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MEDICAL ONCOLOGY ASSOCIATION OF  
SOUTHERN CALIFORNIA, INC.



SPAC

Sargas Pharmaceutical Adherence and  
Compliance International

*Together we ensure access to quality and affordable care for cancer patients*



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MEDICAL ONCOLOGY ASSOCIATION OF  
SOUTHERN CALIFORNIA, INC.

[www.spacinternational.com](http://www.spacinternational.com)



# SPAC

Sargas Pharmaceutical Adherence and  
Compliance International

***No matter what the circumstances,  
we will help you take your prescribed  
drugs on time***



## SPAC

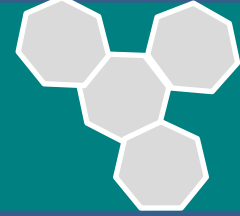
Sargas Pharmaceutical Adherence and  
Compliance International



[www.spacinternational.com](http://www.spacinternational.com)

# Automation delivers Chronic Care Management

## Current Model



**Oncologist**

**Payer**

Insurance Eligibility

Patient Assistance Programs

Adherence & Compliance Programs

Pharmacies

**Patient**

Co-Pay Assistance

Disease/Treatment Understanding

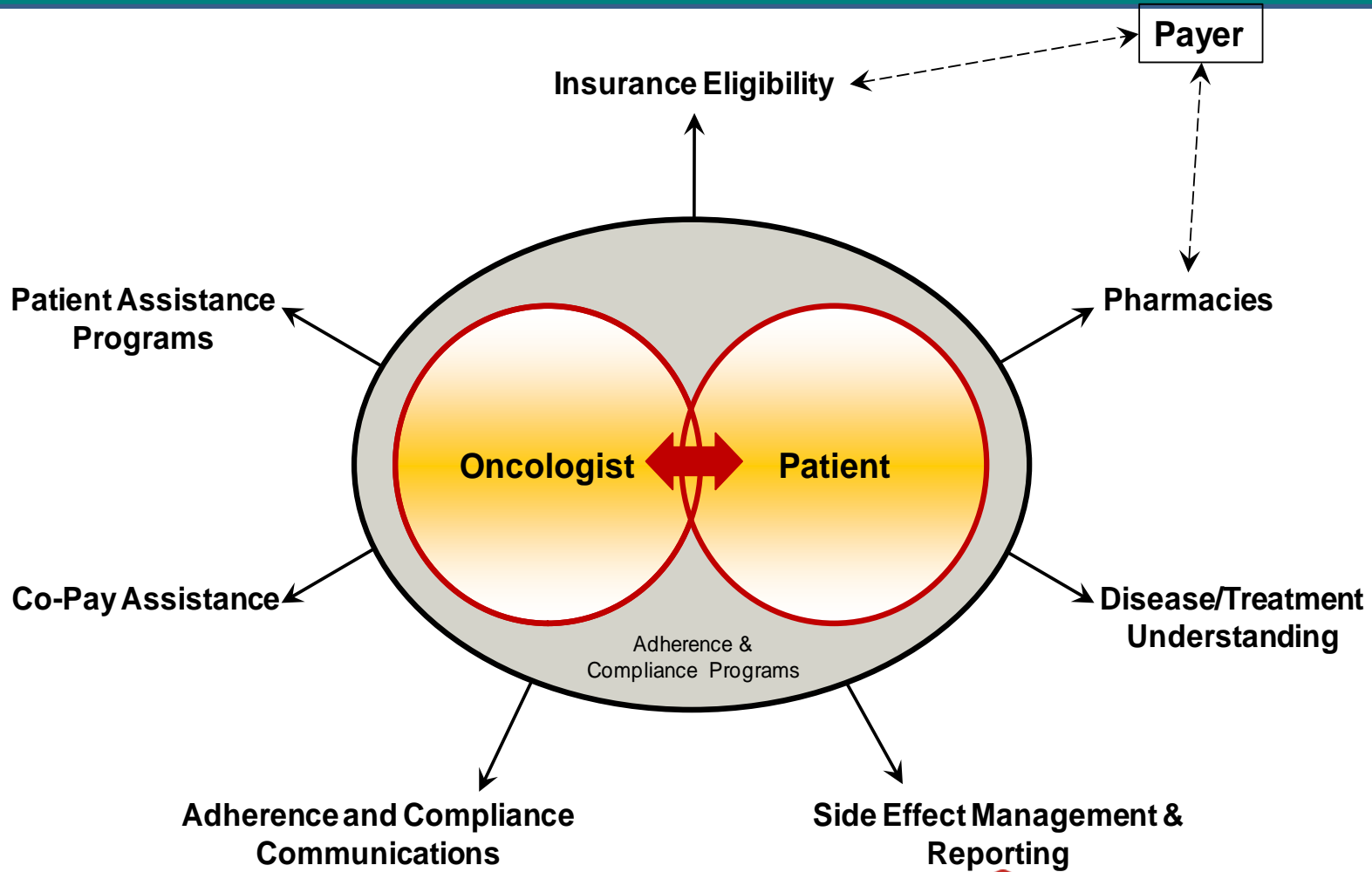
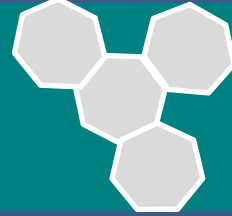
Adherence and Compliance Communications

Side Effect Management & Reporting



# Automation delivers Chronic Care Management

## SPAC Model



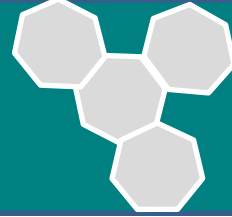
**SPAC**

Sargas Pharmaceutical Adherence and Compliance International

MOASC

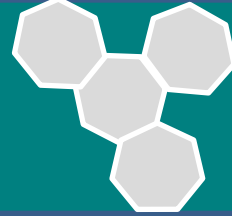
MEDICAL ONCOLOGY ASSOCIATION OF SOUTHERN CALIFORNIA, INC.

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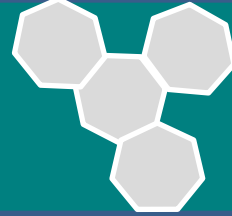
## WHY SPAC?

- **Sargas provides the compliance, adherence, chronic care management and 24/7 medication monitoring by hand holding the patients.**
- **Sargas captures revenue, visits, scripts and provides better patient care.**
- **Sargas delivers better outcomes and survival**
- **Sargas keeps the physicians informed through the entire treatment cycle in real time.**



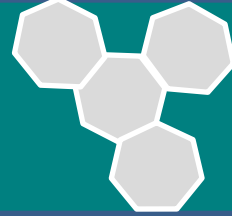
## WHY SPAC?

- **SPAC program activates in the exam room when the script is written and then it tracks the delivery of that entire treatment.**
- **SPAC is a conduit that connects patients, physicians, insurance companies, co pay programs, authorization programs and other patient services.**
- **SPAC's vision is to provide the patient with the drug in the most efficient manner by working with the providers.**



## WHY SPAC?

- Sargas provides administrative support via a personal phone contact or mobile applications like Apple or Android
- Sargas helps schedule the follow up and captures patient reluctance (e.g. mouth sores, fatigue) to treatment in real time.
- Sargas cloud application works with patient, primary care, oncologists, other specialists, and pharmacies and infusion site
- Sargas follows up on the patient on a daily, weekly and monthly basis



- mHealth applications that engage the patient with their physicians.
- Immediate feedback on patient symptoms and performance status.
- Patient health information exchange portal for the multispecialty.



# Adherence and Compliance Approach

## SPAC I phone Flow Diagram



Splash Screen



Login Screen



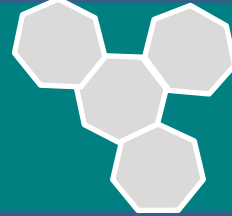
Home Screen



Copyright 2012 SPAC International

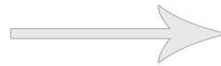
# Adherence and Compliance Approach

## SPAC iPhone Flow Diagram



### My Meds

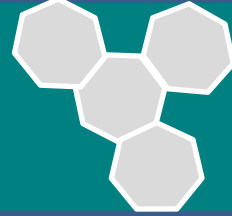
Open from "Medi" Button Home Screen



### Take Today

Open from "Take Today" Button Home Screen

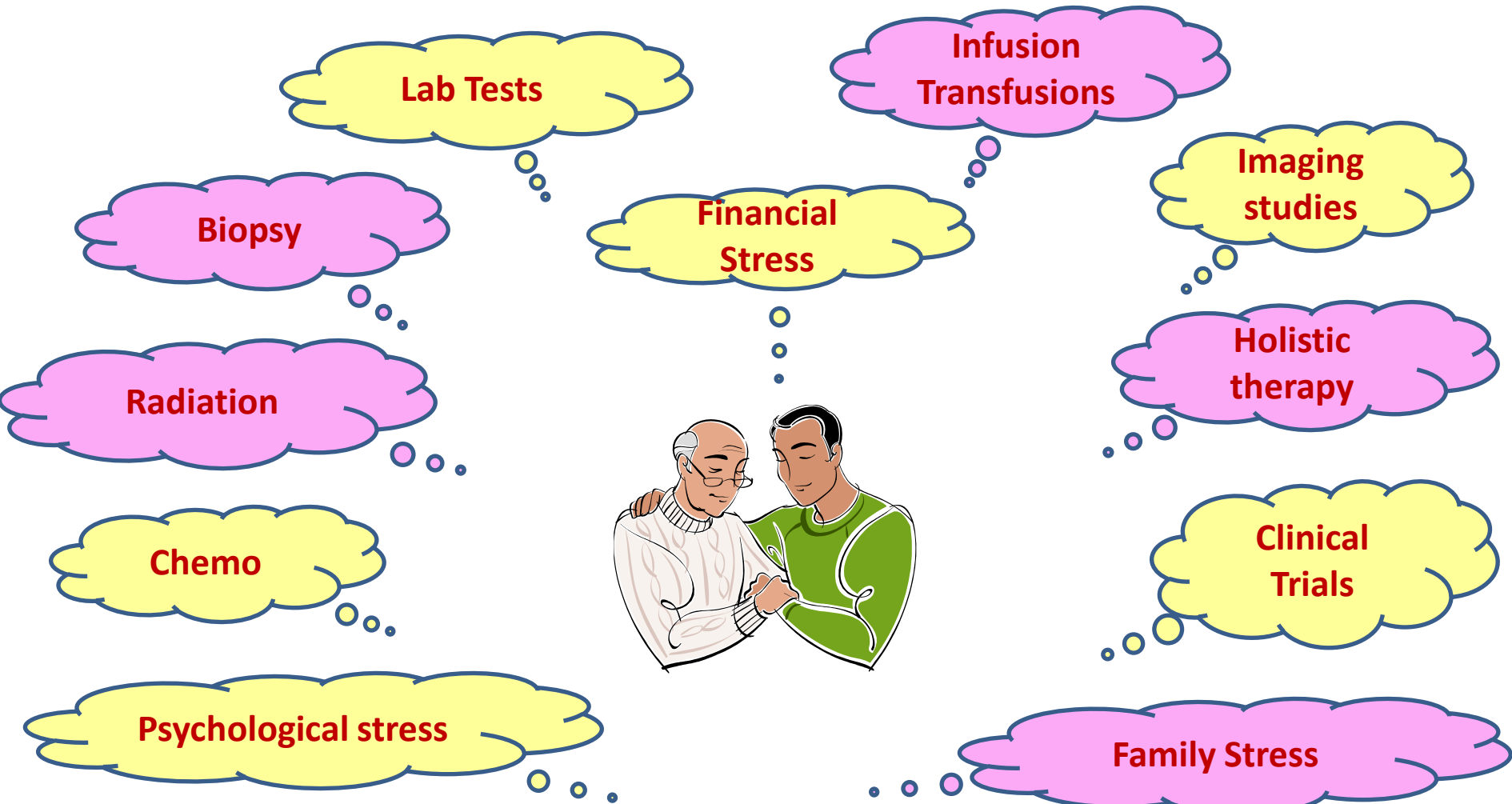


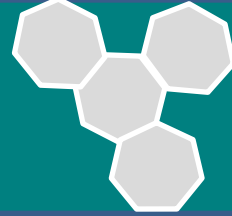


Providing any patient services that do not begin with their physician leads to confusion for the patient and all other service providers.

Sargas has developed its patient centered solutions with the oncologist and their staff such that they are aware and have control over their patient's experiences

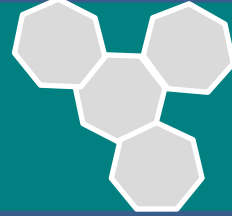
# A day in the life of a Cancer Patient.





- **Minimizing the barriers that prevent patients from quickly accessing their treatments.**
- **Utilizing all possible means including mHealth to communicate with patients and their caregivers or family members in the way that works best for them. Text messages, phone follow-up and email messages regarding treatment compliance.**
- **Care teams comprising of nurses and certified health professionals to assist the patients 24/7 with their treatment needs.**

# Automation delivers Chronic Care Management Patient Module



## Patient Module- Dashboard

Dashboard   Drug Schedule   Prescriptions   Appointments   Procedures   Stories ▾   Other ▾   FAQs   Account ▾

Dashboard

Statistics

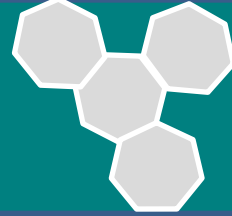
Drugs To Take (Today)	NAME	TIMES
	Capecitabine (Xeloda)	09:00 AM
	Imbruvica (ibrutinib)	7:00 PM
	Zytiga	4:00 PM
	Prednisone	08:00 AM, 8:00 PM

Next Appointment: No Appointment

Quick Links

- Profile
- Drug Schedule
- Appointments
- Prescriptions
- Logout

# Automation delivers Chronic Care Management Patient Module



Dashboard Drug Schedule Prescriptions Appointments Procedures Stories Other FAQs Account

## Prescription

**PRESCRIPTION DETAIL**

Status : **Active**  
Start Date : 15 Apr 2014  
Physician : Alen Test  
Notes : with milk

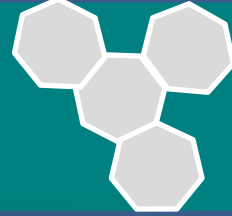
## Drugs

Sr.	Drug	Diagnosis Code(s)	Timings	Drug taking instruction	Quantity	Dosage	Day Interval	Refill	Refill Units	Remaining Units	End Date
1	Xgeva	D075 : details not available.	10:30 AM	null	10	250 mg	Every 3 Day	5	10	60	12 Oct 2014

1

Patient can view prescription detail with dosage information, timings to take and notes.

# Automation delivers Chronic Care Management Patient Module



Dashboard Drug Schedule Prescriptions Appointments Procedures Stories Other FAQs Account

## Drug Schedule

Physician :  Drug :  From Date :  To Date :

Enter 3 char. to view matching name.

Filter :  All  Pending  Taken  Skipped  Discontinued

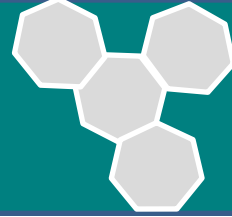
Sr.	Date	Drug	Scheduled Time	Status	Action	Time Taken	Notes
1	07 Apr 2014	Xgeva	09:15 AM	Taken by Patient		<input type="text" value="09:15"/>	---
2	07 Apr 2014	Provenge (Sipuleucel-T)	11:00 AM	Skipped by Patient	<input type="button" value="View Skip Reason"/>	---	---
3	07 Apr 2014	Provenge (Sipuleucel-T)	11:00 AM	Skipped by Patient	<input type="button" value="View Skip Reason"/>	---	test
4	07 Apr 2014	Xgeva	3:30 PM	Pending	<input type="checkbox"/> <input type="button" value="Take Now"/> <input type="button" value="Skip"/>	<input type="text"/>	Add
5	07 Apr 2014	Provenge (Sipuleucel-T)	4:00 PM	Pending	<input type="checkbox"/> <input type="button" value="Take Now"/> <input type="button" value="Skip"/>	<input type="text"/>	Add

First  Last

Patient can view scheduled drug information for today as well as for past and future by changing date range. Patient's action for scheduled drug will be captured here. He can either take the scheduled drug or skip by selecting relevant reason from the drop down list.



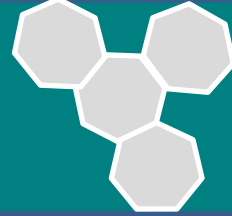
# Automation delivers Chronic Care Management SPAC Model



*Physicians would bill Medicare for chronic-care management using a new G code. It would apply to at least 20 minutes of management services over 30 days for a patient whose multiple chronic conditions are expected to last at least 12 months, or until death, and that represent a significant risk for death, functional decline, or acute exacerbation or decomposition. Chronic-care services must be available on a 24/7 basis, but a clinical staff member can provide them at the midnight hour on an "incident-to" billing basis without direct supervision.*



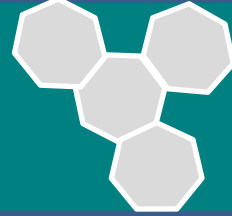
# Our chronic care management (CCM) services includes:



- Regularly updated comprehensive patient centered plan of care (to be provided by the physician) (Patient specific plan of treatment or Regimen or prescriptions)
- Continuity of care through access to established care team (Patient specific doctors) for successive routine appointments (Our system provides access to patient information to the physicians that share the same patient)
- Scheduled preventive service and medication monitoring by our trained staff with custom mobile health applications for patients.

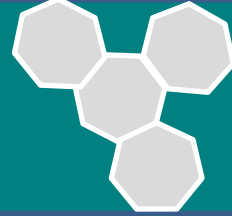


# Our chronic care management (CCM) services includes:



- **24/7 Patient access to a care team. After business hours, our staff of nurses and care team is available for the patient to address acute chronic care needs.**
- **24/7 Patient care team access (all the physicians will have access to each patient's medical information via our cloud physician portal and pharmacy portal)**
- **There is an opportunity for patients to communicate with our care team by telephone, secure messaging and other communication modalities like email, and live support for 24/7**

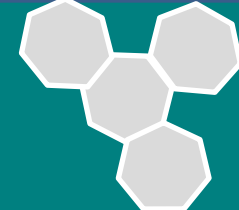
# Our chronic care management (CCM) services includes:



- We help in the management of care transitions facilitated by electronic exchange of health information via our HIPPA compliant cloud portals
- 24/7 access to medical information for care coordination for the patient's medical team and to support each patient's psychosocial needs and functional deficits.



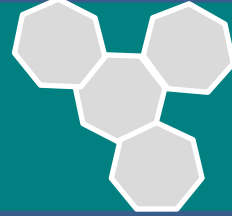
# Our chronic care management (CCM) services includes:



**Medicare will pay for only patients with two chronic diseases. Physicians will have to bill and collect on their own for these services. Patients will have to pay 20% co-payment for these services.**



# Automation delivers Chronic Care Management Physician Module



## Physician Module- Dashboard

Dashboard Quick Access Patients Drug Schedule Prescriptions Appointment REMS Others

### Dashboard

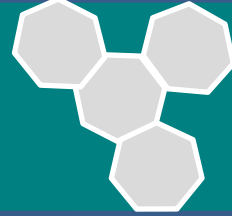
#### Statistics

Total Appointments (today)	<b>1 Appointments</b>		
Next Appointment	<b>DATE</b>	<b>TIME</b>	<b>PATIENT</b>
	10th, Jan 2013	3:15 PM	John Matthew
New Patients	<b>1</b>		

#### Quick Links

- Profile
- Patients **1 new**
- Appointments
- Drug Schedule
- Prescriptions
- Logout

# Automation delivers Chronic Care Management Physician Module



Dashboard Quick Access Patients Drug Schedule Prescriptions Appointment REMS Others

Patient :    
(Enter 3 chars. to view matching names.)

Patient Details Insurance Details Prescriptions Drug Schedule Appointments Procedures Add Prescription Add Appointment Add Procedure

Profile : ryan test (Patient)

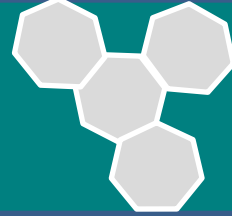
**PATIENT DETAIL**

Type	: Patient	E-mail	: spacpatient@gmail.com
First Name	: ryan	Daytime Phone	: 6613741156
Last Name	: test	Evening Phone	: 6613741156
Address	: Bakersfield	Cell Phone	: 6613741156
City	: Bakersfield	Best Time To Call	:
State	: California	Leave Messages On Phone	: Yes
Zip	: 93309	Reminder Preference	: SMS
Caregiver Name	: care taker	Accept Receive Updates	: Yes
Physician Name	: Robert Moore, Gitesh Patel, Alen Test	User name	: Rtest
Pharmacy Name	: CBCC		

Hint : Choose patient to view details.

This is how screen will show patient's detailed profile and have option to add prescription, appointment and procedure. Patient's current insurance detail, prescription and drug schedule can be viewed from here too.

# Automation delivers Chronic Care Management Pharmacy Module



## Pharmacy Module- Dashboard




Dashboard Quick Access Patients ▾ Prescriptions ▾ Account ▾

Dashboard

Statistics

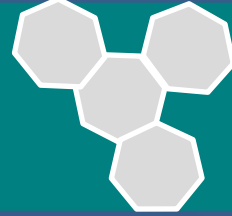
Drug Alert	6
------------	---

Quick Links

 Patients  Prescriptions  Logout



# Automation delivers Chronic Care Management Pharmacy Module



Patient :  Refill :    
(Enter 3 chars. to view matching names.)

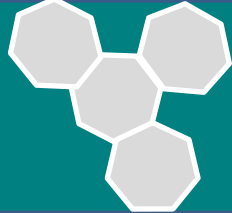
### Drug Alerts

Sr.	Patient	Drug	Diagnosis Code(s)	Prescribe Date	Start Date	Next Refill Date	Units	Dosage	Drug delay	Ordered to company	Ready For Disburse
1	smith test	Capecitabine (Xeloda)	<b>00</b> : details not available. <b>A052</b> : details not available.	18 Jun 2014	03 Sep 2014	23 Oct 2014	20	100 mg	---	<input type="checkbox"/>	<input type="checkbox"/>
2	smith test	Prednisone	<b>D075</b> : details not available.	25 Jun 2014	26 Jun 2014	25 Oct 2014	60	5 mg	---	<input type="checkbox"/>	<input type="checkbox"/>
3	smith test	Provenge (Sipuleucel-T)	<b>prostate</b> : details not available. <b>D075</b> : details not available.	28 Jul 2014	--	--	0	250 mg	---	<input type="checkbox"/>	<input type="checkbox"/>
4	ryan test	Procrit	<b>00</b> : details not available. <b>K007</b> : details not available.	02 Sep 2014	03 Sep 2014	23 Oct 2014	5	500 mg	---	<input type="checkbox"/>	<input type="checkbox"/>

First **1** Last

Drug alert will have list of all pending refills for new and ongoing prescription. This is how screen will show up when pharmacy will check drug alert. Here pharmacy can check stock and order drug to manufacturing company if required and once its made available can select option to dispense the same. An alert will be sent to admin to pick up drug.

# Automation delivers Chronic Care Management Admin Module



## Admin Module- Dashboard

SPAC International Welcome, admin [Change Password](#) [Logout](#)

Dashboard Master Drug Schedule Prescriptions Appointment Call Log Patient Stay Payments Others Reports

Users

### Dashboard

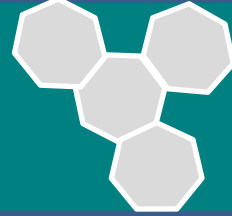
#### Statistics

Skipped Drugs	0	Pending Prescriptions Guidance	17
Pending Stories	0	Pending Insurance Verification	17
Pending Patient - Physician linkups	23	Drugs Ready to Pickup	0
Pending Patient - Pharmacy linkups	3	Awaiting Prescription's Drug Disburse	22

#### Quick Links

Patients Physicians Practices Appointments Drug Schedule Prescriptions Stories Pharmacies Settings Logout

# Automation delivers Chronic Care Management Admin Module

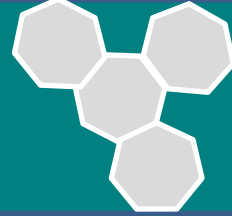


The screenshot displays the 'Drug Schedule' interface. At the top, there is a navigation menu with options: Dashboard, Master, Drug Schedule, Prescriptions, Appointment, Call Log, Patient Stay, Payments, Others, and Reports. Below the menu, there are search filters for Practice, Patient, and Physician, along with date range selection (From Date: 2014-10-01, To Date: 2014-10-15) and a 'Go' button. A table lists drug schedules with columns for Sr., Date, Patient, Drug, Scheduled Time, Status, and Action. Three entries are shown, all with a status of 'Skipped by Patient'. A 'Skip Reason' dialog box is open over the first two entries, prompting the user to specify the reason for skipping the drug. The dialog shows 'Skip reason if any' as 'Cough' and a 'Note' field. 'Submit' and 'Cancel' buttons are at the bottom of the dialog.

Sr.	Date	Patient	Drug	Scheduled Time	Status	Action
1	01 Oct 2014	ryan test	Procrit	2:00 PM	Skipped by Patient	Take Now, Skip Reason, Skip
2	02 Oct 2014	ryan test	Capecitabine (Xeloda)	12:00 PM	Skipped by Patient	Take Now, Skip Reason, Skip
3	08 Oct 2014	smith test	Zytiga	4:00 PM	Skipped by Patient	View Skip Reason

Skip drug status will show up as above screen shot. Admin and Physician both the modules will have same screen to view list of skipped drugs with date, time , skipped by status and skip reason.

# Automation delivers Chronic Care Management Admin Module



Prescriptions [Add Prescription](#)

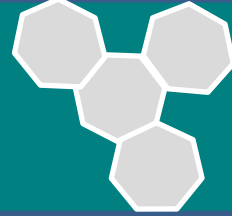
Practice :  Physician :  Patient :   
(Enter 3 chars. to view matching names.)

From Date :   To Date :

Filter : **All** Active Inactive Ins. Approved Ins. Pending Educated Not Educated

Sr.	Written Date	Start Date	Physician	Patient	Drugs	Status	Insurance Verification	Drug Education	Drug Pickedup	View
1	23 Sep 2014	23 Sep 2014	Alen Test	Lara scott	AFINITOR,Carmustine	Active	✓	✓	✓	<input type="button" value="View"/>
2	17 Sep 2014	17 Sep 2014	Robert Moore	Lara scott	Carmustine,AFINITOR	Active	✓	✓	✓	<input type="button" value="View"/>
3	02 Sep 2014	03 Sep 2014	Alen Test	ryan test	Procrit	Active	✓	✓	✓	<input type="button" value="View"/>
4	05 Nov 2013	--	Alen Test	ryan test	Xgeva	Inactive	<input type="checkbox"/>	✓	✓	<input type="button" value="View"/>

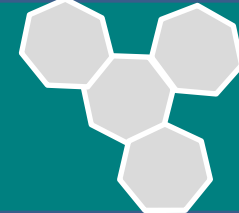
Prescription status will show up like this. When all activities linked with prescription activation is completed, it will show 'active' and if one or multiple activities are pending, it will show 'inactive'.



## Over 300 members

- **Cancer Center of Kansas**
- **The Center for Cancer & Blood Disorders, Fort worth**
- **Comprehensive Blood & Cancer Centers, Bakersfield**
- **Marin Specialty Care, Marin Cancer Company, Marin**
- **Epic Care**

# Our chronic care management (CCM) services includes:



- Sargas assists with monitoring patient Symptoms in real time via it software
- We will proactively manage the patient via our reminders and phone follow up.
- Our dashboard assists in identifying patient that need a visit scheduled
- While hand holding the patient on your behalf and we keep you informed



[www.spacinternational.com](http://www.spacinternational.com)

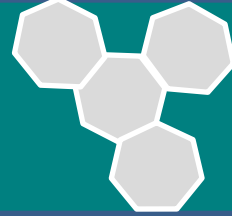
# Our chronic care management (CCM) services includes:



- 24/7 patient access to their health care provider to address the beneficiaries' acute chronic care needs;
- continuity of care with a designated practitioner;
- care management for chronic conditions, including systematic assessment of the patient's medical, functional and psychosocial needs;
- medication reconciliation;
- oversight of patient self-management of medications;
- patient-centered care plans;
- management of care transitions;
- coordination with home and community based clinical service providers; and
- enhanced opportunities for communication between patient and caregivers, e.g., via internet, phone, or secure messaging.



# Special offer for MOASC members valid till December 31'2014



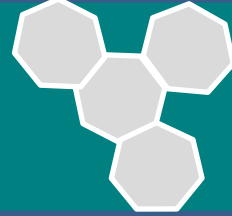
- **Annual subscription fee waived**
- **First 25 patients enrolled will be free (\$12,600 value based on Medicare payment of about \$42 per patient per month).**
- **Additional patients are at \$8.95 per patient per month.**





# Adherence and Compliance Approach

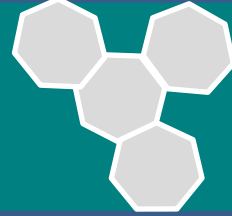
## Oral Case Study



- **5 products**
- **260 patients**
- **Issues with adherence, education and symptom management was reviewed**
- **Days on therapy for prostate cancer drugs was reviewed**

# Adherence and Compliance Approach

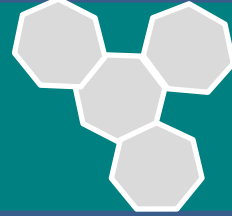
## Oral Case Study



- **Follow up education increases drug tolerance**
- **30 day follow up visits increased adherence and delivered better outcomes.**
- **Number of unnecessary patient visits reduced**
- **Symptom management increased compliance and reduced over all healthcare costs by reducing hospital and nursing home stays.**

# Adherence and Compliance Approach

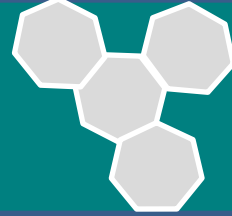
## Oral Case Study



- **Issues with copay's, authorization, education and symptoms were found to be the main reasons of stopping therapy**
- **Patients were able to be titrated better with real time interventions and live support**
- **Patients were more engaged with their treatment and were happy to have someone call them and be on their side to provide care.**

# Adherence and Compliance Approach

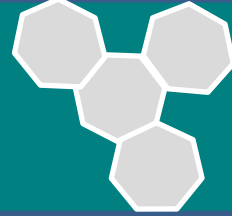
## Oral Case Study



- Prostate cancer patients were found to be on therapy for 7.9 months and 5.7 months
- Patients skip their days to reduce cost
- Second and third fills had gaps and were found to be 3<sup>rd</sup> to 5<sup>th</sup> month for second refill and 4<sup>th</sup> to 7<sup>th</sup> month for 3<sup>rd</sup> fill
- Bad symptom management resulted in stopping therapy

# Adherence and Compliance Approach

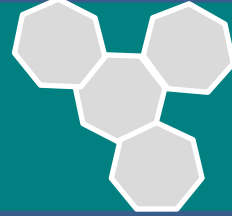
## Oral Case Study



- **First fill times in case of prostate cancer patients was within 4 to 8 weeks.**
- **In some cases patients follow up status was never communicated to the physicians**
- **Sargas is the only program that can align the treatments with clinical trials to deliver better outcomes**

# Adherence and Compliance Approach

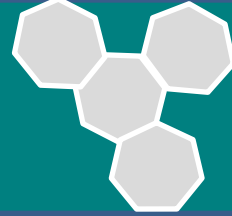
## Injectable Case Study



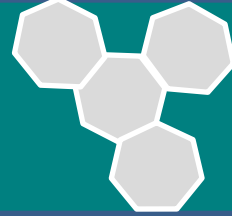
- **3 years (June 2010 to June 2013)**
- **200 patients**
- **50 patients were put on 2013**
- **150 patients were on drug prior to 2013**
- **no primary care doctors**
- **Infusion Services provided by practice.**

# Adherence and Compliance Approach

## Injectable Case Study



- **Ninety Patients received their six month follow up doses**
- **Sixty patients missed the follow up out of the 150 patients**
- **40% of the patients in this case have missed their follow ups**
- **Adherence is key to better outcomes and drug efficacy**
- **Substantial revenue loss both for the practice and the pharmaceutical company**
- **We did a follow up and researched in the EMR**
- **We were able to capture information for all the remaining sixty**



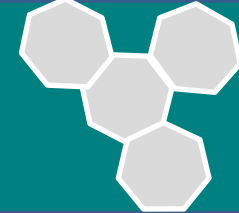
## Issues with the Sixty patients

- 2 moved to a Nursing home out of his or her town
- 5 called and cancelled did not want a follow up call
- 34 were having co pay, authorization and transportation issues.
- 8 were not scheduled and did not give a reason ( Could be a referring doctor issue)
- 6 were rescheduled for a later date.
- 5 insurance changed.



# Adherence and Compliance Approach

## Potential SPAC benefits



### Conclusion:

**Patients could have been followed up after script initiation**

**Physician could have helped us because now they are engaged and informed via interfaces, fax and text messaging so that they can proactively treat the patients**

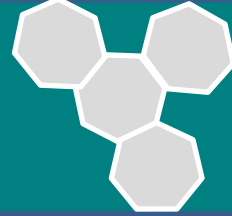
**Patient's tolerance and resistance to treatment is now better managed**

**Pharmacy gets refills on time and no skipped months of dosage.**



# Adherence and Compliance Approach

## Potential SPAC benefits



### Conclusion:

**Patients could have been followed up at the nursing home and dose could have been recovered**

**Primary care physician could have helped us get the dose to the patient**

**SPAC would have hand held the patient to see that authorization, co-pay and transportation issues were resolved on time.**

**Patients could have been rescheduled if we contacted the Primary care physician who referred the patient**

**Patients could have been helped if we had contacted the new insurance**

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Thank You



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