

Galleri[®] in Practice

Dr. Greg Beato is a graduate of the Philadelphia College of Osteopathic Medicine ('05), who went on to complete his internal medicine residency at Christiana Care Health Systems, in Newark, Delaware and a Primary Care Sports Medicine Fellowship at Virginia Tech/VCOM in Blacksburg, Virginia.

He currently still resides in Blacksburg where he is the co-owner of a primary care practice called Medical Associates of Southwest Virginia and is a proud affiliate with MDVIP. He continues to serve as a Head Team Physician for Virginia Tech athletics and is married with two growing boys.



Tell us about your practice and why you chose to offer the Galleri test?

I'm an internal medicine doctor, an MDVIP provider, with about 400 membership-based patients. So I did my own research and really vetted to make sure I felt comfortable about it, and how to offer it. I spoke to my peers about it as well. I think a lot of patients want more out of primary care. Cancer is obviously a hot topic, so looking for other ways to screen for cancer earlier is always on patients' minds.

How do you determine which patients to offer the Galleri test to?

I feel strongly that it's not appropriate to make decisions for patients, just to inform them of their options. I think it's up to patients to make an educated decision on how to spend their money and I think most patients are looking for more ways to be proactive about cancer screening. I'd encourage other providers to speak on a daily basis to their patients about this. I think when we get this more readily accessible to the masses it will change the approach to cancer and cancer screening.

*The Galleri test is recommended for use in adults with an elevated risk for cancer, such as those aged 50 or older. Galleri is intended to detect cancer signals and predict where in the body the cancer signal is located. Use of Galleri is not recommended in individuals who are pregnant, 21 years old or younger, or undergoing active cancer treatment.

How do you make your patients aware of the Galleri test? Do you have any systems in your practice for educating patients about it?

I really try to communicate on a monthly basis on what's going on in my practice, updates on vaccines, etc. So for Galleri I've sent out a couple of mass emails about what the test is, who it's appropriate for, and the cost. I also did a voice shot, which is a 20 second recording that goes out by phone to patients, same exact message as email. I think the best time to go over results is at your physical, so I typically test 2 weeks prior to that at my office. That way, I have results when patients come in for the physical itself. Also, I give everyone a brochure and talk to patients about it at each physical.

What questions do patients typically ask you?

I find that it's best to fully explain the test including the price before I ask them if there's any questions, anticipating what questions will be (false positive rates, what's the follow up on a positive test, how often should I do this). I'll explain everything up front about what we're testing for, why this is appropriate for them, what the cost is up front. The most asked question is how often do we repeat it? And I'll say I recommend testing on an annual basis.*

*Modeled data suggests that adding annual testing with Galleri to recommended screenings improves the chance of finding cancer early.

Can you share a case where a "No Cancer Signal Detected" result was particularly impactful for a patient?

Yeah I've actually had a couple recently for patients who've had 2 or 3 cancers before. I had a female patient who had had breast and uterine cancers and had dealt with those and was doing well, and when I gave her the result, you could see the tearing up, the joy. You know, she was nervous for two weeks. To give someone that sense of peace or relief* is really huge. I could just see her when she came in, I gave her the results early because you could tell she was anxious about it.

*A Galleri result of No Cancer Signal Detected does not rule out cancer. The Galleri test does not detect a signal for all cancers and not all cancers can be detected in the blood. False positive and false negative results do occur.

What impact has offering the Galleri test had on your practice?

My goal with my preventative personalized practice is to be holistic and to address everything I can with better than standard of care. I do think Galleri will become standard of care down the road, so I pride myself on finding things before they're mainstream. I obviously fully vetted it and made sure on my own that it's worth it. I think it is a part of why patients see my practice as cutting edge as I try to offer services above the current standard of care. I feel that Galleri has really been a part of that.

Important Safety Information:

The Galleri test is recommended for use in adults with an elevated risk for cancer, such as those aged 50 or older. The Galleri test does not detect all cancers and should be used in addition to routine cancer screening tests recommended by a healthcare provider. Galleri is intended to detect cancer signals and predict where in the body the cancer signal is located. Use of Galleri is not recommended in individuals who are pregnant, 21 years old or younger, or undergoing active cancer treatment. Results should be interpreted by a healthcare provider in the context of medical history, clinical signs and symptoms. A test result of "No Cancer Signal Detected" does not rule out cancer. A test result of "Cancer Signal Detected" requires confirmatory diagnostic evaluation by medically established procedures (e.g. imaging) to confirm cancer. If cancer is not confirmed with further testing, it could mean that cancer is not present or testing was insufficient to detect cancer, including due to the cancer being located in a different part of the body. False-positive (a cancer signal detected when cancer is not present) and false-negative (a cancer signal not detected when cancer is present) test results do occur. **Rx only.**

Laboratory/Test Information:

GRAIL's clinical laboratory is certified under the Clinical Laboratory Improvement Amendments of 1988 (CLIA) and accredited by the College of American Pathologists (CAP). The Galleri test was developed, and its performance characteristics were determined by GRAIL. The Galleri test has not been cleared or approved by the Food and Drug Administration. GRAIL's clinical laboratory is regulated under CLIA to perform high-complexity testing. The Galleri test is intended for clinical purposes.