Clinical Standardization

As the first step towards preparing for or participating in any quality program, ION Solutions has developed a versatile clinical standardization program that can be integrated into your current practice process flow to track compliance to national guidelines or pathways. According to a 2012 study from Xcenda, nearly 70% of payers indicate high-priced new products as an extremely high priority. In response, clinical standardization is evolving as a primary means by which payers intend to control drug utilization. Recent research shows that 79% of payers have already implemented or intend to implement pathways within 2-3 years. The next step is to begin tracking compliance to pathways.

While there are many pathways tools in the market (we have one of our own), they are not completely necessary for implementing, monitoring and benchmarking compliance to pathways. Our Tier 2 Clinical Standardization EMR Solution takes data from almost any EMR, evaluates compliance to the ION Solutions’ National Physician Network Pathways and produces monthly benchmark reports among the physicians within your practice, across the region/state and throughout the country. Initially, you will need to work with your EMR vendor to create a monthly report with the necessary data elements and we do the rest of the work. We have already collaborated with some of the major oncology EMRs and can provide you with a step by step process. If you have a different EMR we will work with you and your vendor to develop a solution. Our Tier 3 tool, Nucleus Pathways Powered by NovoLogix, provides enhanced reporting to include program value and average costs per cancer type, pathway and regimen.

Payer Priorities in Oncology

Payer Use of Clinical Treatment Pathways in Oncology


ION Solutions’ CLINICAL STANDARDIZATION PROGRAM PROVIDES A SIMPLE SOLUTION FOR BENCHMARKING PATHWAYS

Value Proposition:
- Ensures Adherence to Evidence-Based Guidelines
- > Evidence-based with citations available
- Accounts for Cost
- > Peer reviewed with eval of efficacy, toxicity, cost
- Reduces Care Variation
- > Target compliance rate of 80% or higher
- Enables Comparative Outcomes Assessment
- > Benchmark reporting across practice/country

ION Solutions AmerisourceBergen Specialty Group

Oncology Quality Management Programs
ION Solutions pathways are developed and approved by a National Clinical Steering Committee. All of the regimens on the pathways meet the following criteria:

1. Evidence based with citations of the literature available
2. Peer reviewed and judged appropriate by criteria of efficacy, toxicity and cost
3. Include only compendia approved drugs
4. Include only drugs specifically included in other nationally published listed regimens
5. Do not include high cost drugs beyond FDA labeled indications
6. Reviewed on a regular basis

One physician per practice may participate in the National Clinical Steering Committee which meets every 6 months or ad hoc with any changes in literature. The committee meets via conference call and typically takes about an hour. All requests are considered and must meet above criteria and receive a majority vote from participating physicians to be added or deleted. Requests for additions can be submitted in advance and a list will be sent out to the committee for review prior to the call. An updated document with changes highlighted will be sent after each meeting. The participating physician or practice administrator should communicate all changes to the pathways to the rest of the care team.

ION SOLUTIONS’ CLINICAL STANDARDIZATION OFFERINGS

We have developed three tiers of product offerings to meet whatever your needs are. They range from a free version utilizing our static forms to a comprehensive solution which can be utilized in a payer quality program. Most practices choose the Tier 2 EMR solution.

**Tier 1: ION Solutions’ Clinical Standardization Pathways**
- Static PDF version of ION Solutions’ National Physician Network Pathways
- Practice builds pathways into their own EMR or uses as they see fit
- No reporting from ION Solutions
- Ability to participate on Clinical Steering Committee and updated pathways after meeting
- No cost

**Tier 2: ION Solutions’ Clinical Standardization EMR Solution**
- Static PDF version of ION Solutions’ National Physician Network Pathways
- Practice builds pathways into their own EMR
- Practice, with help from ION, works with EMR vendor to produce monthly data report
- ION Solutions judges compliance and produces monthly reports/benchmarking
- Ability to participate on Clinical Steering Committee and updated pathways after meeting
- Pricing upon request

**Tier 3: ION Solutions’ Nucleus Pathways Powered by NovoLogix**
- Web-based pathways tool with clinical decision support and enhanced reporting
- Ability for patient demographic integration with current practice management system
- Typically, only available in coordination with a payer quality program
- Ability to participate on Clinical Steering Committee and updated pathways after meeting
- Cost varies by the scope of the project

FREQUENTLY ASKED QUESTIONS

**Is my data used in any way or can other practices see my compliance?**
Your data will only be used in a blinded fashion. Your practice data will be aggregated at a state and national level for benchmarking purposes but there will be no way for any other practice or organization to see your specific data.

**Are the ION Solutions’ National Physician Network Pathways restrictive and are they what payers are looking for?**
We describe our pathways as an 11 lane highway reduced to 7 or 8 lanes. From all of our conversations with payers they are most concerned with regimens being evidence-based and backed by research which all of our pathways qualify.

**If our practice is a part of another quality program or using a different compliance tool can we still participate in the state and national benchmarking?**
Yes. If you can produce an acceptable data report from your EMR or compliance tool we can evaluate compliance and benchmark against the other practices in your state and across the country.

**Can we use our own pathways or pathways set forth by our payer?**
We have the capabilities to do this, but that will not allow you to receive national and state benchmarking reports. Additional costs may be associated with this as well.

FOR MORE INFORMATION OR TO REGISTER

Contact the ION Solutions Payer Strategy team at IONPayerSolutions@iononline.com.