

## Managed Oncology Service

### Employer Trends in Oncology Management

While the incidence of cancer remains relatively low compared to other conditions, the increasing cost and complexity of treatment make this a difficult condition for employers to manage. HIRC's new report, *Employer Trends in Oncology Management*, examines employers' approaches to the management of oncology treatments and addresses the following questions:

- How concerned are employers about cancer care?
- How involved are employers in managing cancer treatments? What factors would cause employers to manage cancer more aggressively?
- What is the most common type of management control for cancer treatments recognized by employers?
- How do employers use specialty pharmacy providers for oncology?
- Will employers be endorsing clinical pathways and preferred product lists?
- What type of cancer support programs do employers have in-place? Which vendors support these programs?

#### Key Finding:

*Despite the high cost and complexity of care, the majority of employers are not seeking to tightly manage cancer treatments.*

### Cancer is top area of concern for employers

Employers were asked to rate their concern across 15 specialty therapeutic areas and they rated cancer as the number one specialty area of concern. The impact that cancer has on medical, pharmacy, as well as indirect costs make this a high area of concern to benefits managers. HIRC believes that employers' high level of concern about managing cancer treatment will eventually move them to examine the value and the quality of treatment options.

#### Top Five Specialty Areas of Concern

Cancer

Rheumatoid Arthritis

Multiple Sclerosis

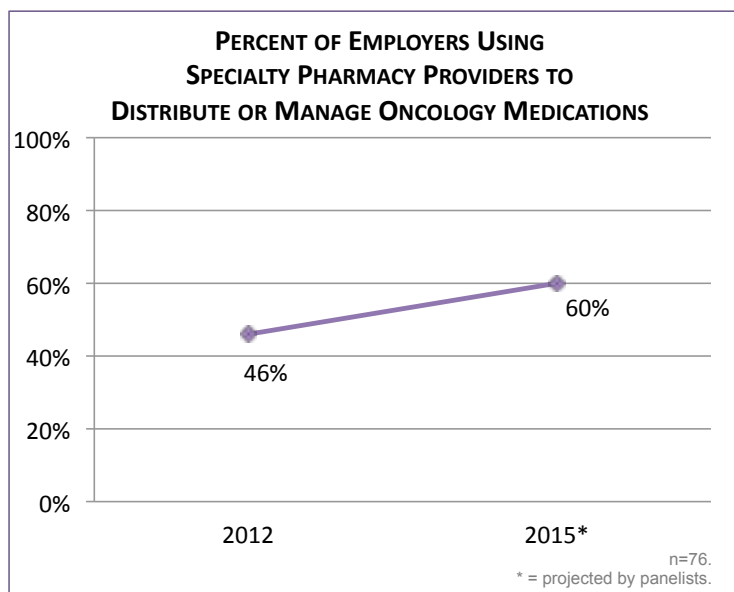
Asthma

Hemophilia

## Physician and employee pushback may limit extensive use of specialty pharmacy providers

Nearly half [46%] of employers report using specialty pharmacy providers [SPPs] for the management and/or distribution of oncology medications; this is expected to grow to 60% by 2015.

- Employers believe that patient-use of SPPs can reduce costs without jeopardizing the quality of employee care.
- Requiring employee use of SPPs is relatively simple to implement compared to other UM tools.



Additional insights into how employers are managing cancer care and impacting employee access to oncology treatments, may be found in the complete report, *Employer Trends in Oncology Management*.

## Research Methodology and Report Availability

In January 2012, HIRC surveyed 64 large employers and 12 health care coalitions through a combination of online surveys and follow-up telephone interviews. These large employers manage over one million benefit eligible employees and all have greater than 5,000 active employees.

The *Employer Trends in Oncology Management* report is part of the *Managed Oncology Service*, and is now available to subscribers at [www.hirc.com](http://www.hirc.com).

## The Managed Oncology Service

offers insights, analyses and recommendations specific to oncology that are focused on manufacturer value-added programming, account management support, patients' cost burden, and developing management trends, such as clinical pathways.

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# HIRC

HEALTH INDUSTRIES RESEARCH COMPANIES (HIRC) is an independent, nonpartisan organization that conducts strategic market research on trends in health care, pharmaceuticals and managed care businesses. HIRC's benchmark studies focus on the marketing needs of pharmaceutical companies by providing research critical to the development of successful customer-focused marketing strategies.

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