oncology exchange
fall 2024

Leveraging partners for new revenue streams and clinical quality programs

cencora

Introduction to today's team

Sam Barend, CEO, AION Biosystems

Norm Shields, CEO, Patient Discovery

Charley Deckers, VP, Business Development

Current code usage in the InfoDive® customer base

CPT Type	Clients	Units	Charges	Charges Zero Paid	Payments
Assessment	9	3,751	54,536.16	1,500.72	23,030.16
CCM	45	432,536	52,075,026.03	978,925.34	21,634,727.10
PCM	43	98,256	14,195,254.16	338,764.55	4,918,541.66
PIN	11	3,119	437,475.97	22,604.50	160,430.34
RPM	16	35,231	5,680,482.92	284,624.50	1,497,841.97
Totals	71	572,893	72,442,775.24	1,626,419.61	28,234,571.23

Source: Based on internal data as of 10/2024.

cencora

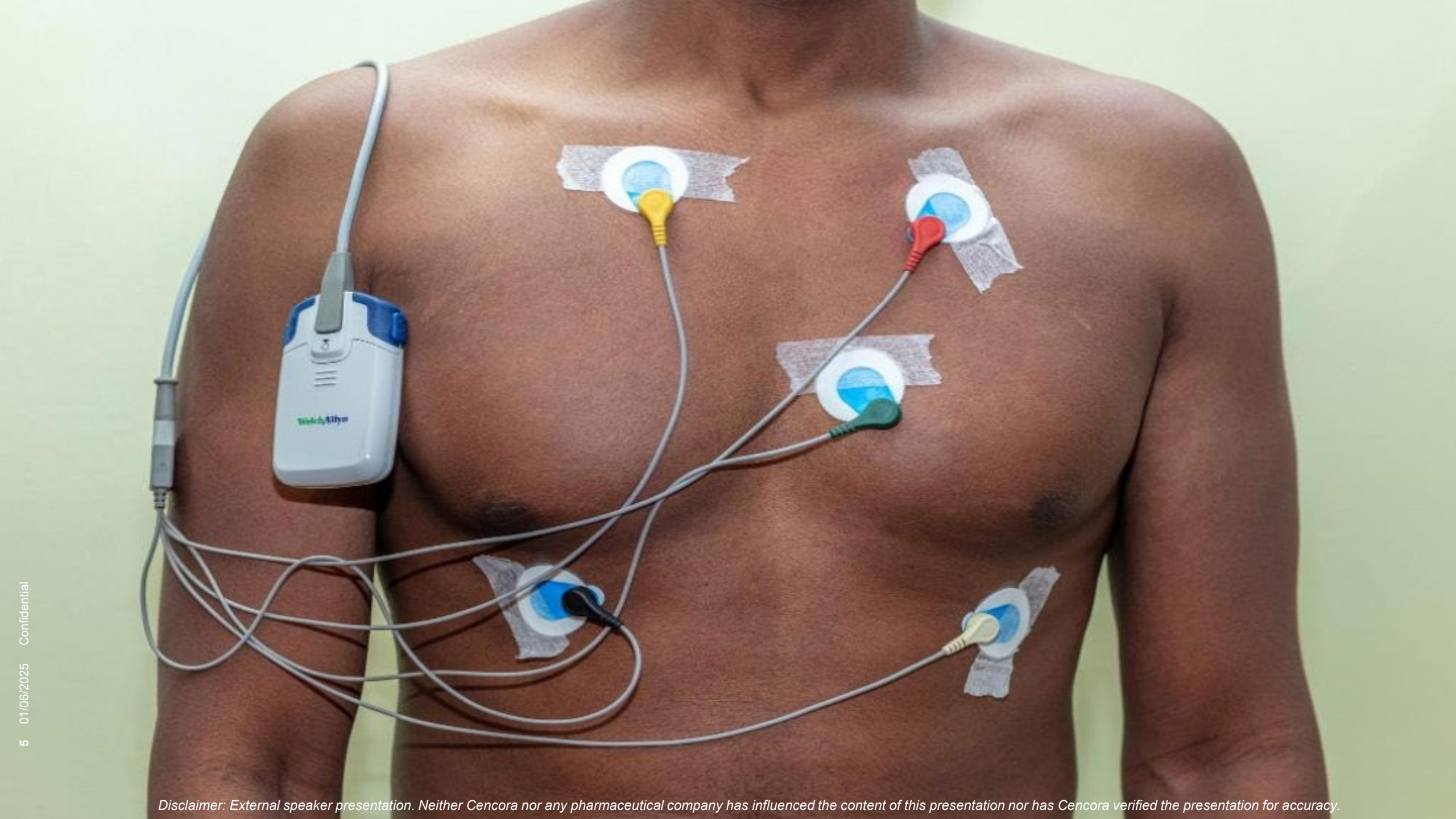
oncology exchange
fall 2024

Better outcomes, bigger gains: RPM and TempShield in oncology

November 2024

cencora

AI-ON BIOSYSTEMS



U.S. Remote Patient Monitoring (RPM) Market Size, 2023 To 2032 (USD Billion)

Source: ESOMAR, Vantage Market Research

Remote patient monitoring addresses the opportunity for earlier interventions

AI·ON BIOSYSTEMS

cencora

What is RPM and TempShield?

- 24/7 monitoring of vitals outside healthcare facilities
- Real-time patient data shared with healthcare providers
- Alerts and notifications for proactive and earlier interventions

AI·ON BIOSYSTEMS

cencora

AIO Biosystems

- RPM CPT codes expanded in 2020
- 87% decrease in hospitalizations during COVID
- RPM demonstrated 20-30% improvement in management of chronic diseases
- Medicaid coverage in nearly all states for RPM
- CMS created an Innovation Center to support expansion of RPM

AI·ON BIOSYSTEMS

cencora

National average remote monitoring reimbursement

CPT CODE	Non-Facility Rate
99453 (Service Initiation)	$24
99454 (Data Transmission)	$50
99457 (Treatment Management)	$50
99458 (Treatment Management)	$40
99484 (Behavioral Health)	$48

AI·ON BIOSYSTEMS

cencora

Education and data transmission reimbursement

CPT Code 99453 → Initial set-up and patient education on use of RPM equipment

CPT Code 99454 → Reimburses for supply of device and monitoring of patient data for a minimum of 16 out of 30 days, can be billed monthly

Patient monitoring reimbursement

Reimburse clinical staff, physician, other qualified healthcare professionals' time communicating with patients and reviewing data from remote monitoring device

CPT Code 99457 → Initial 20 minutes of treatment management requiring interactive communication with patient/caregiver

CPT Code 99458 → Each additional 20 minutes of treatment management requiring interactive communication with patient

AI·ON BIOSYSTEMS

cencora

Oncology: A new frontier for RPM

Top 5 Performing Specialties 2022	Total Services	Percent of Total	Average Amount Submitted	Denials	Percent Denied
Internal medicine	428,775	29.6%	$123.76	31,352	7.3%
Cardiology	308,152	21.3%	$138.05	13,295	4.3%
Family practice	246,661	17.0%	$122.57	16,353	6.6%
Nurse practitioner	102,846	7.1%	$120.91	9,235	9.0%
Nephrology	59,293	4.1%	$125.48	3,324	5.6%

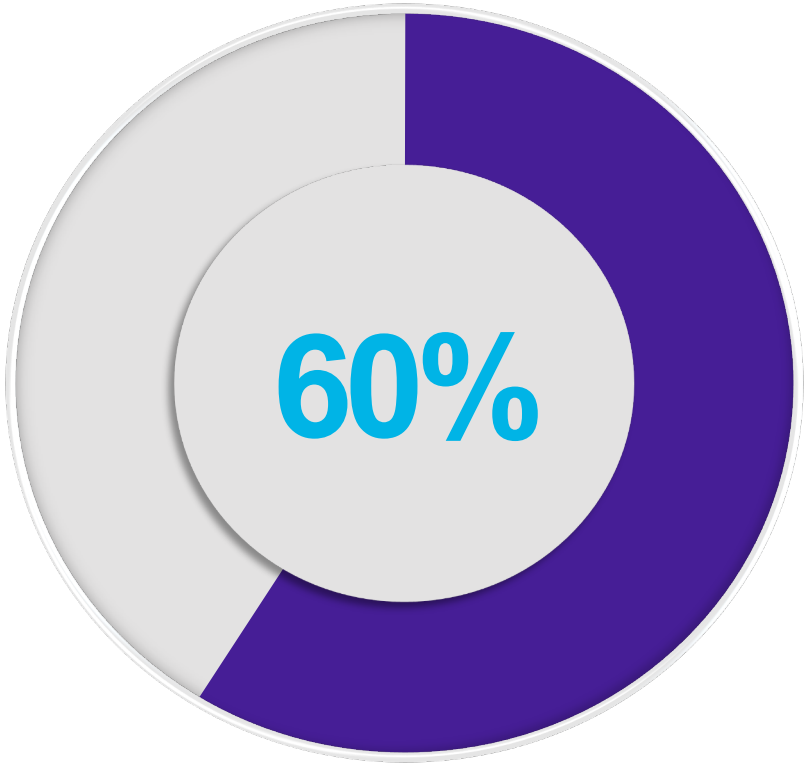
Top 5 Places of Service 2022	Total Services	Percent of Total	Average Amount Submitted	Denials	Percent Denied
Office	1,340,451	92.6%	$129.32	81,817	6.1%
Home	59,927	4.1%	$117.57	4,140	6.9%
Assisted Living Facility	12,906	0.9%	$103.50	1,501	11.6%
Nursing facility	10,883	0.8%	$157.27	1,104	10.1%
Telehealth	6,395	0.4%	$104.93	896	14.0%

AI·ON BIOSYSTEMS

cencora

The case for remote monitoring in oncology

AION Biosystems



Sixty percent of cancer patients die from infection

Source: Journal of Clinical Oncology, ascopubs.org

AION Biosystems

10% of cancer patients develop severe sepsis

44% the mortality rate for cancer patients with sepsis

35% of patients receiving bispecific antibodies develop CRS

$3.8B the annual cost of sepsis for cancer patients

AION BIOSYSTEMS

cencora

Body temperature

The leading predictor of infection

- **90%** of sepsis patients develop a fever
- **80%** of pneumonia patients develop a fever
- Fever is often the **only** sign of infection, which can rapidly escalate
- Fever during chemotherapy can indicate a reduction of bone marrow which requires treatment to be altered
- **Needed** in all areas of healthcare particularly in clinically temperature sensitive fields such as oncology long-term care, and pediatrics

AI·ON BIOSYSTEMS

cencora

Early infection detection saves lives

Every hour

Delay of antibiotics **increases**
risk of death by 8% for sepsis patients

For cancer patients, early detection can:

- Decrease mortality by **15-40%**
- Lead to **faster initiation of cancer treatment by 2-3 weeks**, significantly improving outcomes. *(Journal of Clinical Oncology)*
- **Reduce the need for intensive procedures** (mechanical ventilation) by 40%

AI·ON BIOSYSTEMS

cencora

The standard of care for cancer patients is to take an oral temperature when they feel ill

However, most patients **do NOT** take their oral temperature when they **feel well.**

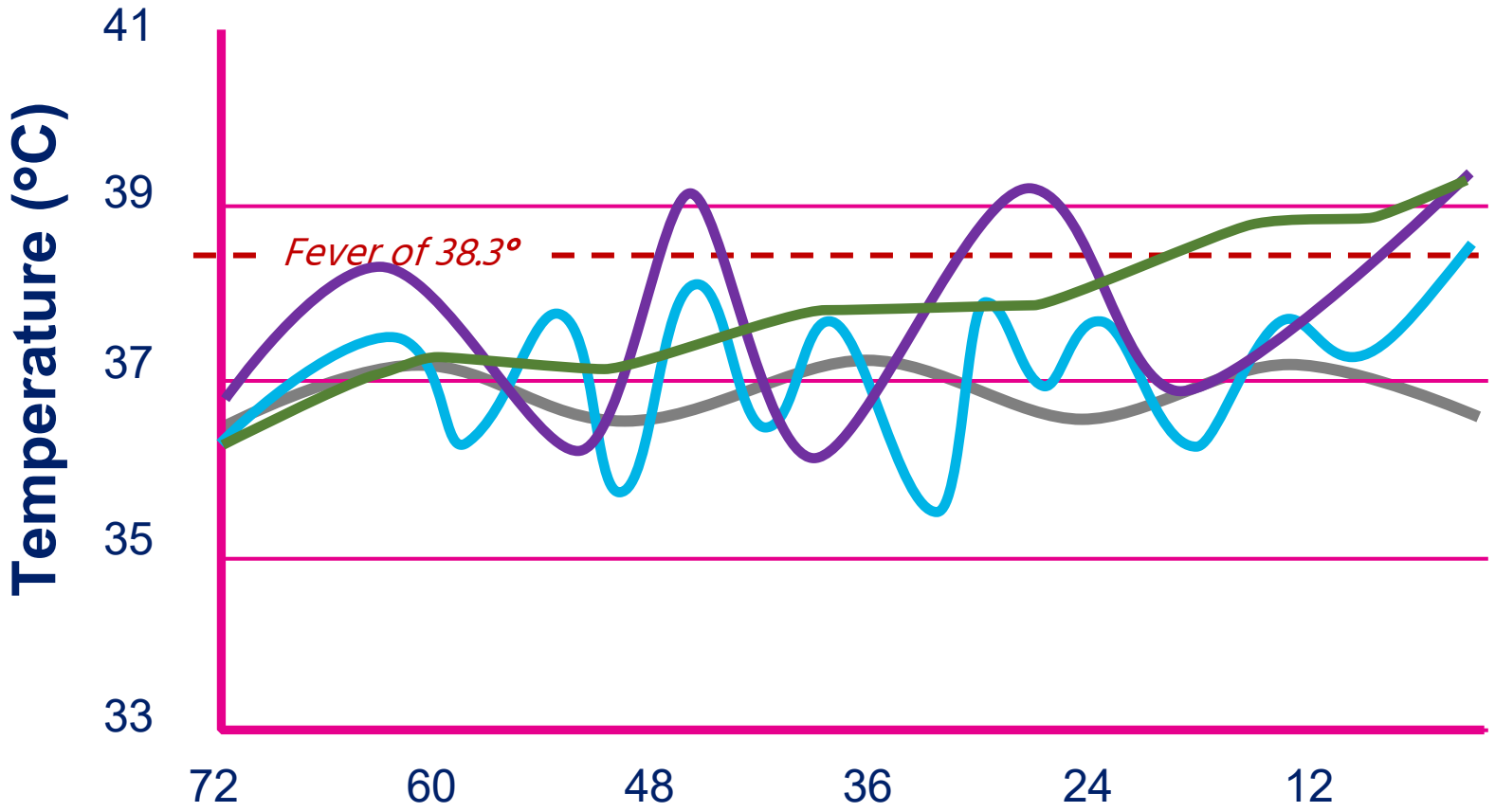
An oral thermometer is NOT good enough.

AI·ON BIOSYSTEMS

cencora

Beyond the thermometer and spot checks

Continuous data is the key to earlier infection detection



During the 72 hours prior to fever, **sepsis patients, temperature patterns often exhibit:**

- normal
- increases in frequency,
- increases in amplitude, or
- gradual change in baseline

Drewry et al (2013)

Illustration of temperature pattern abnormalities observed prior to fever in septic patients. The horizontal axes represent hours prior to the first fever in septic patients. The dotted lines denote a fever of 38.3°C. A normal body temperature pattern fluctuates diurnally by approximately 0.5°C around a mean of 37.0°C. (A).

AI·ON BIOSYSTEMS

cencora

FDA cleared TempShield
Our unique solution

AION shield
42mm diameter
3.2mm thickness

Size comparison

- **Continuous** body temperature monitoring
- **90 day battery life**
- $135 - market leading **low cost & reimbursable** (CMS code 99454)
- Unparalleled **comfort & low-profile** design

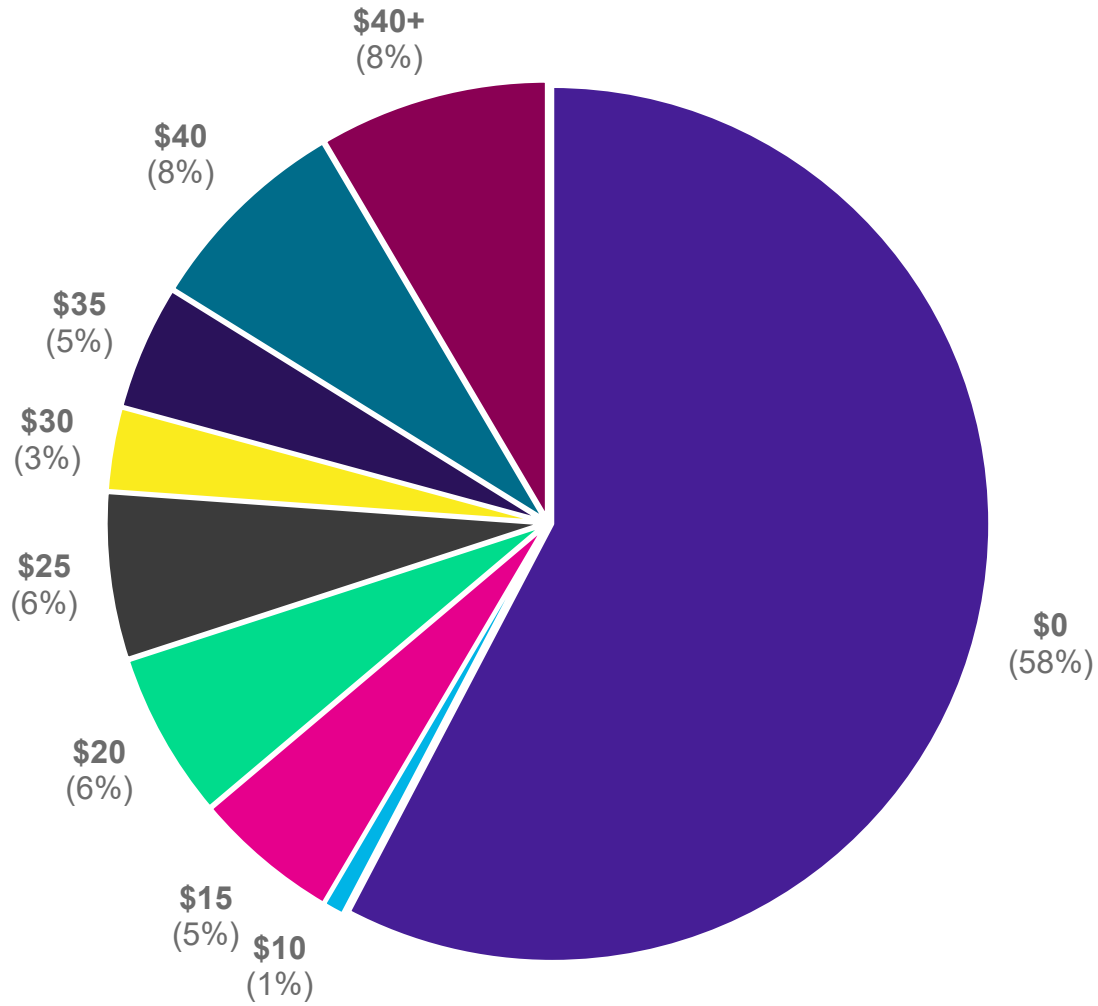
Superior battery life, comfort, and low cost

AION BIOSYSTEMS

cencora

TempShield RPM is **reimbursable:** 99% of patients were covered and nearly 60% had no out-of-pocket cost

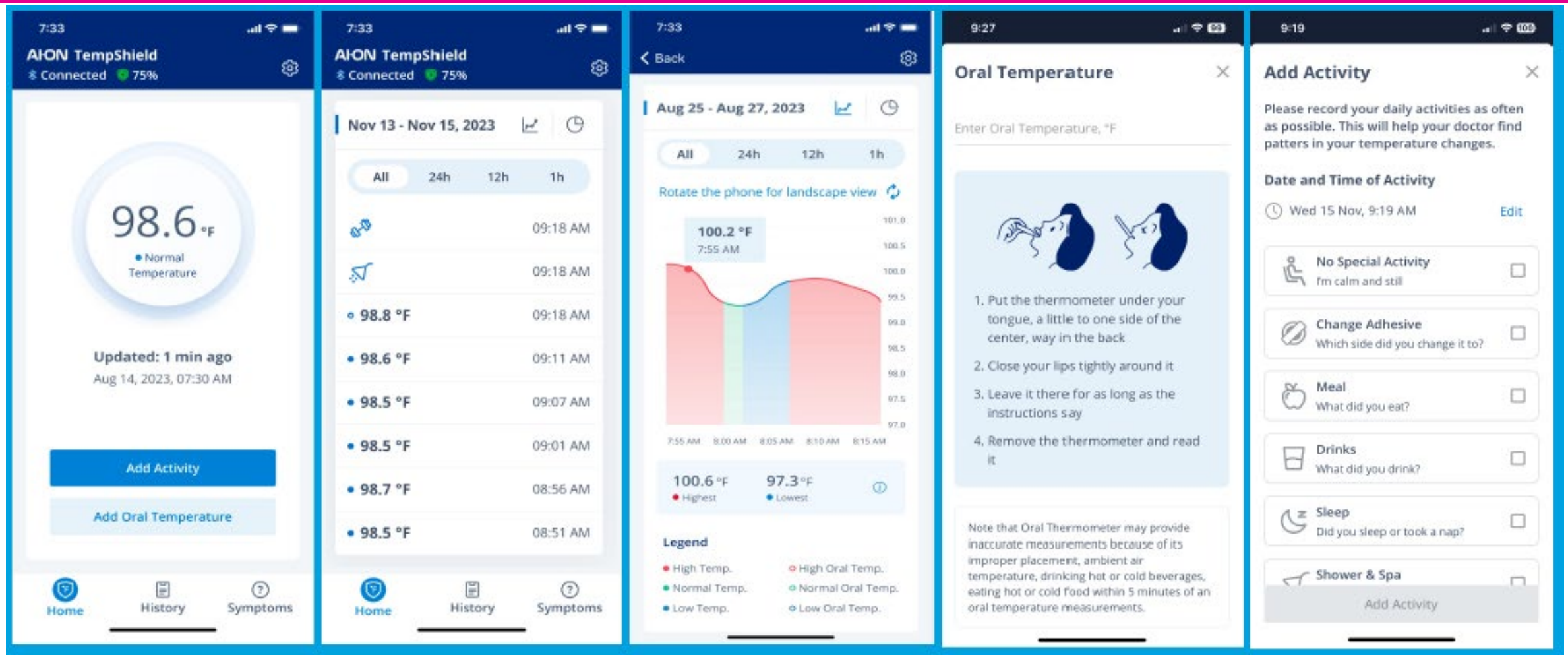
Copay for TempShield RPM



Disclaimer: External speaker presentation. Neither Cencora nor any pharmaceutical company has influenced the content of this presentation nor has Cencora verified the presentation for accuracy.

AI·ON BIOSYSTEMS

Mobile app overview



TempShield kit

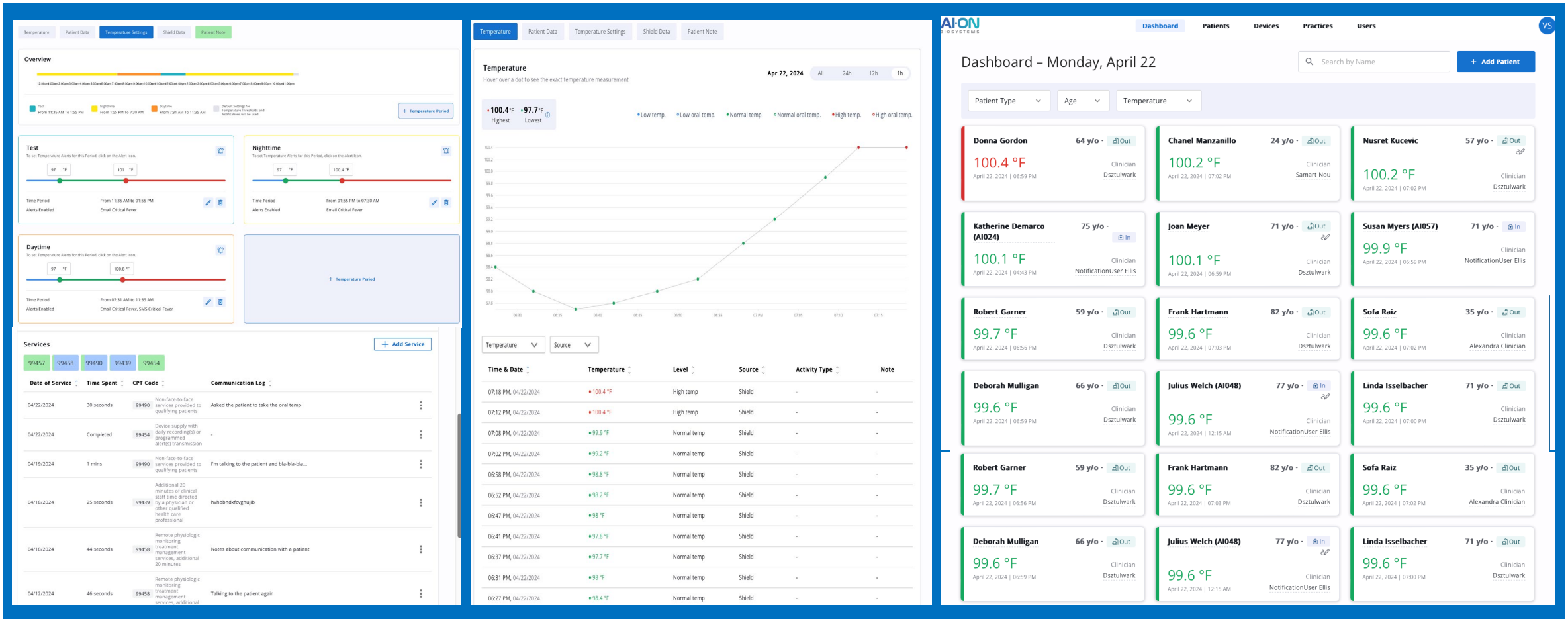
AION TempShield™

Silicone Adhesive Tape

Patient Guide

AION TempShield™ clinician portal

The AION Clinician Portal is a smart RPM platform that includes a full suite of features to enhance RPM clinical and business flows, leading to better patient outcomes.



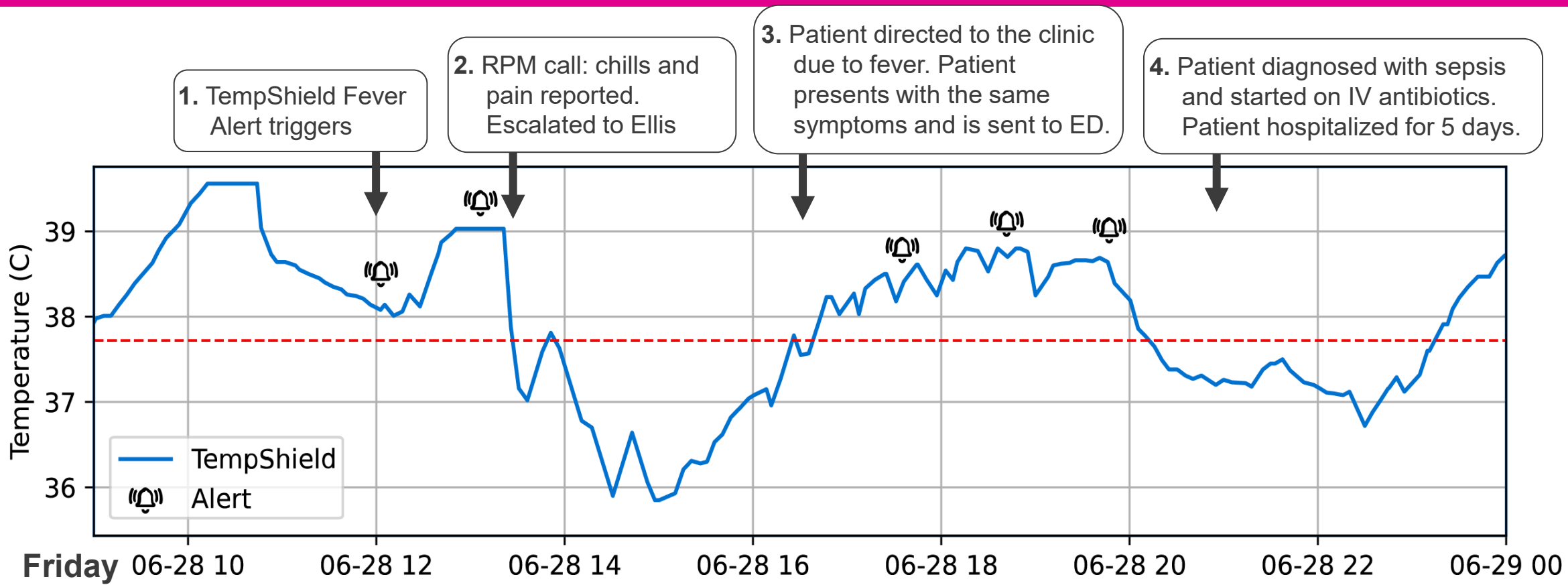
Early infection detection at Ellis Medicine's Roswell Park Cancer Institute

- Detecting fevers in **27%** of patients who wear the device for 30 days or more
- **>80%** of these patients are treated in an outpatient setting as opposed to an ER visit
- TempShield is identifying infection **2 days** before patients have symptoms
- **>70%** of patients wear the device for more than 3 months

AION BIOSYSTEMS

Case Study: Early detection of sepsis

64-year-old male, T3NxM1 squamous cell cancer of the right lung w/ metastatic disease to bone



TempShield RPM led to <u>same-day</u> detection and treatment of sepsis

Without RPM, patient likely waits until after the weekend to seek care

AI·ON BIOSYSTEMS

cencora

TempShield improves outcomes while delivering new revenue

For every **2,000** new patients enrolled **per quarter**

Provider generates annually

$2,241,601

Assumptions:

- ✓ *Patients utilize TempShield for 3 months*
- ✓ *CPT Codes: 99453, 99454, 99457, 99458*

AI·ON BIOSYSTEMS

cencora

Remote patient monitoring

Remote Patient Monitoring - Monthly Economics Calculator

Provider	
Total Months (Quarterly)	3
# of Patients	2,000
Patient Compliance	100%
Avg Compliant Patients Billing	**2000.00**

Key Assumptions

AION TempShield Costs $135
Capture 80% of patients for RPM 99457
Capture 40% of patients for RPM 99458
Provider ı **AION TempShield**
Provider receives 40% of RPM 99457, RPM 99458, 99489

Reimbursement	CMS Reimbursement	Frequency	Pts Need RPM		Total Reimbursement (3 Months)	Provider Revenue	AION TempShield	Monitoring Partner
Setup - 99453 (Medicare)	$ 120.00	One time	2,000		240,000	240,000	-	-
Devices & Technology - 99454 (Medicare)	$ 150.00	Quarterly	2,000		300,000	30,000	270,000	-
Monitor 20 mins - RPM 99457	$ 150.00	Quarterly	1,600		240,000	96,000	-	144,000
Monitor 20 mins - RPM 99458	$ 120.00	Quarterly	800		96,000	38,400	-	57,600
Chronic Care Management - 99489	$ 45.00	Quarterly	2,000		90,000	36,000	-	54,000
TempShield Data - Data Sharing Agreements	$ 60.00	Quarterly	2,000		120,000	120,000	-	-
Quarterly Totals					1,086,000	560,400	270,000	255,600
Annual Totals					4,344,000	2,241,600	1,080,000	1,022,400

Current deployment
New York Cancer & Blood Specialists

- Began enrolling patients February 2024
- Leadership committed to deploying TempShield on all chemotherapy patien
- Enrolling patients at 5 locations
- OncoEMR Integration
- Field Staff & Support
- Scalable model developed – in-person and remote onboarding

NEW YORK CANCER & BLOOD SPECIALISTS
Conquering Cancer Together™

AION BIOSYSTEMS

cencora

Onboarding workflow

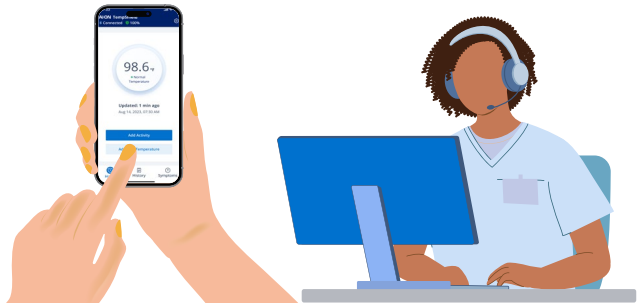
1ST STEP

- Doctor prescribes TempShield™

2ND STEP

- Clinician scans device into portal and obtains signed or verbal consent from patient
- TempShield™ handed or mailed to patient

3RD STEP



- Patient completes self-onboarding, ***or***
- The AION remote monitoring team provides support to guide patient through the process

4TH STEP

- Remote monitoring team monitors patient

AION BIOSYSTEMS

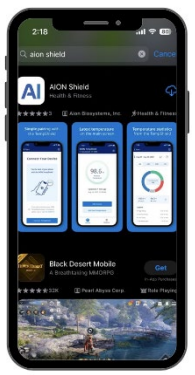
cencora

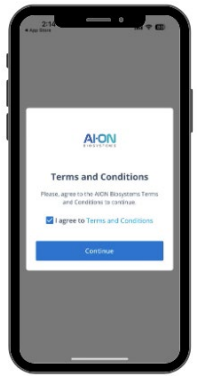
Patient set up

1

- TempShield™ assigned to Patient

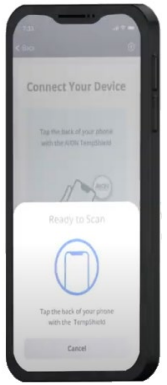
2





- AION Shield app downloaded from app or Google Play Store
- Terms and conditions accepted and permissions granted

3



- TempShield™ activated by tapping gently on the back of the phone

4

- TempShield™ streams vitals

AION BIOSYSTEMS

cencora

Sample temperature alert prescription

- **Alerts can be customized in the AION portal by the clinical team**
- **For instance, an Alert could be triggered** if a Patient sustains a temperature of 100.4 F or above for 1 hour from 8am-8pm (daytime) OR for 3 hours from 8pm-8am (nighttime)
  - ✓ Alert Alarm is triggered when patient exceeds threshold
  - ✓ Monitoring team sends text alert to patient
  - ✓ Monitor calls if fever persists
  - ✓ Monitoring team forwards call to clinic/hospital if fever is confirmed

AION BIOSYSTEMS

cencora


Jack Tays
Cancer Patient

oncology exchange
fall 2024

Helping you get reimbursed for the work you're already doing

A practical approach to SDoH, PIN & CHI services

November 2024

cencora

PATIENT DISCOVERY
Connecting life to care™

Regulatory tailwinds

In a groundbreaking shift for 2024

CMS is now incentivizing providers through new reimbursements for services that support addressing SDoH

PATIENT DISCOVERY

cencora

CMS policy changes: New CMS codes for 2024

Supports the delivery of holistic, patient-centered cancer care by expanding reimbursement for services delivered by the wider care team

New reimbursement codes as of Jan 1 2024

SDoH risk assessment via standardized tool

Prioritizes the need to **identify social needs** that may influence care or treatment decisions.

5-15 min every 6 months
G0136: $18.67

Community Health Integration (CHI) services

Supports resolution of **social needs** by reimbursing for actions taken by **non-clinical staff including community health workers** as they educate patients, build self-advocacy, and address identified needs.

60 min per month
G0019: $79.25

Add'tl 30 min per month
G0019+G0022: $49.45

Principal Illness Navigation (PIN) services

Focuses on ensuring access for patients as they navigate the healthcare system, including patients without social needs. Works in parallel to CHI and reimburses **non-clinical staff** who support activities like care coordination, health education, patient advocacy, and referrals.

60 min per month
G0023: $79.25

Add'tl 30 min per month **G0023+G0024: $49.45**

The problem

Why aren’t the new codes being adopted more quickly?

Difficulty operationalizing in the practice

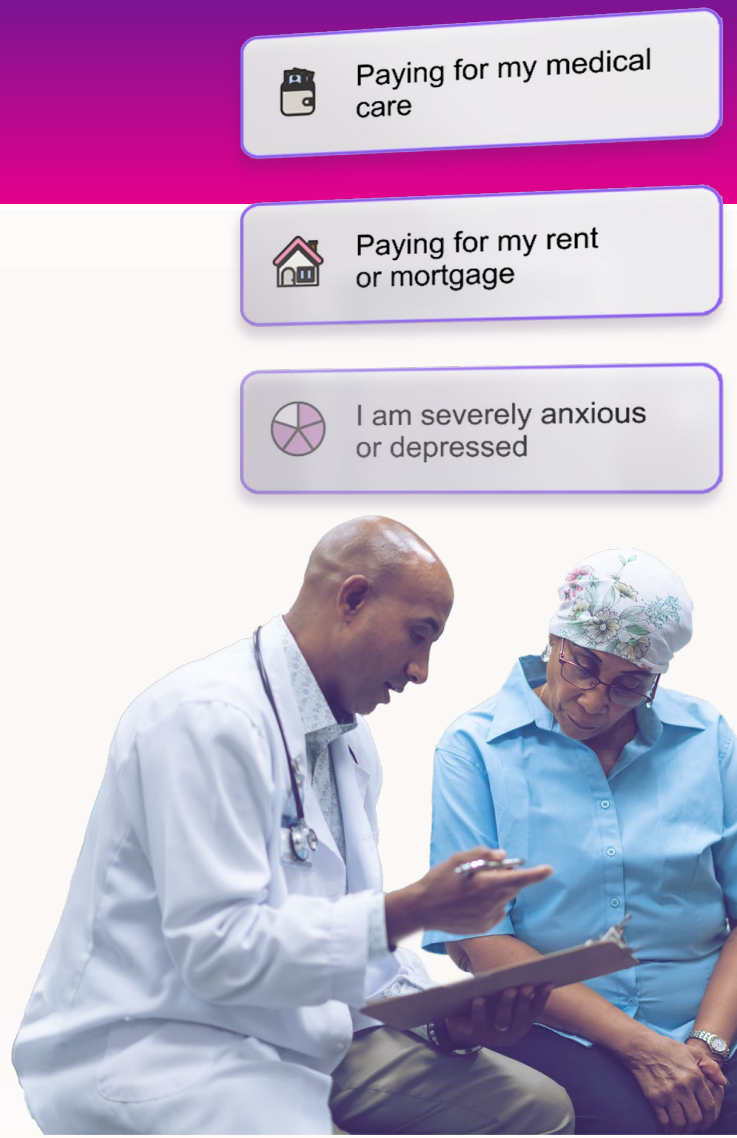
- Workflow doesn’t exist for this right now
- The team members who deal with this aren’t used to documenting what they do
  - Or keeping track of time for these activities
- There’s no place to keep track of all of this
  - We hear from providers that they’re using shared Excel spreadsheets to document between team members

Our solution

An end-to-end solution for optimizing SDoH management in cancer care

in compliance with the latest Centers for Medicare & Medicaid Services (CMS) guidelines

- **Streamlined workflow**
  Operationalizes & centralizes the identification, documentation, and billing of SDoH interventions
- **Care team coordination**
  Empowers clinical and non-clinical staff to manage patient needs
- **Optimized reimbursement**
  Enhances billing for new SDoH, PIN and CHI services
- **Personalized patient support**
  Delivers education & resources to the right patient at the right time
- **Better patient outcomes**
  Supports enhanced care delivery through efficient SDoH management



PATIENT DISCOVERY

cencora

Economic value to providers

Analysis by cencora

251 patients
per MD requiring support

These new codes unlock significant reimbursement opportunities for providers

while enhancing care quality and outcomes

$928
net value per patient per year

$232,928
per MD per year

$1.16M
total for a typical 5 MD practice

Disclaimer: External speaker presentation. Neither Cencora nor any pharmaceutical company has influenced the content of this presentation nor has Cencora verified the presentation for accuracy.

Information provided by Cencora; see our joint white paper "The Business Case for Identifying and Addressing SDoH in Cancer Care"

PATIENT DISCOVERY

cencora

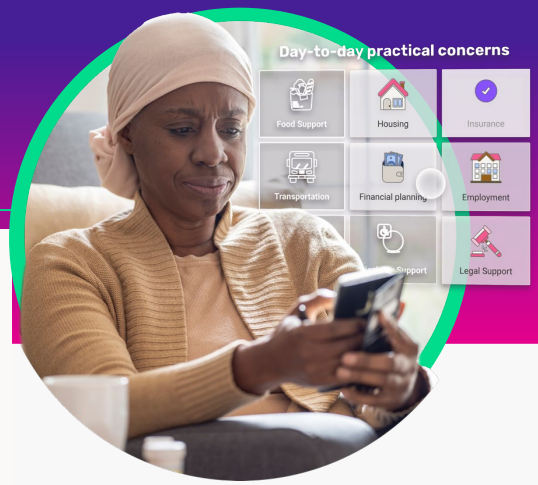
How it works

Streamlining SDoH workflows, optimizing reimbursements, & enhancing patient care

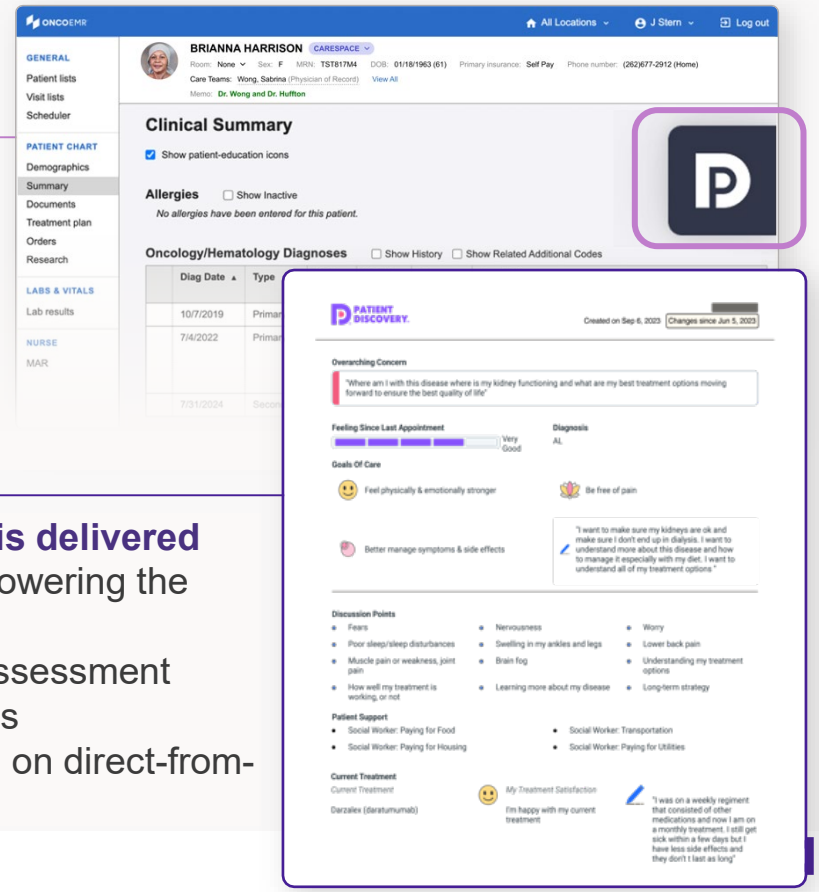
Disclaimer: External speaker presentation. Neither Cencora nor any pharmaceutical company has influenced the content of this presentation nor has Cencora verified the presentation for accuracy.

Patient initiates SDoH assessment from their home prior to the appointment, while also:

- communicating their unique treatment priorities, questions, and challenges to the care team
- engaging with disease-specific education and treatment options



Bi-directional integration into the EHR



A summary of the patient's data is delivered within the clinical workflow, empowering the care team to:

- compliantly perform the SDoH assessment and prescribe PIN & CHI services
- deliver whole-person care based on direct-from-patient data

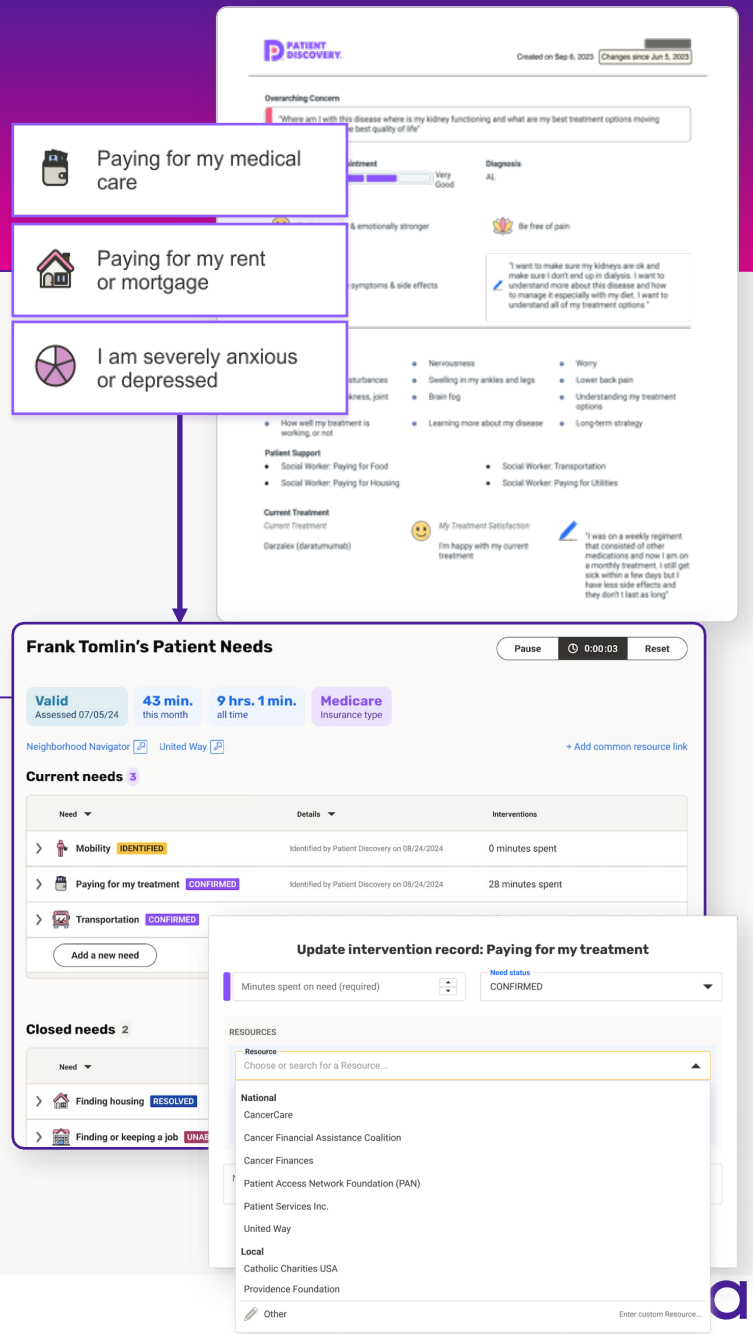
PATIENT DISCOVERY

How it works

Streamlining SDoH workflows, optimizing reimbursements, & enhancing patient care

Disclaimer: External speaker presentation. Neither Cencora nor any pharmaceutical company has influenced the content of this presentation nor has Cencora verified the presentation for accuracy.

Patient-reported needs flow seamlessly into the Revenue Cycle-Management (RCM) tool



The extended care team, including clinical and non-clinical staff, use our proprietary RCM capabilities to:

- triage social needs
- coordinate patient SDoH interventions
- track time-based activities
- document required evidence for billing

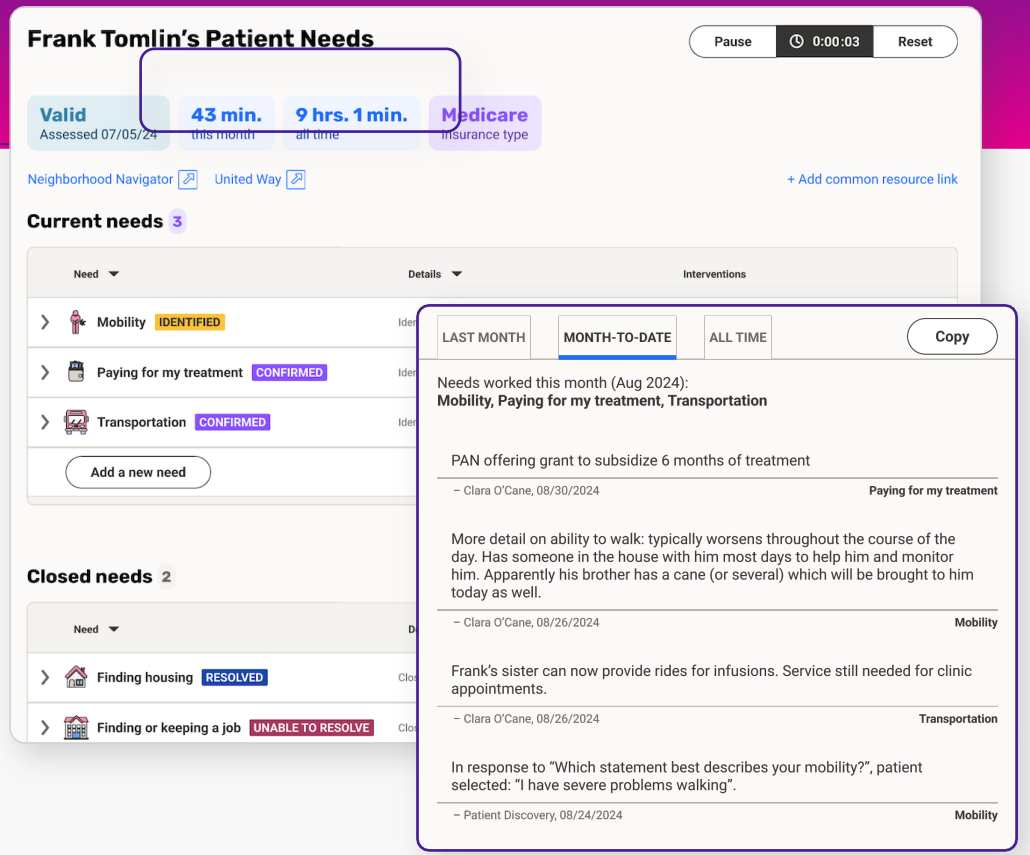
A centralized **directory of patient support** resources improves staff efficiency

PATIENT DISCOVERY

How it works

Streamlining SDoH workflows, optimizing reimbursements, & enhancing patient care

Documenting time & evidence in one location for billing



Evidence is easily transferred back to the EMR for review by the physician, who signs off on the services for billing

Disclaimer: External speaker presentation. Neither Cencora nor any pharmaceutical company has influenced the content of this presentation nor has Cencora verified the presentation for accuracy.

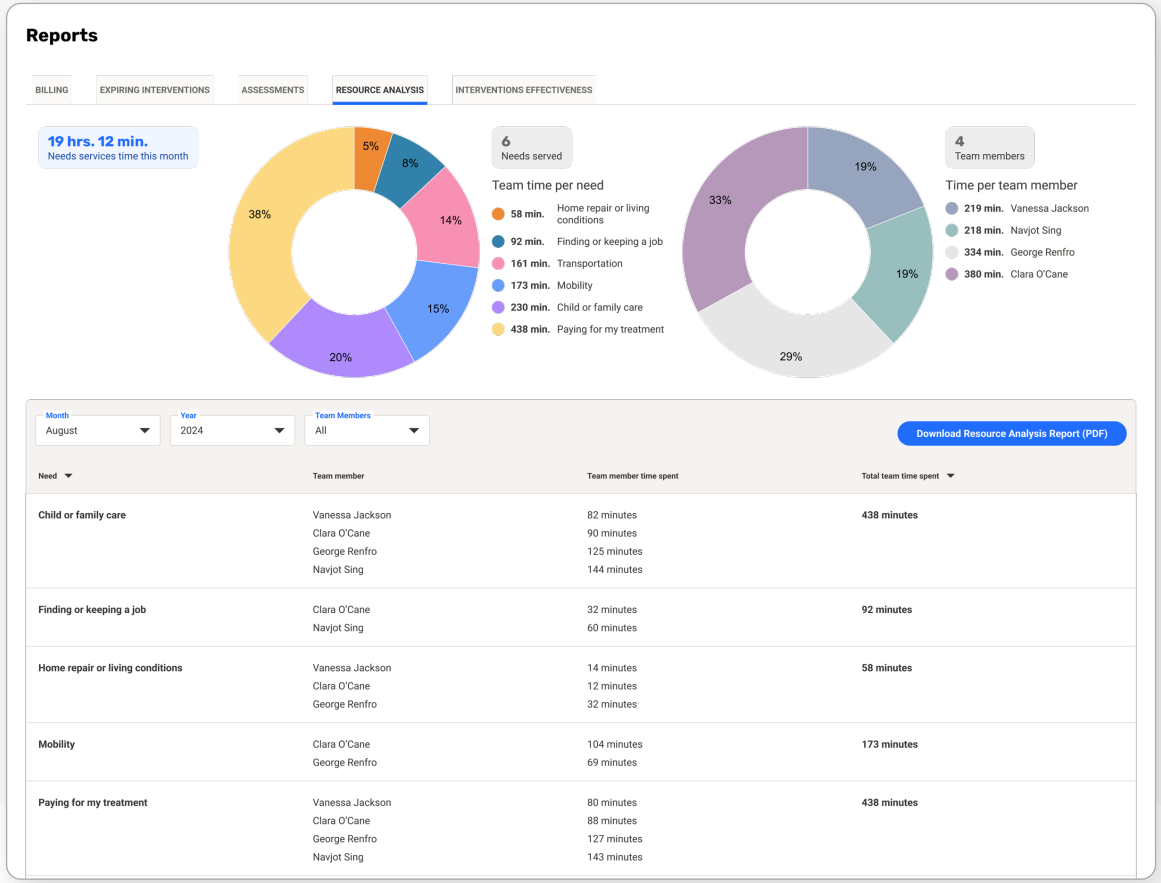
PATIENT DISCOVERY

cencora

How it works

Practice administration leverages **built-in reporting tools** to understand resource utilization rates and patient needs to better target and allocate resources

Delivering business intelligence to improve the bottom line of the practice



Disclaimer: External speaker presentation. Neither Cencora nor any pharmaceutical company has influenced the content of this presentation nor has Cencora verified the presentation for accuracy.

PATIENT DISCOVERY

cencora


thank you