

# BTM/NMDP

INNOVATION LAB

IMPROVE **CORD BLOOD** EXPERIENCE

&

**PAYOR POLICY** HIGHLIGHT

# AGENDA

Lab Purpose

---

Lab Framework

---

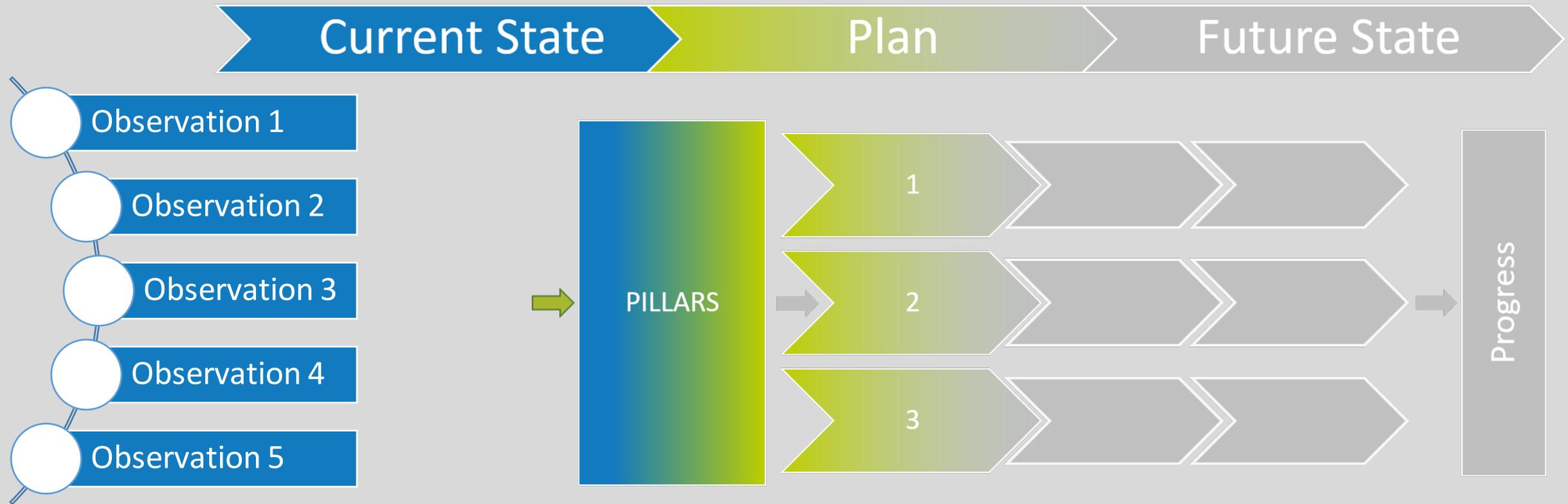
Lab Plan

---

Payor Policy Highlight

# PURPOSE

*Effectively address critical issues that impact the providers' and patients' cord blood experiences to increase utilization*



# PILLARS

SUSTAINABILITY

---

EVIDENCE

---

LEADERSHIP

# PLAN



# SUPPLY



# DEMAND



# ALIGN



# SUPPLY



Address Supply to Optimize and  
Protect Critical CB Units

- ☞ Increase reimbursement threshold to meet the needs of patients

---

- ☞ Protect highly viable CBUs from being destroyed or damaged if CBBs' financial sustainability is threatened

# DEMAND



Increase Demand Through Service Offerings and Data

- ! Perform high-res typing for a more accurate match
  - ! Provide instructional guidance for teams that use cord blood less frequently
  - ! Provide focused attention on the needs of transplant teams
- 
- ! Provide physicians with evidence for proper care, creating data driven strategies for a safer, easier and less expensive engraftment experience

# ALIGN



Align BTM in Order to Repair and  
Create

- ≡ Be The Match must raise cord blood awareness internally and take responsibility in order to drive necessary change.
  - ≡ Restructure CBAG to be mission driven and action oriented
- 
- ≡ Fund new cord blood treatment clinical trials

**Payor  
Policy  
Highlight**

# Mission

Ensure patients have access to the transplant they need when they need it by removing barriers through policy change

# Payor Policy Highlight

## The PACT Act



Transplant centers lose thousands of dollars on each Medicare beneficiary they treat.



The financial losses incurred by transplant centers when treating Medicare patients threaten their ability to continue to provide these transplants.



The PACT Act will require donor search and cell acquisition costs be reimbursed separately and at a reasonable cost rate — significantly improving reimbursement.

# Increasing Reimbursement

- \$ Respond to CMS proposed rules with data on cost and charges for cell procurement
- \$ Work with commercial payers to ensure full coverage of search and procurement services
- \$ Monitor state and federal legislation to ensure patients have access to insurance that covers transplant

**Payor  
Policy  
Highlight**



Questions