating a well-coordinated offering for all cancer patients through highly integrated staff, services and ancillary support
- Expand program and tumor-specific offerings to include advanced treatment approaches and technologies as well as innovative offerings such as immunotherapies
- Improve access and amplify care equity by offering convenient, cost-effective and targeted screening and diagnostic testing
- View forthcoming payment models as an opportunity to collect data, identify areas for cost reduction, improve patient experience and develop care team with strong integration
- Elevate existing (virtual and patient resource hubs) and explore new uses of digital health to differentiate our services in the marketplace

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## AHCI MULTIDISCIPLINARY CLINIC VISION: BREAST CANCER EXAMPLE



Connecting care across phases with nurse navigation, integration with primary care-based screening, integrated EMR, and tumor boards

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## ENVISIONING THE PERFECT MULTIDISCIPLINARY TEAM

- **Physician Specialists**
  - Medical Oncologists
  - Radiation Oncologists
  - Breast Surgeons
  - Plastic Surgeons
  - Pathologists
  - Radiologists
  - Integrative medicine specialists
- **Clinical Support**
  - Nurse Navigators
  - Nurses (Clinical and research)
  - Dietitian
  - Genetic Counselors
  - Social Workers
  - Oncology pharmacists
  - Rehabilitation specialists

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## ADDITIONAL SERVICES TO SUPPORT CARE PATH

- Complementary and alternative medicine (eg. acupuncture)
- Pain management
- Rehabilitation services
- Lymphedema Clinic
- Active clinical research trials
- Behavioral health (eg. Support groups, psychosocial counseling)
- Integrative services (eg. art and dance programs)
- Retail products (eg. Wigs)
- Financial Navigation

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THANK YOU

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