

Case Study



MINNESOTA ONCOLOGY

Minnesota Oncology Drives Practice Efficiency and Value-Based Care with Practice InsightsSM



MINNESOTA ONCOLOGY

LOCATION:

12 sites across the Minnesota
Twin Cities area

PHYSICIANS:

52

**ANNUAL PATIENT
VOLUME:**

>100,000 provider visits

Minnesota Oncology uses McKesson Specialty Health's Practice Insights to harness existing data to drive better patient care, implement internal improvement initiatives and build a foundation for value-based care.

Practice Insights enables stakeholders across the organization to mine data and create actionable reports on a wide range of performance metrics required by their strategic payer partnerships. It also helps the practice drive quality improvement initiatives, efficiently manage nursing resources, identify potential patients for clinical trials and report metrics that demonstrate high quality, evidence-based care, thereby strengthening referring physician and payer relationships. Practice Insights brings data from multiple resources together, including Minnesota Oncology's practice management system, billing and claims portal, iKnowMedSM Electronic Health Record (EHR) and Clear Value PlusSM.

Efficiently accessing and utilizing practice data

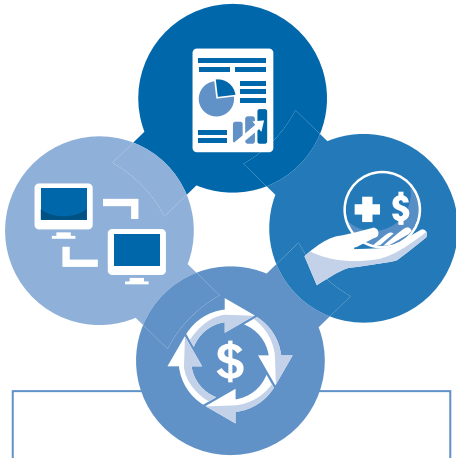
As part of its strategic partnerships, Minnesota Oncology must share performance information with others to verify that certain patient care activities occurred.

"It was not possible to readily obtain this information without incurring fees for report development and delivery. The automated reporting requests were cost prohibitive. Yet manually preparing these reports was also not a viable option due to the burden on our practice staff, so we turned to the team at The US Oncology Network and McKesson Specialty Health," said Rhonda Henschel, Director, Managed Care and Quality at Minnesota Oncology.

Practice Insights offers a much more efficient and cost-effective solution to meet Minnesota Oncology's reporting requirements, while also providing valuable insight into other areas of the practice. Physicians and staff utilize the web-based dashboard to readily create customized reports on patient volumes, drug/regimen/treatment selection and administration, trending patient clinical and demographic information, and billed charges.

Practice Insights is an advanced analytics solution that provides community-based oncology practices with actionable insights from data across clinical, financial and operational functions of the organization. It draws from multiple data sources to deliver timely and easy-to-understand reports that can be leveraged to support more informed decisions, empower better outcomes for patients and practices and provide critical information to drive value-based care.

"Users now have quick and easy access to practice performance data without having to rely on my team to pull the reports," noted Henschel.



Practice Insights Key Benefits

- **Quick and easy access to practice data from across multiple systems**
- **Advanced reporting capabilities via a user-friendly dashboard**
- **Visibility across clinical, financial and operational areas**
- **Access to performance metrics, practice patterns and peer/industry benchmarks**
- **Identify opportunities for operational efficiencies, quality improvement and revenue optimization**
- **Enable value-based care by providing insight into the coordination, cost and value of patient care**
- **Participate in value-based care programs such as ACOs, MIPS and OCM**
- **Quickly identify patient populations eligible for clinical research trials**



Improving clinical outcomes

In addition to meeting strategic partnership requirements, Minnesota Oncology also needed more meaningful views of their data to identify and analyze quality improvement opportunities. Practice Insights identified target populations to assess adherence to national guidelines. Were advanced stage lung cancer patients receiving palliative care? Were patients with curative lines of therapy receiving survivorship care plans?

These services provide an extra layer of support to help patients live well and prevent costly interventions like emergency department visits and hospitalizations by proactively managing symptoms, providing education on managing late-term effects and early identification of recurrences or secondary malignancies. Using Practice Insights, Minnesota Oncology can identify and educate providers and staff not following guidelines to improve the quality of patient care and provide a better patient experience.

Other technologies seamlessly integrate with Practice Insights to provide high value solutions

Minnesota Oncology relies on other technologies from McKesson Specialty Health to support quality care and operational efficiencies such as Clear Value Plus, a regimen support tool that presents evidence-based treatment options and financial information at the point of care. All physicians at the practice use Clear Value Plus to order chemotherapy and supportive care services. It is also used to generate treatment plan summaries for patients and monthly pathways adherence reports for physicians. The visibility and objective transparency of the reports has helped to increase physician compliance to pathways from 78 percent to 88 percent within eight months.

For more information about Practice Insights and other solutions from McKesson Specialty Health that can help your practice thrive in the changing healthcare landscape, email our team at msh.providers@mckesson.com

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