

Get the help you need to solve **complex cancer care challenges**

Oncology solutions from Quest Diagnostics



Is treating cancer costing your health system more than it should?

One lab, many ways to enhance your system of cancer care

Quest supports your oncology program in four major ways. Combined, they help assure you of effective cancer care, efficiency, and quality service.

Despite advances in treatment and care, cancer remains one of the costliest challenges for health systems and hospitals, affecting millions of lives in the United States.

These rising costs are in addition to amplified expectations among patients, health plans, policy-makers, and clinicians who want and need to feel supported.

#2 cause of death

behind heart disease in the US¹

\$80.2B

Direct medical costs in the US¹

52%

of this cost is for hospital outpatient or doctor office visits¹

Improve outcomes and lower costs with Quest oncology solutions

From pre-hospital to hospital to home, we can help you strengthen your oncology business with the following:

- **Diagnostic services**—advanced testing to drive precision medicine and ensure the right treatment for the right patient at the right time
- **Clinical expertise**—physicians, medical geneticists, and genetic counselors, to consult with your oncologists for improved care pathways
- **Data-driven insights**—tools and reports to guide your decisions toward more efficient test utilization
- **Connected care**—solutions to keep your organization, patients, and providers in touch to improve delivery of care and patient outcomes

Quest oncology solutions can help you generate value and meet the amplified expectations of all stakeholders.



Diagnostic services

- **Advanced testing**—advanced molecular and pathology lab testing at every stage of care, across all subspecialties
- **Companion diagnostics**—nearly 50 companion diagnostic tests and pharmacogenomics
- **Watson Genomics from Quest, Core**—a 49-gene panel that joins Quest’s state-of-the art tumor sequencing and IBM Watson™ for Genomics’ evaluation of cancer genomic data to produce actionable insights



Clinical expertise

- **Medical experts**—access to a national network of MDs and PhDs, including board-certified/fellowship-trained pathologists across all cancer subspecialties, and genetic counselors who can advise on test selection and interpretation to avoid costly mistakes
- **Peer-reviewed publications**—Quest is a major contributor of clinical papers in peer-reviewed publications, publishing roughly 100 papers annually, as well as shared presentations



Data-driven insights

- **Lab utilization**—analyze utilization patterns and spend with anytime access to self-service, customizable reports
- **Spectrum™ analysis**—medical consultations to review a pattern analysis of your testing utilization and help set up a course of action



Connected care

- **EHR integration**—helps ensure seamless workflow and leads to smoother coordination for continuity of care
- **Concierge-level practice services**—includes pre-authorization, medical criteria verification, patient responsibility estimation, and reimbursement guideline assistance
- **Chronic care management services**—extends care between office visits via telephonic outreach to assist with care plans, medication reconciliation, and care coordination, for better outcomes

As cancer care continues to evolve, Quest’s oncology solutions can help health systems advance precision medicine for more patients.

With you every day, supporting your organization by delivering greater value

Quest oncology solutions can help your health system:

- Stay at the forefront of advanced cancer care
- Keep care pathways as efficient as possible and avoid unnecessary added costs
- Ensure providers are making better test utilization decisions
- Meet clinical and performance goals and measures, including quality, cost, and patient and provider satisfaction



Solve your health system's complex care challenges. Contact your Quest Diagnostics sales representative or visit **QuestForHealthSystems.com** to learn more about our oncology solutions.

Reference

1. American Cancer Society. Cancer facts & figures 2018. 2018. <https://www.cancer.org/research/cancer-facts-statistics/all-cancer-facts-figures/cancer-facts-figures-2018.html>. Accessed January 10, 2019.

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