



NATIONAL
LUNG CANCER
ROUNDTABLE



**Addressing Lung Cancer
Biomarker Testing
Through Project ECHO
in West Virginia:
Session 5**

8.30.23

*This project is generously supported by
Amgen Oncology*

Welcome to Session 5 of the Addressing Lung Cancer Biomarker Testing Through Project ECHO in West Virginia



Each ECHO session will be recorded and will be posted to echo.cancer.org



You will be muted with your video turned off when you join the call.
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Today's materials will be made available on echo.cancer.org within one week



Please type your name and organization in the chat box



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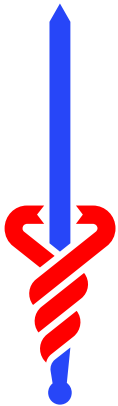
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Questions about Zoom? Type them in the chat box @shaunashafer



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Amgen Oncology, Sanofi-Regeneron
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Genentech, Merck, and Takeda**



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Have a question? Don't wait to ask! Feel free to enter in the "Chat" at *anytime*.



Agenda Preview & Introductions



Rayan Ihle, MD

**Pulmonary Critical Care
Division Chief**

**Charleston Area Medical
Center**



Today's Agenda

-
- 01** Housekeeping, Agenda Preview & Introductions (15 minutes)

 - 02** Didactic Presentation: *Navigating Insurance Complexities* (15 minutes)

 - 03** Didactic Q/A (5 minutes)

 - 04** Case Presentation (5 minutes)

 - 05** Case Presentation Recommendations & Discussion (15 minutes)

 - 06** Post-Session Poll & Wrap Up (5 minutes)

Introductions: Meet our ECHO Hub



Dr. Rayan Ihle
***Facilitator &
Faculty Member***



Dr. Yousef Shweihat
Faculty Member



Dr. Ghulam Abbas
Faculty Member



Dr. William Mangano
Faculty Member



***Dr. Jean Bustamante-
Alvarez***
Faculty Member



Dr. Amy Deipolyi
Faculty Member



Lori Russell, RN
OCN
Faculty Member



American Cancer Society
Shauna Shafer
ECHO Coordinator



American Cancer Society
Michelle Chappell
ECHO Tech Coordinator



Meet our **West Virginia** Spoke Sites



Charleston Area
Medical Center

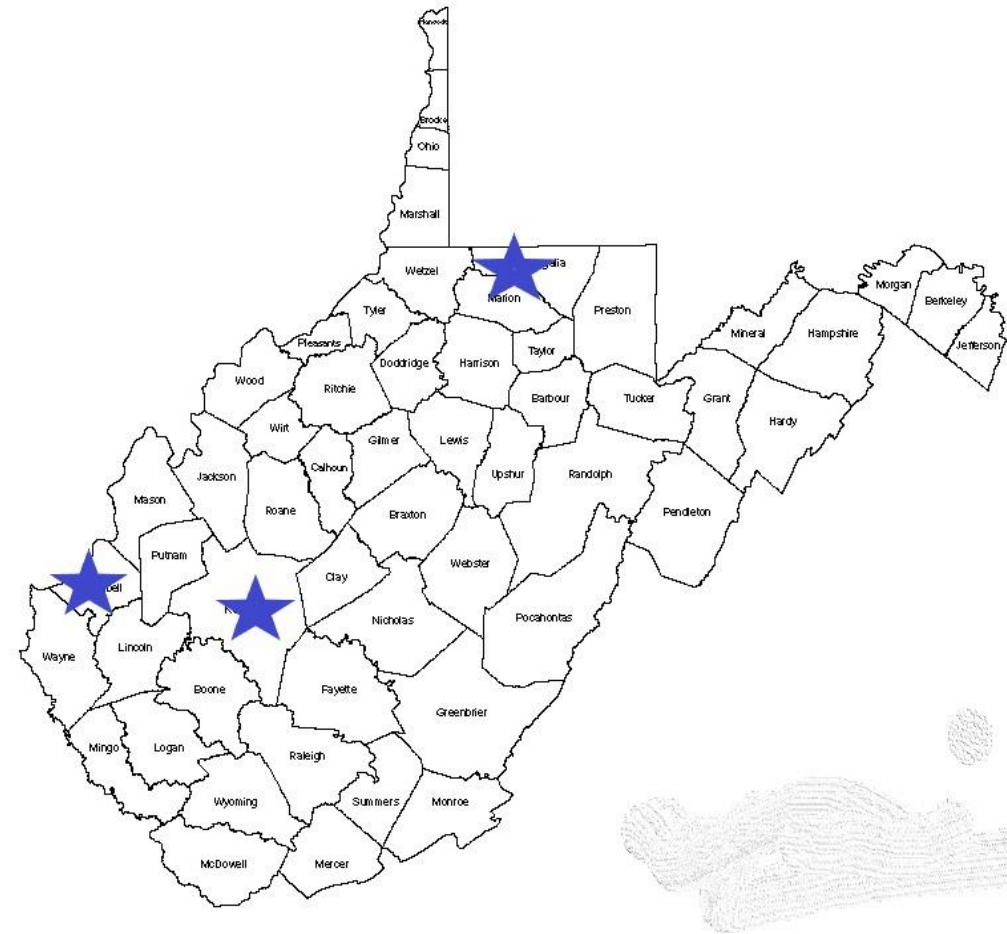


Cabell Huntington
Hospital

Member of **MOUNTAIN HEALTH NETWORK**



WEST VIRGINIA



Didactic Presentation: *Navigating Insurance Complexities*



Charleston Area
Medical Center



Lori Russell, RN, OCN

Lung Cancer Nurse
Navigator

Charleston Area Medical
Center



Navigating Insurance Complexities

Lori Russell RN, BSN, OCN
Nurse Navigator



The Current Landscape

- While the field of precision medicine has advanced rapidly over the last several years, coverage policies across health insurance plans have not kept pace with the speed of innovation.
- In fact, the variability and uncertainty of coverage by patient's health plans have become a substantial barrier to the uptake of biomarker testing. Even when biomarker testing is covered by a patient's insurance, high out of pocket can present a financial hurdle to obtaining testing.
- The centers for Medicare & Medicaid Services issued a national coverage determination and local coverage determination that increased access to comprehensive biomarker testing and next generation sequencing for Medicare beneficiaries in 2020 and 2022, respectively.
- While these CMS coverage decisions have, to some extent, impacted private payer decisions regarding coverage for biomarker testing, commercial health plans are not bound by the same coverage requirements as Medicare.
- Medicare coverage requirements which are determined by each individual state, brings the interest back to a state level to require state-regulated health insurance plans and Medicaid programs to cover biomarker testing when a given test is supported by medical and scientific evidence.

**Association of Community Cancer Centers

Coverage and Reimbursement Gaps for Biomarker Testing

Survey completed in 2020 indicated that 29% of patients did not have biomarker testing completed due to lack of insurance coverage or could not afford the out-of-pocket costs.

2020

Jan. 2023

At the state level, as of January 2023, nine states have already passed laws requiring health plans to cover biomarker testing and limiting the use of prior authorization on biomarker testing. West Virginia is not one of those states.

**cancer.org

Biomarker Testing Can Reduce Costs

Biomarker testing can ensure that patients receive therapies from which they are most likely to benefit while avoiding treatments that are unlikely to be effective or could cause harm.

Guideline recommended biomarker testing in a benefit design, is not expensive for payers. Studies show that the potential cost of expanding coverage of biomarker testing among various types of insurance indicate an extremely small per member/per month impact. (Ex. \$0.05-\$0.51 PM/PM)

It has been estimated that using specific biomarker testing could save more than \$600 million in insurance costs.
**CancerCare.org

Overall Goal

Of course, beyond the economic value offered by biomarker testing, the human impact is enormous.

Patients with treatable cancer mutations, timely biomarker testing can literally mean the difference between life and death.

Understanding the Process: External Sources



* Foundation Medicine, Caris, Ambry, and Guardant 360



*Identify company representatives



* Individual testing facilities now obtain prior authorization, in regard to the above listed laboratories.



* Financial Assistance programs vary for different testing facilities.

Understanding the Process: Internal Procedures



Doctor orders Appropriate testing



Communicates with the nurse regarding ordered testing



Nurse fills out the requisition form. This form is sent to the testing company and faxed to pathology.



Insurance information, pathology report from tissue that will be submitted for testing, along with clinical documentation will be faxed to the testing facility.



Foundation Medicine's financial assistance form is filled out up front and submitted online. Caris contacts the patient if financial assistance is needed. Ambry and Guardant 360 have a card that the patient fills out with minimal financial information to be submitted with the sample.

Methods for Success

01

Establish a uniform
process

02

Utilize internal and
external resources to
streamline the overall
outcome

03

Provide patients with
the information
needed to make an
informed decision

04

Ensure timely and
thorough
communication with
treating provider

Didactic Q&A



Case Presentation

Case Presentation

- **75-year-old male**
- **Presented to pulmonology with a suspicious lung mass with enlarged lymph nodes**
- **No prior history of lung cancer**
- **Bronchoscopy & EBUS performed late-July 2022: Pathology consistent with NSCLC, squamous cell carcinoma**

Case Presentation

- **Initial clinical staging by the pulmonologist was T3N1M0, stage IIIA, not a surgical candidate**
- **Pulmonologist ordered a Neogenomics Lung Panel on tumor collected by EBUS**
- **Subsequently, the patient was evaluated by medical oncology and radiation oncology**

Case Presentation

- **After evaluation with oncology, staging was changed to T1cN1M0, stage IIB**
- **Molecular biomarker testing was already in process**
- **Since this patient was not a surgical candidate, radiation with concurrent weekly chemotherapy was initiated mid-August 2022**



Case Presentation

- **Definitive treatment completed late September 2022**
- **Around the same time, the patient received a letter from Humana Medicare indicating the molecular biomarker testing was being denied due to stage not meeting criteria for testing (approx. 2 months after initial diagnosis)**



Case Presentation

- **Pulmonologist has submitted an appeal**
- **To date, the denial & appeal remain unresolved**
- **Nurse navigator is involved and is facilitating communication between pulmonologist and patient**
- **The patient has begun consolidation chemo with plans to follow with immunotherapy.**

Specific Questions to the Faculty

- **How have other sites been successful in reflex testing for all stages of lung cancer?**
- **For those that don't reflex, do you have a process/flowchart/SOP that can be shared?**
- **Do others wait for final staging before ordering molecular biomarker testing**
- **What have other sites done when testing has been denied?**



Wrap-Up & Post-Session Poll Questions

A Few Reminders



Materials and Resources will be made available soon.
All resources will be available on the [ACS ECHO Website](#)



Additional Feedback on Today's Session? Tell us in the Post Session Feedback Forum



Questions: Contact: shauna.shafer@cancer.org

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generous support!**

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