

EXPANDING PATIENT ACCESS TO **COMPREHENSIVE LUNG HEALTH PROGRAMS**



MEDTRONIC IMPACT PROGRAM

PROVIDER PROFILE **Saint Alphonus**

Saint Alphonus Regional Medical Center is a 360-bed hospital in Boise, Idaho. As the anchor of the four-hospital Saint Alphonus Health System, Saint Alphonus is an Oncology Center of Excellence, and also holds this distinction in the clinical fields of Cardiovascular, Neuroscience, Orthopedics, Trauma and Emergency, and Women's and Children's. The health system's more than 4,300 associates and 1,000 staff physicians serve 700,000 people in southwestern Idaho and eastern Oregon.

Medtronic
Further. Together

A PARTNERSHIP FOR IMPROVED LUNG HEALTH

Saint Alphonsus Regional Medical Center's novel Lung Program is designed to improve patient care by detecting and treating disease at an earlier stage. Saint Alphonsus sought to build on important new clinical findings about lung cancer screening to benefit area lung cancer patients. In doing so, they saw the opportunity to expand services within their community.

Medtronic is committed to confronting the challenges of improving lung cancer care with healthcare organizations. A strategic partnership with Medtronic provided Saint Alphonsus the tools to establish buy-in with and foster collaboration among lung cancer care specialists. This could result in reduced



"I immediately saw the value it would bring to our patients. I knew I had to be the advocate, and help build out our Lung Program to better serve our patients."

John East, MD, Pulmonology, Saint Alphonsus Regional Medical Center

time from patient diagnosis to treatment, potentially earlier cancer diagnosis, and increased hospital revenues.

Results of the National Lung Screening Trial, published in the *New England Journal of Medicine*¹, showed that lung cancer screening with CT scan lowers the patient's chance of dying from lung cancer by 15 to 20 percent, compared to chest X-ray. Saint Alphonsus pulmonologist Dr. John East saw these important findings as an opportunity to connect with the larger physician community in the region and to expand the Lung Program.

"We knew this program would help us move the bar in capturing lung cancer at an earlier stage," said Paula Coulter, MBA, Director-Oncology Service Line. "With these measures, we can work to avoid a patient walking in at stage IV, which is not curable."

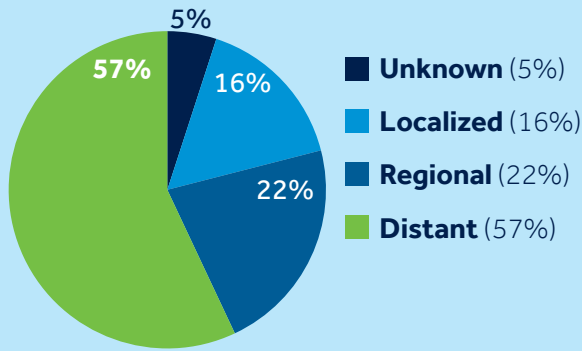
The first step to expansion was gaining support from executive leadership. That meant knowing the numbers and establishing a baseline. Using local data on the incidence of lung cancer and smoking rates convinced executive leadership it was a worthwhile endeavor.

LUNG CANCER BY THE NUMBERS

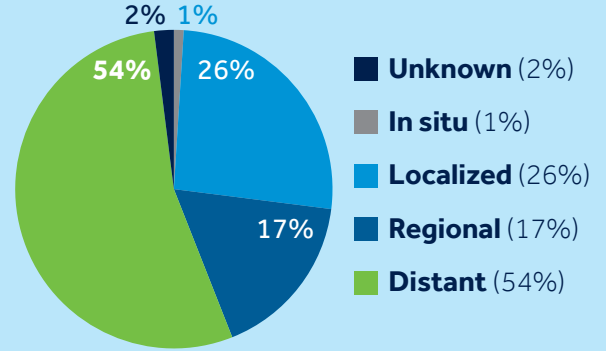
- **2nd** most common cancer in both men and women²
- **221,200** people in the United States were diagnosed with lung cancer in 2015²
- **50%+** will die within one year of being diagnosed³
- **17.8%** will survive for five years if diagnosed in **late-stage**³
- **54%** will survive for five years if diagnosed in **early-stage** (still localized within the lungs)³

NATIONAL AVERAGE VS PRE-PROGRAM PERFORMANCE

PERCENT OF CASES BY STAGE AT DIAGNOSIS:
LUNG AND BRONCHUS CANCER⁴



SAINT ALPHONSUS
LUNG CANCER BY STAGE⁵



EXPANDING ACCESS AND OPTIONS

The evidence was clear. The need for better lung cancer outcomes across the nation is dire. There was definitely room to expand the number of patients reached and improve the overall quality of care given at Saint Alphonsus. With this understanding, the Saint Alphonsus Lung Program Steering Committee, comprised of oncologists, pulmonologists, radiologists, a thoracic surgeon, and hospital administration, aligned on five key goals to improve the program:

- **Raise Awareness** of the hospital's Lung Program among regional referring physicians
- **Optimize Care** to include an expanded nurse navigator role
- **Improve the Continuity of Care**, ensuring all patients diagnosed with lung nodules followed the same designated action plan
- **Increase Diagnostic Yield** with newly-acquired, minimally-invasive technology
- **Create Stage Shift** so lung health issues could be addressed earlier, and treatment options could be expanded

As part of their plan, the committee selected the Medtronic superDimension™ navigation system, which uses LungGPS™ technology to maximize the minimally invasive approach to access difficult-to-reach areas of the lung. Dr. East recognized the superDimension™ system helped the health system reach its goals, and positions Saint Alphonsus as a leader. The technology contributes to potentially earlier diagnosis of lung cancer, providing stellar care to patients in the region.

Saint Alphonsus has reaped the benefits of a broader Lung Program in the form of greater community awareness about lung health. Lung cancer is being identified at an earlier stage through the lung cancer screening initiative. Patients have access to the Cancer Care Center's integrated services including social work, nutrition, rehabilitation, smoking cessation, and other departments integral to a strong oncology program.

COLLABORATION AROUND VALUE-BASED CARE

The shifting healthcare landscape challenges us all, but it can be especially tricky for hospitals. They need to balance expanded services and offerings while:

- Remaining competitive
- Cutting costs
- Working towards value-based care

KEY GOALS



RAISE AWARENESS of the hospital's Lung Program among regional referring physicians



OPTIMIZE CARE to include an expanded nurse navigator role



IMPROVE THE CONTINUITY OF CARE, ensuring all patients diagnosed with lung nodules followed the same designated action plan



INCREASE DIAGNOSTIC YIELD with newly-acquired, minimally-invasive technology



CREATE STAGE SHIFT so lung health issues could be addressed earlier, and treatment options could be expanded



Most hospitals already have stretched resources. To accomplish these goals, healthcare systems are redefining how they collaborate with the industry.

“My main piece of advice for other programs looking to invest in lung program technology and program development is – you don’t have to reinvent the wheel,” said Stephen M. Fall, MD, Cardiothoracic Surgery at Saint Alphonsus. “There are programs out there from which you can learn.”

The Advisory Board Company recommends partnering with Medtronic.⁶ The Medtronic Impact Program spans:

- Clinical excellence
- Multidisciplinary collaboration
- Procedure outcomes measurement and review
- Operational flow
- Market awareness and metrics
- Outcomes measurement

Proving the potential for improved patient care and downstream revenue impact was key. Medtronic provided guidance on strategic direction, helpful tools, and an initial pro forma. This helped secure leadership support to realign operational flow and increase adoption of the superDimension™ platform across the care continuum.

However, because Medtronic knows clinical proficiency extends beyond the proceduralist, comprehensive training was conducted as well. This includes guidance on:

- Methodical planning
- Oversight support
- Goal-setting
- Outcome-setting

No amount of training can offset the importance of an expanded nurse navigator role. However, nurse navigators need to be empowered with a well-defined process for lung cancer screening.

Medtronic helped define and implement an operational flow. This new process put the patient and the nurse navigator at the center and then continued to support the team from implementation through to maintenance.

“Medtronic let us know what our potential was, and they identified the tools to achieve it,” said nurse navigator Tiffany Hon.

THE RESULT OF INNOVATION AND PARTNERSHIP

A retroactive analysis captured the impact of these comprehensive changes over the course of one year. It demonstrated Medtronic helped Saint Alphonsus achieve their goals.

GOAL 1: RAISE AWARENESS of the hospital’s Lung Program among regional referring physicians

“Education is such an important piece,” said nurse navigator Tiffany Hon. “We go out into the community, interact with primary care providers—sometimes via events like symposiums and CME sessions, and sometimes just dropping by their clinics—and we share the information they need to make that referral and be assured their patients will be in good hands.”

- Nurse navigator maintains community relationships with referring physicians
- Nurse navigator educates referring physicians about program and criteria
- Lung screenings increase at Saint Alphonsus 12% during the first ten months of the expanded program⁷

“Medtronic let us know what our potential was, and they identified the tools to achieve it.”

Tiffany Hon, RN, BSN,
Nurse Navigator



GOAL 2: OPTIMIZE CARE to include an expanded nurse navigator role

The improved efficiency of the patient pathway is due in large part to the presence of the nurse navigator who manages each patient throughout the process. At Saint Alphonsus, the nurse navigator is responsible for working with the referring providers to gather the appropriate data prior to the screening exam. Once the screening is complete the navigator relays the results back to the referring provider. If a patient needs further follow up, the navigator helps in setting up the right appointments.

“We are the key point of contact throughout the care continuum,” said nurse navigator Tiffany Hon. “We guide patients every step of the way, we share information, answer their questions, schedule their appointments. And we work with our colleagues to ensure the best and most efficient care is delivered.”



GOAL 3: IMPROVE THE CONTINUITY OF CARE, ensuring all patients diagnosed with lung nodules followed the same designated action plan

In most standard care protocols, patients with a non-cancerous nodule are put into a “watchful waiting” category. Historically at Saint Alphonsus, many physicians do not know how to manage these “watchful waiting” patients, and did not necessarily set timelines for follow up.

To help prevent patients from falling through the cracks, Medtronic helped:

- Define a clear operational flow, minimizing uncertainty around next steps
- Unite a diverse multidisciplinary team to prevent physicians from operating in a vacuum
- Expand the nurse navigator’s role, empowering her to set detailed follow up schedules and then discuss these care plans with each patient on an individual basis



GOAL 4: INCREASE DIAGNOSTIC YIELD with newly-acquired, minimally-invasive technology

Helping to streamline the care continuum and incorporating the superDimension™ system as part of the comprehensive Lung Program has brought value to the community and Saint Alphonsus.

- 23% increase in overall lung cancer diagnosis since the Lung Program was expanded⁷
- 29.4% increase in thoracic oncology surgery volume in the first year of program expansion⁷



GOAL 5: CREATE STAGE SHIFT so lung health issues could be addressed earlier, and treatment options could be expanded

In the first year of their expanded Lung Program, Saint Alphonsus is seeing progress.

- Stage shift is occurring for their patients – more stage I, II and III cancers are being diagnosed and fewer stage IV cancers⁷ within the lung cancer screening program
- Presentation to treatment times average 21 days⁷ (compared to national averages of 80 – 120 days⁸)

THE FUTURE IS CLEAR

The hallmarks of the comprehensive Lung Program at Saint Alphonsus—the multidisciplinary team and nurse navigator role—have been invaluable to build a collective approach among the lung cancer team that translates to outstanding patient care.



“It’s clear that this program works—we are catching cancers at an earlier stage. We know this model gets results, and we are looking to apply the same formula to develop other screening programs within the Saint Alphonsus system.”

Paula Coulter, MBA,
Director-Oncology Service Line

ABOUT THE MEDTRONIC IMPACT PROGRAM

The Medtronic Impact Program is intended to help customers:

- Maximize potential
- Increase adoption
- Increase participation
- Streamline program and procedure implementation
- Identify and resolve challenges to success
- Improve outcomes

The information highlighted in this paper are the opinions of the respective health professionals interviewed and not that of Medtronic. The results described in this paper are based on the personal experience of these professionals.

ABOUT MEDTRONIC INTERVENTIONAL LUNG SOLUTIONS

- Minimally invasive platform that addresses diagnostic and therapeutic needs.
- Partnerships that help streamline the care continuum.
- Drive clinical and economic value for patients and hospitals alike.

Medtronic is purposeful in our approach to progress and partnership because we know that we can go Further, Together.

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INDICATIONS FOR USE:

The superDimension™ Navigation System: Indicated for displaying images of the tracheobronchial tree to aid the physician in guiding endoscopic tools or catheters in the pulmonary tract and to enable marker placement within soft lung tissue. It does not make a diagnosis and is not an endoscopic tool. Not for pediatric use. See product labeling for relevant contraindications, warnings and precautions. Federal law (USA) restricts this device to sale by or on the order of a physician.

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Medtronic plc (medtronic.com), headquartered in Dublin, Ireland, is among the world's largest medical technology, services and solutions companies - alleviating pain, restoring health and extending life for millions of people around the world. Medtronic employs more than 85,000 people worldwide, serving physicians, hospitals and patients in approximately 160 countries. The company is focused on collaborating with stakeholders around the world to take healthcare Further, Together.