



## CASE STUDY

# Expanding Genetic Risk Assessment, Counseling, and Testing Services



### Client Profile

Fox Chase Cancer Center (FCCC) is one of the country's leading cancer research and clinical organizations with a history of over 100 years in cancer treatment and research. In 1991 FCCC pioneered a cancer risk assessment program, which through its success led to FCCC establishing one of the country's first departments of clinical cancer genetics. With the new affiliation with Temple University Health System, FCCC has an opportunity to expand clinical genetics services to patients at both Temple and Jeanes hospitals.

### The Project

FCCC's Department of Clinical Genetics engaged Fox Management Consulting (Fox MC) to develop an expansion plan for its genetic risk assessment, counseling, and testing services to affiliated Temple University Hospital and Jeanes Hospital to serve individuals and families with patterns of familial and/or hereditary cancer syndromes. This expansion would address a currently unmet need for patients at both institutions and possibly open new research opportunities.

### Recommendations

Fox MC found that there is a significant potential demand for the Department of Clinical Genetics services in TUHS and the region. However, expansion of services is constrained by the unfavorable economics of the cost to provide the service versus limited insurance reimbursement. The strategy that Fox MC recommended has three critical components:

- Strengthen the DCG operational foundation to provide risk assessment services more cost effectively.
- Increase the number of high-risk patients utilizing DCG services.
- Expand in phases based on improving economics including payer mix, culture, and accessibility factors.

### Results

FCCC invested \$150,000 to implement the team's plan and hired a member of the student team to continue with the project.