

General Planning Program Metrics

High Risk Program Models of Care

Market:		Facility:			
LVL	CRITERIA	RESPONSE	CURRENT STATE/ACTION PLANS	RESPONSIBLE PARTY	DEADLINE FOR ACTION
Levels: I = Core; II = Comprehensive; III = Signature *The High Risk Women's Playbook describes the criteria in greater detail. High Risk Women's Playbook					
Breast COE	Facility Currently Meets SC "Core" Breast COE Criteria				
Patient Populations Identified	- High Risk for Breast Cancer				
	- At Risk for Hereditary Breast Cancer Syndromes				
	= Hereditary Risk for Additional Cancer Syndromes				
Leadership / Governance	- Designated Cancer Lead				
	- Designated Imaging Lead				
	- Designated Physician Champion/Medical Director				
	= Market Breast Program Workgroup				
	= Market HRWP Committee. Primary Care, OB/Gyn, Gyn-Onc are represented				
Screening/Diagnostic Technology	- Digital Mammography				
	- Ultrasound/Whole Breast US				
	- Needle Localization				
	- Nuclear Medicine				
	- Ultrasound-Guided Biopsy				
	- Stereotactic Biopsy				
	- Breast MRI				
	- Bone Densitometry				
	= Digital Breast Tomosynthesis				
	= MRI-Guided Biopsy				
Risk Assessment and Evaluation	- Risk Assessment - Paper Based				
	- Risk Models/Scoring - Manual				
	- Patient Results Communication - In Person/By Phone and By Letter				
	- Provider Results Communication - In Mammo Report				
	- Patient Referral for High Risk Evaluation - Pt Encouraged to Make Appointment				
	= Risk Assessment - Automated				
	= Risk Models/Scoring - Automated				
	= Patient Referral for High Risk Evaluation - Referral Initiated by Facility				
	= Risk Assessment and Management - Comprehensive Cancer Risk Assessment and Management IT Solution				
	= Pt Referral for High Risk Evaluation - Referral Appointment is Scheduled Prior to Patient Leaving Facility				

Market:		Facility:			
LVL	CRITERIA	RESPONSE	CURRENT STATE/ACTION PLANS	RESPONSIBLE PARTY	DEADLINE FOR ACTION
Genetic Counseling/ Testing Delivery	- Genetic Counseling/Testing Services - Available for Patients and Relatives				
	Genetic Counseling Delivery - External/Remote				
	= Genetic Counseling Delivery -Internal/May Be Remote				
	Genetic Counseling Delivery - Available In-Person Via Local, Qualified SC Genetic Counseling Provider				
	Genetic Counseling Professional - At Least One Certified Genetic Counselor is Part of the Care Team				
High Risk Management/ Clinic Services	- High Risk Management Delivery - External/Coordinated				
	= High Risk Management Delivery - Internal/Dispersed/Coordinated				
	High Risk Management Services - Core				
	High Risk Management Delivery - Designated Clinic/Co-location				
	High Risk Clinic Services - Comprehensive				
	Prophylactic Surgical Expertise - Comprehensive				
Providers and Navigation	- Breast Imaging Coordinator/Navigator - SC Trained				
	GC Providers - Meet CoC/NAPBC Training/Education Standards				
	Physician Expertise - FT Trained/Specialization Breast Imaging and Breast Surgery				
	= HR Management Providers - Nationally Recognized Training Program				
	III Breast Imaging Coordinator/Navigator -Certified				
Pathways/ Guidelines	Gail Model - For Chemoprevention				
	Tyrer Cuzick (IBIS) Model Version 6 or higher - v 7 or 8 recommended				
	Genetic Counseling Guidelines- NCCN® Guidelines				
	Genetic Testing Guidelines - NCCN® Guidelines				
	= High Risk Management Guidelines - NCCN® Guidelines				
Support and Prevention Services/Outreach	- Community Outreach - 1 Annually				
	= Nutritional Counseling				
	Healthy Lifestyle Counseling				
	III Community Outreach - 2 Annually				
	Tobacco Cessation Counseling				
	High Risk Support Group				
Clinical Research	III Engages in High Risk Research				

Women's Imaging High Risk Financial Model

FINANCIAL MODEL/REVENUE OPPORTUNITY

Operating Expenses

Staffing (Annualized)

FTE Breast Imaging Coordinator	\$ 93,940
FTE Genetic Counselor	\$105,530
FTE Nurse Practitioner	\$126,880
Total (Benefits included)	\$326,350

Information Technology

Comprehensive IT Solution	\$ 5,000
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Total Annual Expenses	\$331,350
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Assumptions

Costs

- Assumes additional FTEs needed

Volumes/Revenues

- Assumes Use of Tyrer-Cuzick V 7 or 8
- Assumes use of NCCN Guidelines
(Genetic Evaluation)

10,000 Screening Mammograms

Procedure	Estimated Eligible	Adoption Rate	Annual Volume	Year 1 Net Income
Breast MRI (9% is HR "retained")	1500 (15%)	60%	900	\$1,268,100
Genetic Consults (50% of the 20% high risk)	2000 (20%)	50%	1000	109,780
Prophylactic Mastectomy (.2% of HR retained)	18 (0.2%)	100%	18	\$306,630
Prophylactic Hysterectomy	18 (0.2%)	100%	18	\$181,224
Prophylactic Oophorectomy	18 (0.2%)	100%	18	\$103,356
Diagnostic F/u	100 (0.9%)	100%	90	\$46,170
Diagnostic BX (10% diagnostic f/u)	10 (0.9%)	100%	9	\$21,132
Estimated Net Revenue				\$2,036,392
Less Estimated Operating Expenses				\$331,350
Estimated Net Income				\$1,705,042



Financial Proforma represents the financial opportunity for a high performing, comprehensive HRWP

**Does not include additional revenues from US, or other screening procedures, reconstructions or E & M visits*

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HRWP Metrics/Measures







Master Set

HRWP – KEY PERFORMANCE METRICS/DATA FIELDS -







(TO BE REPORTED MONTHLY OR QUARTERLY. MAY NOT INCLUDE ALL OUTCOMES STUDY/IT METRICS)

Risk Assessment at Screening Mammography 	Supplemental Screening 	Genetic Evaluation/ Testing 	High Risk Consultation 	Proactive & Preventative Medical Management 	HRWP Program 
<p>KEY METRICS</p> <ul style="list-style-type: none"> % of screening mammography patients completing risk assessment <p>MEASURES</p> <ul style="list-style-type: none"> # of screening mammography patients # of screening mammography patients completing risk assessment 	<p>KEY METRICS</p> <ul style="list-style-type: none"> % of screening mammography patients with TC lifetime risk $\geq 20\%$ % of patients in whom breast MRI screening is recommended % of patients who complete breast MRI and associated revenue <p>MEASURES</p> <ul style="list-style-type: none"> # of screening mammography patients with lifetime risk $\geq 20\%$ (TC) # of above patients in whom breast MRI screening is included as a recommendation on the CARE/mammo report # of screening mammography patients with lifetime risk $\geq 20\%$ that complete breast MRI exam within 15 months Revenue from above MRI exams 	<p>KEY METRICS</p> <ul style="list-style-type: none"> % of screening mammography patients who are genetic counseling (GC) candidates % of patients in whom GC is recommended % of patients who complete GC <p>MEASURES</p> <ul style="list-style-type: none"> # of screening mammography patients meeting NCCN criteria for GC # of above patients in whom GC is included as a recommendation on the CARE/mammography report # of screening mammography patients who are GC candidates that complete the GC visit at the center within 15 months 	<p>KEY METRICS</p> <ul style="list-style-type: none"> % of screening mammography patients identified as "high risk" % of patients in whom a high risk (HR) consult is recommended % of patients who complete a HR consult <p>MEASURES</p> <ul style="list-style-type: none"> # of screening mammography patients that are "high risk" (in one or more of the following categories: $\geq 20\%$ TC lifetime risk, GC candidate, $\geq 2\%$ 5 year Gail risk) # of above patients in whom a HR consult is included as a recommendation on the mammography report # of "high risk" screening mammography patients that complete initial HR consult at the center within 15 months 	<p>KEY METRICS</p> <ul style="list-style-type: none"> % of patients compliant with chemoprevention % of patients compliant with breast surgical consult % of patients compliant with GYN surgical consult <p>MEASURES</p> <ul style="list-style-type: none"> # of "high risk" patients that are prescribed chemoprevention # of above patients that comply with chemoprevention # of "high risk" patients that are referred for breast surgical consult # of above patients that complete breast surgical consult # of "high risk" patients that are referred for GYN surgical consult # of above patients that complete GYN surgical consult 	<ul style="list-style-type: none"> Program must achieve a minimum of "Core" level HRWP Center of Excellence Data related to patient experience, satisfaction, stress levels (to be included in HRWP outcomes study)

HRWP – Key performance Metrics

Risk Assessment at Screening Mammography 	Supplemental Screening 	Genetic Evaluation/ Testing 	High Risk Consultation 	Proactive & Preventative Medical Management 	HRA Program 
KEY METRICS <ul style="list-style-type: none"> • # of all screening mammography patients (or other defined population) sent risk assessment invitation • % patients completing risk assessment pre-appoint/remotely • % patients completing risk assessment total • Assessment completion over time • Breakdown of patients by cancer type • Patients by Pre-Test Status • NCCN met/not met by gender/ethnicity 	KEY METRICS <ul style="list-style-type: none"> • % of screening mammography (SM) patients with lifetime risk $\geq 20\%$ • % of unaffected patients with lifetime risk $\geq 20\%$ • % of unaffected SM patients with lifetime risk $\geq 20\%$ in whom breast MRI screening is included as a recommendation on the mammo report • % of unaffected SM patients with lifetime risk $\geq 20\%$ that complete breast MRI exam within 15 months <p>(Include % of patients with Gail 5-yr risk of $>3.0\%$?)</p>	KEY METRICS <ul style="list-style-type: none"> • % of patients that met NCCN criteria • % of patients who are genetic counseling (GC) candidates • % of patients that complete pre-test education/counseling • % of patients that complete a genetic test • Genetic test orders over time • Genetic Test Order Result breakdown • % of patients presenting with a positive mutation • Gene Mutation (Positive) classification • Average OOP for patients that complete genetic testing • Clinical management recommendations based on genetic test results • # of patients who completed clinical management recommendations 	KEY METRICS <ul style="list-style-type: none"> • % of screening mammography patients identified as “high risk”* • % of patients in whom a high risk (HR) consult is recommended • % of patients who complete a HR consult <p>*one or more of the following: 5 year risk $>3.0\%$; lifetime risk $>20\%$; GC candidate</p>	KEY METRICS <ul style="list-style-type: none"> • % of patients compliant with chemoprevention • % of patients compliant with surgical consult • % of patients compliant with specialty consult • % of patients compliant with preventative diagnostics • % of patients managed with proactive & preventative medical management 	<ul style="list-style-type: none"> • Program must achieve a minimum of “Core” level HRA Center of Excellence • Data related to patient experience, satisfaction, stress levels • Downstream revenue associated with all visits/procedures

HRWP – Other Data of Interest

Risk Assessment at Screening Mammography 	Supplemental Screening 	Genetic Evaluation/ Testing 	High Risk Consultation 	Proactive & Preventative Medical Management 	HRWP Program 
<ul style="list-style-type: none"> Reasons for declining risk assessment 	<ul style="list-style-type: none"> No show and cancellation rates for breast MRI Reasons for declining or canceling breast MRI Wait time for breast MRI screening % of patients who return for breast MRI screening in subsequent years after initial exam and revenue Downstream imaging exams and procedures generated by breast MRI in <u>high risk</u> women % of patients in whom breast MRI screening leads to a cancer diagnosis, including stage # of adverse reactions and details (<u>i.e.</u> contrast rxn) Data re: patients w/dense breasts, <u>i.e.</u> overall # stratified by lifetime risk, # in whom SBU/WBUS is recommended, # of resulting SBU/WBUS exams at center and associated revenue 	<ul style="list-style-type: none"> # and type of referrals for GC visits (<u>i.e.</u> as part of risk assessment process, referred by outside healthcare provider, self-referred, etc) # of and revenue associated with GC visits (initial vs. return) No show and cancellation rates for GC visits Reasons for declining or canceling GC visit Wait time for GC visit # of genetic tests ordered, including breakdown of results and how results are disclosed (in person or by phone) % of patients seen for GC that meet NCCN guidelines for genetic testing, % that undergo genetic testing and reasons for decline Insurance coverage of genetic testing for all patients who want it: covered, denied and canceled, denied and self paid, covered but chose to self pay for other reasons (include data on which patients meet NCCN guidelines and which do not) 	<ul style="list-style-type: none"> # and type of referrals for HR consults (<u>i.e.</u> as part of risk assessment process, referred by outside healthcare provider, self-referred, etc) Data on subsequent return visits to HR clinic after initial exam # of and revenue associated with HR consults (initial vs. return) No show and cancellation rates for HR consults Reasons for declining or canceling HR consult Wait time for HR consult # of "high risk" patients that discontinue HRT 	<ul style="list-style-type: none"> # of "high risk" patients that are referred for/complete oncology consult # of "high risk" patients who undergo prophylactic mastectomy +/- reconstruction, including type of reconstruction and associated revenue # of "high risk" patients who undergo prophylactic BSO (+/- TAH), including robotic surgeries and associated revenue Mutation status for patients who undergo preventive surgeries # of adverse reactions to chemoprevention and details 	<ul style="list-style-type: none"> % of "high risk" screening mammography patients that were diagnosed with breast cancer, state, and the initial imaging exam that led to the diagnosis % of "high risk" screening mammography patients that are compliant with annual screening mammography Information about relatives of "high risk" patients (# referred for GC and/or HR consult, outcome of risk assessment/genetic testing, number who come to center for imaging, high risk management, preventive surgeries, etc... and associated revenue) Data related to which interventions impact compliance with screening and risk reduction (<u>i.e.</u> GC visit, HR consult, etc...)