

Housekeeping & Disclosures



Each ECHO session will be recorded and will be posted to a publicly-facing ACS ECHO website, <https://echo.cancer.org>



Use the buttons in the *black* menu bar to unmute your line and to turn on your video.



Remember: Do **NOT** share any personal health information (PHI) about any patient.



Questions about Zoom? Type in the chat box [@Mindi Odom](#)

Lung Cancer Biomarker Testing ECHO



Session 6 Biomarker Testing Coverage, Advocacy and Navigating Insurance Complexities

Wednesday, April 30, 2025
4:00 PM - 5:00 PM EST



Have a question? Don't wait to ask! Feel free to enter in the Chat at any time.

Biomarker Testing Coverage, Advocacy and Navigating Insurance Complexities

Agenda Item	Moderator/Presenters	Time
Welcome & Announcements	Mindi Odom	3 minutes
Introductions	Korey Hofmann	2 minutes
Didactic Presentation with Q&A	Hilary Goeckner & Cori Chandler	15 minutes
Group Discussion/Breakouts	All	20 minutes
Wrap-Up	Mindi Odom	5 minutes

ECHO Hub Team

Subject Matter Experts (SMEs)



Bruce Johnson, MD
FACILITATOR

Professor Emeritus, Harvard Medical School,
Physician Emeritus, Dana-Farber Cancer Institute



Timothy Mullett, MD, MBA, FASCO
FACILITATOR

Medical Director, Markey Cancer Center Network Development
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Peter Baik, DO, FACOS, FACS

Thoracic Surgeon
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Jared Christensen, MD

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Aakash Desai, MBBS, MPH

Associate Director, Phase I and Precision
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UAB O'Neal Comprehensive Cancer Center

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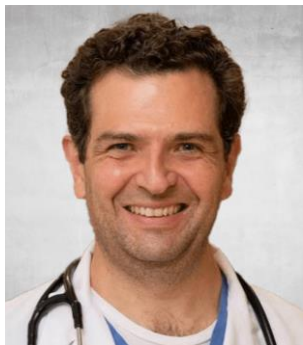
Cheri Erkmen, MD

Professor, Thoracic Medicine and Surgery
Director, Lung Cancer Screening Program
Temple University Lewis Katz School of Medicine



Adam Fox, MD, MS

Assistant Professor, Department of Medicine
Medical University of South Carolina, Hollings
Comprehensive Cancer Center



Missak Haigentz, Jr., MD

Chief of Thoracic Medical Oncology,
Chief of Head & Neck Medical Oncology
RWJ Barnabas Health| Rutgers Cancer Institute



Niharika Khanna, MBBS, MD, D.G.O.

Associate Chair, Population Health Sciences
University of Maryland, School of Medicine



Abdul Rafeh Naqash, MD

Director, Immuno-Oncology
Medical Oncology/ Phase 1 Program
OU Stephenson Cancer Center

ECHO Hub Team

Subject Matter Experts (SMEs)



Koosha Paydary, MD, MPH, MSc

Assistant Professor, Department of Internal
Medicine
Rush University



Albert Rizzo, MD, FACP

Chief Medical Officer,
American Lung Association
Member, Christiana Care Pulmonary Associates



Gerard Silvestri, MD, MS

Hillenbrand Endowed Chair, Professor of Medicine,
Lung Cancer Pulmonologist, Medical University of
South Carolina



Lynn Tanoue, MD, MBA

Professor of Medicine, Vice Chair for Clinical
Affairs, Internal Medicine
Director, Lung Cancer Screening Program
Yale School of Medicine



Jonathan Villena Vargas, MD

Assistant Professor of Cardiothoracic
Surgery, Attending Surgeon
New York Presbyterian/Weill Cornell
Medical Center



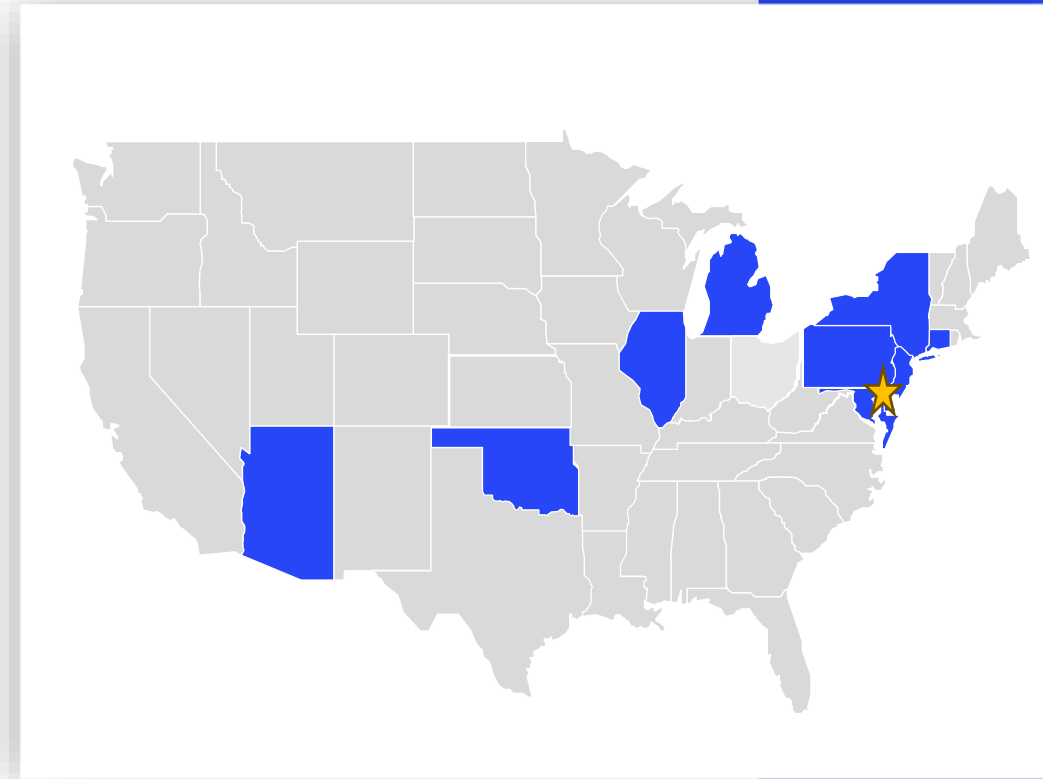
Ignacio Wistuba, MD

Professor and Chair, Department of
Translational Molecular Pathology
The University of Texas MD Anderson Cancer
Center, Houston

Welcome to the Participant Sites:

Arizona, Connecticut, Delaware, Illinois, Maryland, Michigan, New Jersey, New York, Oklahoma, Pennsylvania & Washington, D.C.

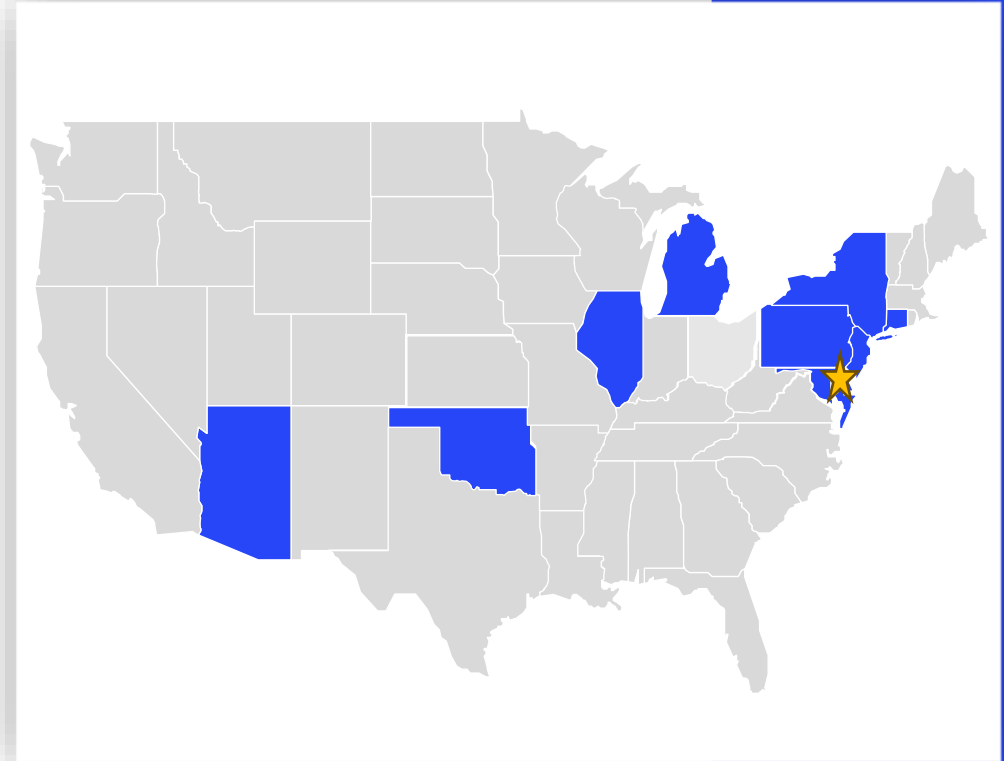
- City of Hope, Phoenix, AZ
- Dignity Health Cancer Institute, AZ
- Nuvance Health System/Danbury Hospital, Danbury, CT
- Yale New Haven Health System, New Haven, CT
- Day Kimball Healthcare, Putnam, CT
- Christiana Care Health Care, Newark, DE
- OSF Little Company of Mary Medical Center, Evergreen, IL
- HSHS St. John's Hospital/Springfield Clinic, Springfield, IL
- Rush Copley Medical Center, Aurora, IL
- University of Maryland Baltimore Washington Medical Center, Glen Burnie, MD
- University of Maryland Medical Center, Baltimore, MD



Welcome to the Participant Sites:

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- Trinity Health, MI
- Ascension (Henry Ford Health), Southfield, MI
- My Michigan, Midland, MI
- Corewell Health, Dearborn, MI
- Covenant Healthcare, Saginaw, MI
- RWJBH/CINJ University Hospital, Newark, NJ
- Rutgers Cancer Institute, New Brunswick, NJ
- Champlain Valley Physicians Hospital, Plattsburgh, NY
- Great Lakes Cancer Care Collaborative, Buffalo, NY
- Kaleida Health GLCC, Erie, NY
- Northwell Health Lenox Hill Hospital, NY, NY
- Perlmutter Cancer Center, NYU Langone Health, NY, NY
- OU Health Stephenson Cancer Center, Oklahoma City, OK
- Saint Francis Hospital, Tulsa, OK
- WellSpan Health, York, PA





Biomarker Testing Coverage, Advocacy and Navigating Insurance Complexities

Hilary Goeckner, MSW

Director, State & Local Campaigns
ACS **Cancer Action Network**



Biomarker Testing Coverage, Advocacy and Navigating Insurance Complexities

Cori Chandler, MPA
Sr. Manager, State & Local
Campaigns
ACS **Cancer Action Network**

What's covered?

Improving Access to Insurance Coverage for Biomarker Testing

Hilary Goeckner, MSW and Cori Chandler, MPA

American Cancer Society Cancer Action Network

What are biomarkers?

Biomarkers

- a characteristic that is objectively measured and evaluated as an indicator of normal biological processes, pathogenic processes, or pharmacologic responses to a specific therapeutic intervention. Includes gene mutations or protein expression.

The right treatment at the right time

- An essential component of precision medicine
- Targeted cancer therapy
- Avoidance of therapies unlikely to provide clinical benefit

Not just about cancer:

- Being explored in a variety of disease areas (e.g., cardiology, rheumatology, neurology, infectious, respiratory, autoimmune diseases)

Who should get tested and why?

The role of clinical guidelines in determining appropriate testing

- Several professional associations have cancer biomarker testing and treatment guidelines
- National Comprehensive Cancer Network (NCCN) Clinical Practice Guidelines in Oncology, American Society of Clinical Oncology (ASCO), others
- Helps assure that testing and treatment take advantage of the latest knowledge
- Biomarker testing has become the standard of care in certain cancers

Patients who receive biomarker testing and are eligible for and receive targeted cancer therapy have better outcomes.

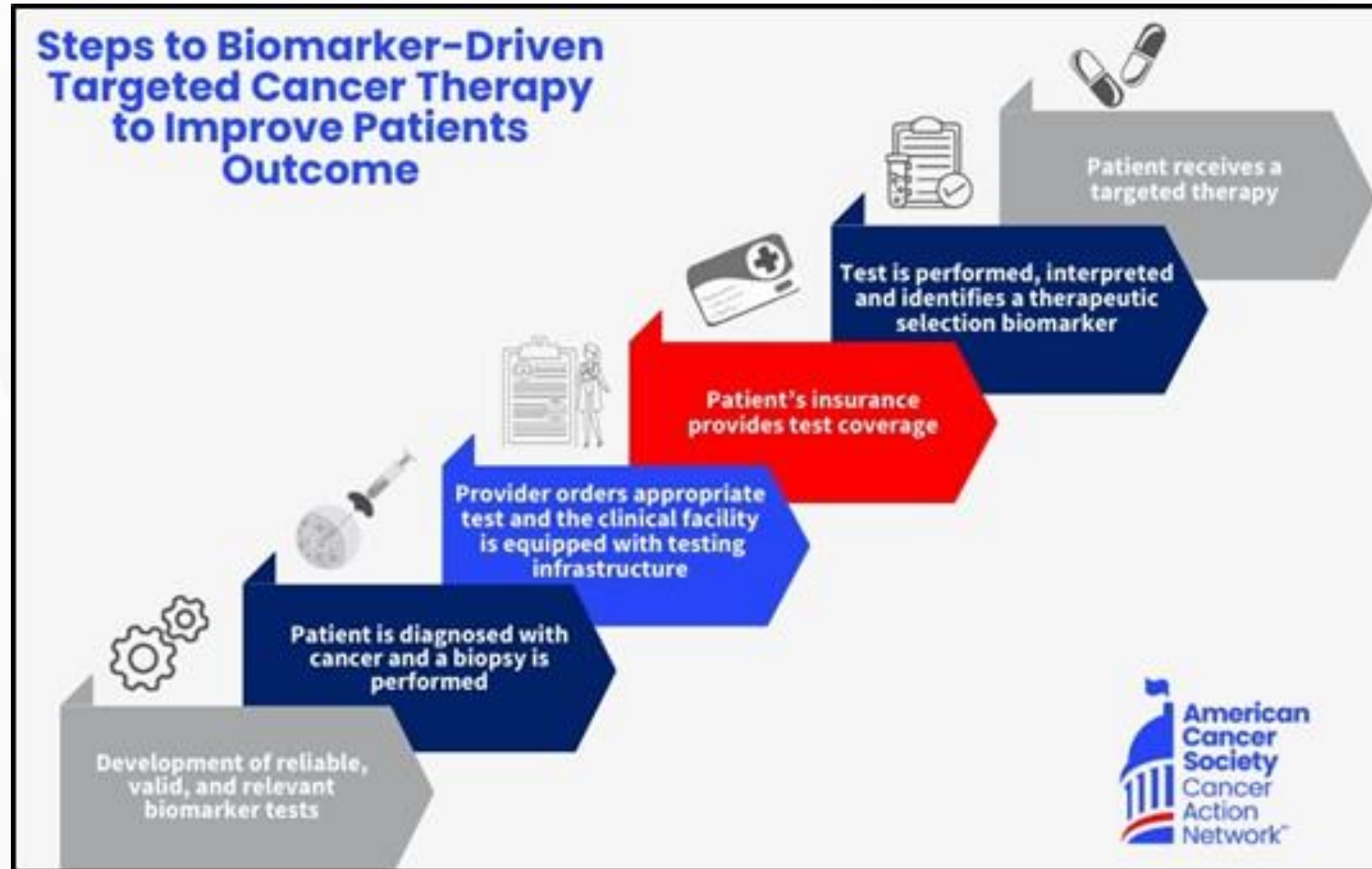
Who is getting tested?

Unequal access to testing

- In metastatic non-small cell lung cancer (NSCLC), eligible Black patients are less likely to receive biomarker testing compared to white patients.
- Patients with advanced NSCLC or colorectal cancer who were Black, older, or Medicaid-insured had lower odds of next-generation sequencing biomarker testing compared to patients who were white, younger, or commercially insured.
- There are socioeconomic inequalities in biomarker testing and targeted therapy utilization across cancer types.
- There are lower rates of testing in community oncology settings versus academic medical centers.

These disparities in access and use of guideline-indicated biomarker testing and targeted therapy can potentially widen existing disparities in cancer survival.

Many barriers to optimal use



Improving Access to Biomarker Testing: Advancing Precision Medicine in Cancer Care. ACS CAN. September 2020.

Barriers: Insurance

Coverage of tests differs greatly across payers

- Most plans are covering some biomarker testing for some patients.
- Coverage policies generally more common for single-gene tests vs. multi-gene panel tests.

Plans aren't necessarily following the evidence

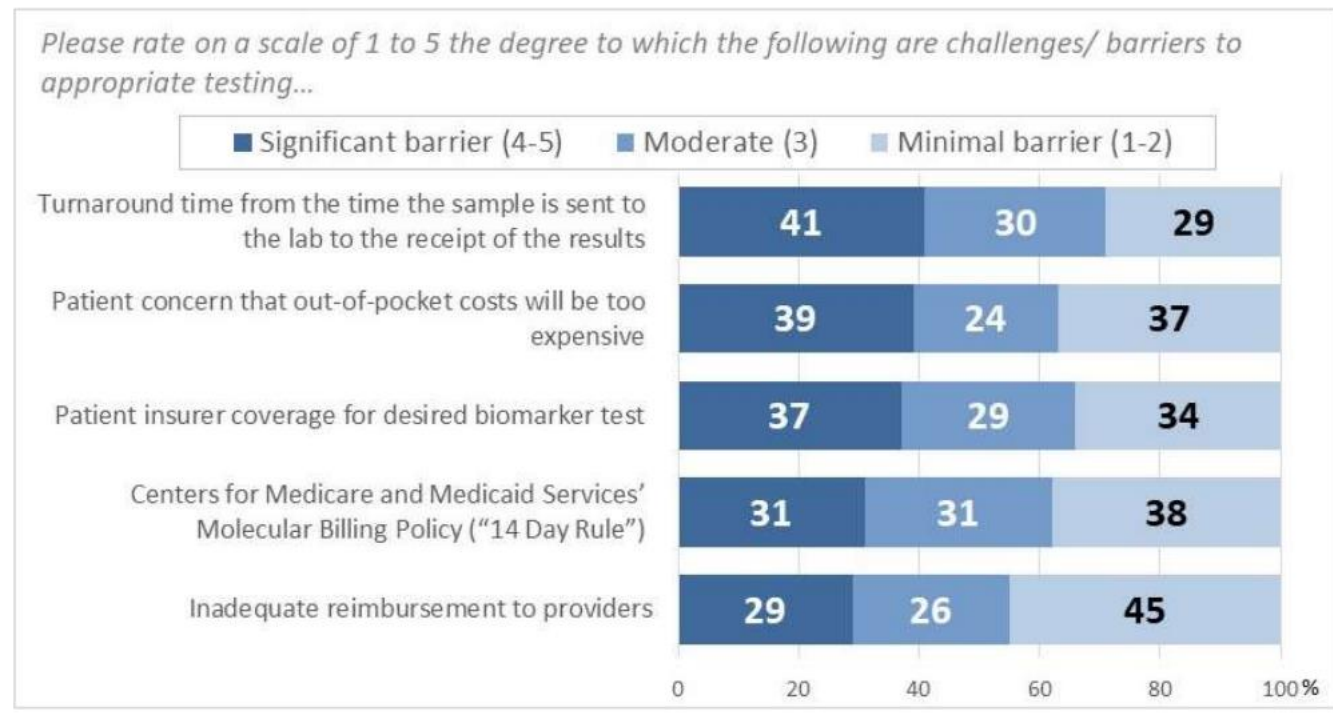
- A recent paper in Personalized Medicine highlights gaps between insurance coverage and clinical practice guidelines.
- Although 91% of plans evaluated reference NCCN treatment guidelines in their biomarker testing policies, 71% are “more restrictive” than these guidelines for biomarker testing in patients with advanced breast, non-small cell lung cancer, melanoma and/or prostate cancer.

Wong, W., et al. (2022) *Alignment of health plan coverage policies for somatic multigene panel testing with clinical guidelines in select solid tumors.*

Barriers: Insurance

Provider experiences

- National survey of oncology providers found **insurance coverage** and **cost concerns** are **top barriers to appropriate use of biomarker testing** for their patients

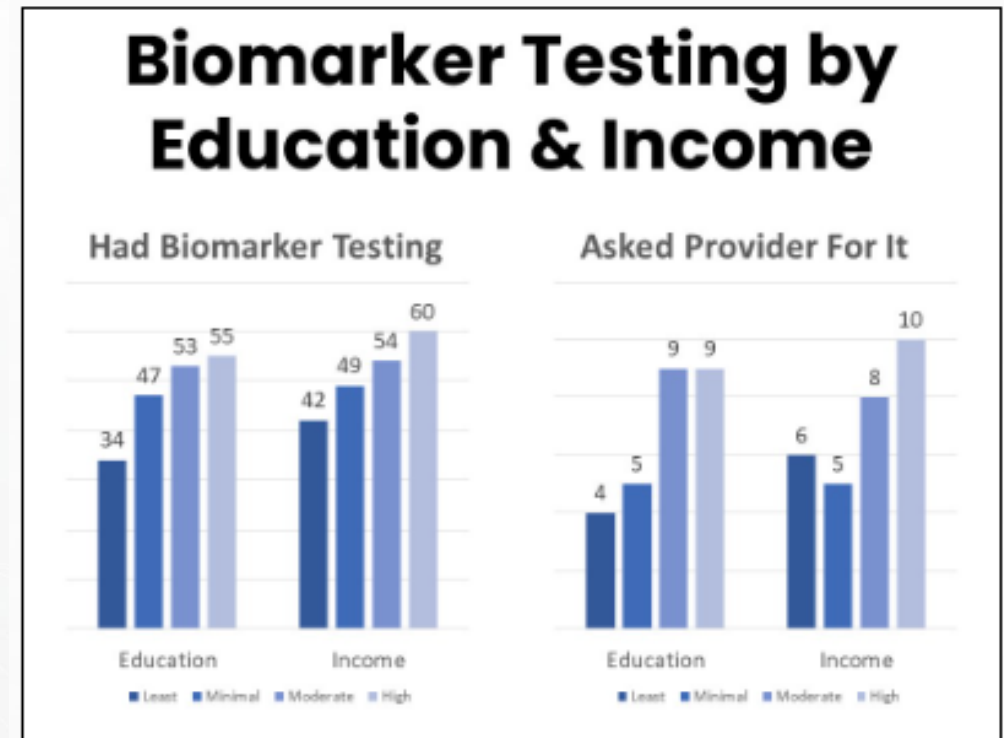


Understanding Provider Utilization of Cancer Biomarker Testing. ACS CAN. Dec. 2021.

Barriers: Insurance

Patient experiences

- October 2023 *Survivor Views* survey on biomarker testing found more patients (49%) are receiving biomarker testing than in 2020 (39%).
 - **Half of patients tested report it allowed them to avoid unnecessary treatments or procedures.**
 - **Three percent were able to enroll in a clinical trial because of their results.**
- Disparities persist by **income, education, insurance type.**
 - Of those who did not receive biomarker testing, 9% report lack of insurance coverage of needed testing as the reason.
- Patients who received testing overwhelmingly agree it helped their providers better treat their cancer.



Legislation to Address Coverage Gaps

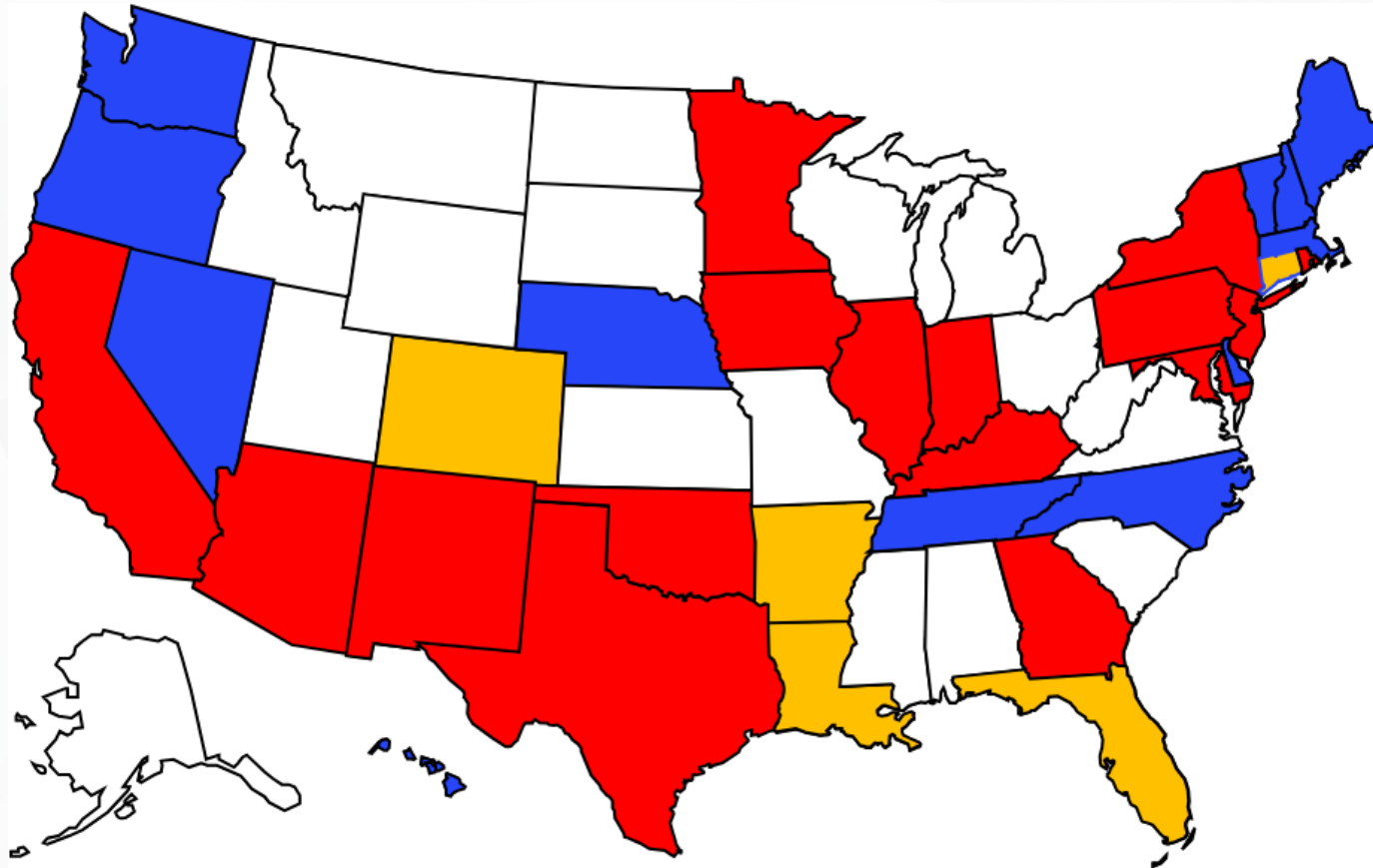
Requires state-regulated insurance plans including Medicaid to cover comprehensive biomarker testing for the purposes of diagnosis, treatment, appropriate management or ongoing monitoring when supported by medical and scientific evidence

- FDA approved and cleared tests
- Labeled indications and warnings on FDA approved drugs
- CMS national and local coverage determinations
- Nationally recognized clinical practice guidelines and consensus statements

Disease and stage agnostic

- Biomarker testing shall be covered for the purposes of diagnosis, treatment, appropriate management or ongoing monitoring of an enrollee's disease or condition when supported by any of the above evidence.

Legislation to Expand Access to Biomarker Testing



	Legislation expected 2025
	Law enacted
	Narrow law enacted

Legislation enacted: AZ, AR*, CA, CO*, CT**, FL**, GA, IL, IN, IA, KY, LA*, MD, MN, NJ, NM, NY, OK, PA, RI, TX

2025 legislation anticipated: CT*, DE, HI, MA, ME, NE, NV, NH, NC, OH, OR, TN, VT, WA

*Private plans only **Public plans only

Updated 4/29/2025

Supporting Robust Implementation

ACS CAN is working with Todd Strategy Group to support full and effective implementation efforts in states where laws have taken effect

- Initial focus on Arizona, Illinois, Rhode Island
- Laws are also effective in: Arkansas, *California*, *Colorado (large group)*, *Connecticut*, *Florida*, Georgia, *Indiana*, *Iowa*, Kentucky, Louisiana, Maryland*, *Minnesota*, New Mexico, *New York*, Oklahoma, Texas
- Passed but not yet in effect: Colorado small group and individual plans, Maryland Medicaid, Pennsylvania (all plans)

Italicized – took effect Jan. 2025 (or full effect if midyear “implementation” date in 2024)

Implementation Opportunities

- Educate providers
- Work with payers to update policies
- File appeals to payers and complaints with insurance commissioner

Broad Patient & Provider Support for Biomarker Testing



Learn more:
fightcancer.org/biomarkers

Breakout Rooms

~15 minutes



Group 1 (laws passed):

**Arizona, Connecticut, Illinois, Maryland, New Jersey,
New York, Oklahoma, Pennsylvania**

Group 2 (current or future campaign states):

Delaware, Michigan, Washington, D.C.

Breakout Rooms

Discussion Questions

- **Group 1** (laws passed)
 - Do your patients still experience barriers due to insurance denials, large co-pays or pre-authorizations?
 - How do you support patients to work through those issues? Any best practices to share?
 - Have you identified fewer issues with insurance barriers since laws were passed and implemented?
 - Do patients experience coverage issues for testing with early-stage disease or retesting if disease has progressed? (out of NCCN guidelines?)
- **Group 2** (current or future campaigns)
 - How often do you hear from patients experiencing barriers due to insurance denials, large co-pays or pre-authorizations?
 - **Initial test(s), re-testing or both?**
 - What workarounds do you have in place ensure patients can get testing without being billed?
 - How do you support patients to work through those issues? Any best practices to share?



Open Discussion

Reminders



Session 6 Slides, Recordings, & Resources will be made available within one week on the [ACS ECHO Website](#).



Is **Session 7** on your calendar?

Wednesday, May 28, 2025

4:00 – 5:00 PM EST

Didactic Topic: Patient Experience and Program Wrap-Up

Case Presenter: Patient Advocate

The Biomarker ECHO series is made possible by
funding provided by:



AMGEN



ONCOLOGY



Additional thanks to Foundation Medicine



**Please take 3 minutes to
provide feedback on today's
session.**

ACS NLCRT Lung Cancer Biomarker
Testing ECHO - Post-Session
Survey - Session 6





Questions?



ECHO Resources

[ACS ECHO Website](#)

[ACS iECHO Support](#)

[ACS Website](#)

[Project ECHO: Changing the World Fast - Video](#)



