

# Empowering Practices with Financial Flexibility

## Financial Challenges in Community Oncology

Independent oncology practices are under increasing financial pressure due to shrinking drug profits, rising drug costs, and the need for capital to grow. As medication prices climb and profit margins narrow, maintaining financial stability becomes increasingly difficult. Practices need substantial funding for new technology, skilled staff, and administrative tasks, while also expanding services like radiation therapy and surgical oncology. Maintaining state-of-the-art facilities for comprehensive care delivery demands significant capital investment.

Reimbursement challenges and payer negotiations complicate financial planning, making it difficult for practices to secure timely and accurate compensation. These multifaceted pressures underscore the importance of strategic relationships, grounded in a strong financial foundation, to ensure long-term success and growth.

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## ▲ SECTION 1

# The US Oncology Network

**With over 25 years of practice management expertise, The US Oncology Network (The Network) provides the tools and financial resources to enhance patient care and practice success. With the right resources in place, the potential for growth and impact becomes limitless. Backed by a Fortune 9 company, The Network delivers unmatched financial support, including access to capital, innovative clinical trials, and superior purchasing savings. This enables practices to unlock new opportunities, thrive financially, and continue delivering exceptional, patient-centered care in their local communities.**

Additionally, The Network empowers independent practices to effectively compete against large health systems and hospitals by providing strategic insights and robust support. In a landscape where hospital systems exert significant competitive pressures, The Network equips practices with the necessary tools and resources to not only sustain but also enhance their operational capabilities. This includes access to savings, advanced technologies, and optimizing patient care services to maintain a competitive edge. By aligning with The Network, practices are better positioned to navigate the complexities of the healthcare market, ensuring their ability to thrive and deliver exceptional care.



## ▲ SECTION 2

# Empower Your Practice Through Unity GPO

**Unity Group Purchasing Organization (GPO) is a leading GPO dedicated to community oncology practices. By joining The Network, practices join the Unity GPO and gain access to incredible savings on essential drugs and services, strategic partnerships, and comprehensive support designed to drive financial success and enhance patient outcomes.**

### Optimize High-Cost Drug Pricing to Reduce Practice's Costs

Unity GPO offers unmatched savings on essential drugs and services, optimizing high-cost drug pricing and boosting financial health. With differentiated contracts that secure competitive pricing, practices benefit from reduced costs.

### Drive Economic Success in Your Practice

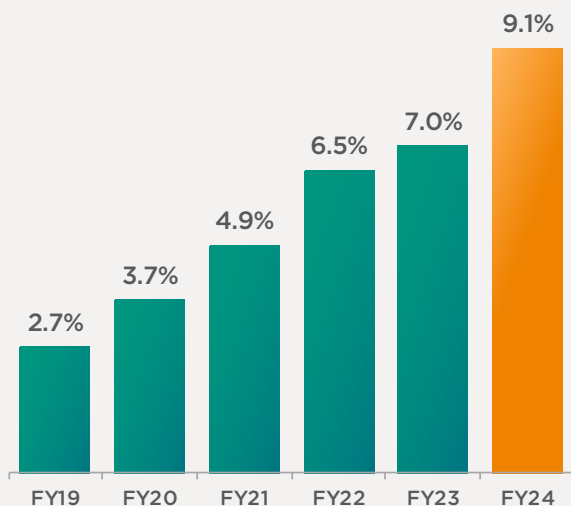
Through strategic relationships and customized GPO optimization plans, practices can maximize financial outcomes, reduce costs, and secure the most favorable terms on key medications, even during times of dynamic market shifts. Through participation

in the Unity GPO, practices benefit from contract optimization and long-term financial growth, ensuring their ability to thrive even in fluctuating markets.

### Comprehensive Support and Insights

Through the Unity GPO, The Network provides contract updates and tools for cost-effective decision making. The pharmacy solutions team works directly with practices to help lower the overall cost of care, while advanced technology aids in optimizing drug purchasing decisions to improve financial performance. Additionally, data, analytics, and expertise are offered to help practices maintain operational efficiency and optimize purchasing.

**The Network Contract Price Rebate %**



▲ **Over the last five years, through proactive efforts, Unity GPO has successfully grown practice rebates by an average of 24%. This remarkable growth has enabled practices in The Network to sustain their economics and mitigate earnings losses, delivering long-term financial benefits despite challenging conditions.**

## SECTION 3

# Access Capital to Drive Strategic Growth

The Network provides significant capital benefits to fuel growth, streamline capital flow, and optimize accounts receivables. Joining The Network means partnering with a leader in oncology, gaining a strategic ally dedicated to long-term success — on the practice's terms.

- Tailored Capital Investments for Lasting Impact**

Upon joining The Network, practices have access to experts who help them identify the right capital investments to enhance infrastructure, technology, and services, empowering them to thrive in today's competitive landscape.

- Strategic Financial Support for Growth and Expansion**

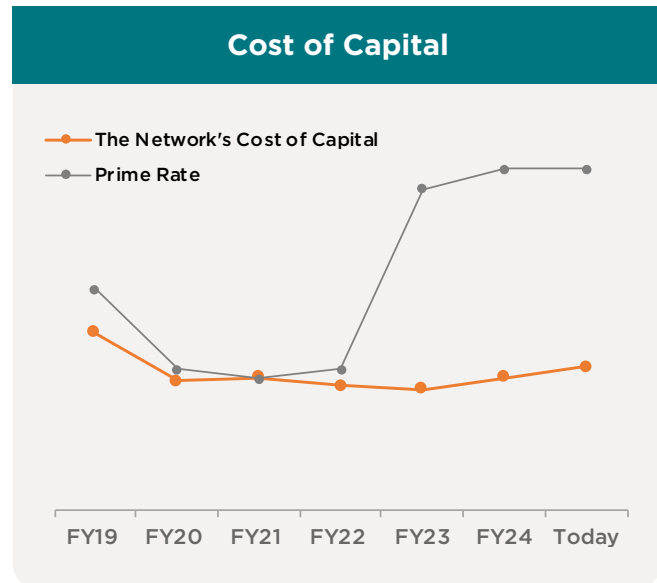
With robust financial support, The Network accelerates growth and expansion, transforming vision into material results. Whether expanding to new locations, adding new specialties such as surgery or radiation, or enhancing existing service lines, our team works closely with practices to identify and capitalize on key opportunities. With capital support and strategic insights, practices can unlock new avenues for sustainable growth.

- Optimized Capital Flow and Accounts Receivables**

The Network funds the working capital necessary to maintain financial flexibility and the investment capital to fund growth. As your capital partner, we ensure that practices do not need loans from banks or to give personal guarantees. This steady cash flow empowers practices to concentrate on delivering exceptional patient care while navigating growth opportunities with confidence.

- Comprehensive Support for Physician-Owned Practices**

Additional growth capital and a lower cost of capital make it easier for physician-owned practices to expand and succeed. Practices in The Network can realize tangible growth and significant savings with a cost of capital that consistently beats the market, remaining lower than the prime rate.



## Empowering Success from the Beginning: A Success Story

Embarking on a growth journey, Tennessee Cancer Specialists (TCS) saw their expansion significantly accelerate after joining The Network. By leveraging the tailored capital investments funded by The Network, along with comprehensive resources, experience, and expertise, TCS was able to realize their strategic vision more swiftly and effectively. This support facilitated the opening of a new office in Kingsport, staffed with two additional doctors, and the planning of a medical oncology-focused buildout in Greeneville. The Network's experts played a pivotal role in enhancing TCS's infrastructure, technology, and services, transforming their vision into tangible results and enabling them to thrive in a competitive landscape.

Shortly after joining, TCS signed an agreement with Sarah Cannon Research Institute (SCRI), which made clinical trials both more manageable and financially viable, ensuring their patients have access to cutting-edge treatments. This partnership exemplifies how The Network accelerates growth and service delivery for practices, offering optimized capital flow, favorable payment terms, and comprehensive support.

**Tracy W. Dobbs, MD, practice president, Tennessee Cancer Specialists.** *“The comprehensive resources and expert guidance from The Network will be invaluable as we move forward on this growth path while continuing to provide the high level of cancer care our patients and referring physicians have come to know and expect.”*

## SECTION 4

# Elevate Your Managed Care Contracts

**We understand the complex landscape of managed care contracts and the substantial impact these agreements can have on practices. The Network provides comprehensive support for managed care contracts and value-based care payer contracting to drive informed decisions.**

### Strategic Payer Agreements for Practice Growth

By using the expertise of The Network, practices secure favorable payer terms, driving increased income and financial stability. The Network’s focus on developing strategic payer relationships and contracts fosters long-term practice growth. This includes:

- **Practice Growth:** Supporting practices in negotiating managed care contracts, establishing preferred provider agreements, and conducting in-depth financial analysis.
- **Subject Matter Expertise:** Providing expert insights into national trends and practice-specific strategies to optimize performance and mitigate risk.
- **Strategic Consultation:** Assisting in the development of overarching strategies for payer relationships, incorporating new services, and navigating participation in value-based care programs.

### Risk-Bearing Arrangements and Value-Based Care

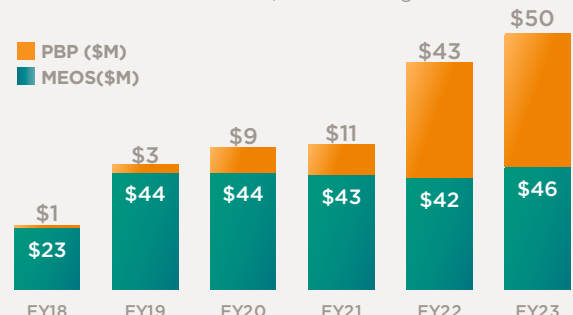
The Network helps practices successfully manage risk-bearing arrangements and maximize outcomes in value-based care programs. By guiding practices through these complexities, The Network helps practices achieve the highest possible quality outcomes and optimal financial incentives.

### Creating Preferred Status in Contracts

We help practices secure preferred status in health plan agreements to attract more patients and improve financial performance. This ensures a steady pipeline of new patients choosing practices in The Network, further boosting their economic stability. Achieving preferred status for practices in The Network ensures lower cost of care for payers and patients. By becoming the preferred oncologists for health plans, practices can attract more patients and generate higher revenue.

### Value-Based Care OCM

From fiscal years 2018-2023, we helped practices participating in the Oncology Care Model (OCM) achieve over \$359M in savings.





## ▲ SECTION 5

# Streamline Billing with Expert Revenue Cycle Management

**The Network's Revenue Cycle Management (RCM) services cover all aspects of the revenue cycle, including claims management, billing and coding, patient billing, payment posting, and regulatory compliance. Utilizing advanced technology, The Network ensures eligibility confirmation, timely prior authorizations, and accurate charge capture.**

**Through comprehensive hands-on practice management system training and seamless system upgrades focused on automation and AI enhancements, practices can develop, transform, and adopt efficient workflows and technology.**

Reporting and analytics tools offer insights into revenue cycle performance, enabling timely responses to denial trends, payment variances, and operational opportunities. This proactive approach strengthens financial health and identifies improvement areas. Advanced RCM software ensures smooth data flow, reduces manual errors with automation, and streamlines workflows to ease administrative burdens. The Network's services also emphasize adaptability and integration of new billing codes or procedures, insurance policy changes, and new payment methodologies.

Dedicated support teams provide hands-on assistance to navigate complex RCM challenges and develop sustainable solutions, covering operational support, training, integration, and patient assistance. By leveraging data insights to drive operational decisions and focusing on effective strategies to enhance patient support, The Network establishes a solid foundation for sustainable growth through workflow optimization and adoption, ensuring staff proficiency in managing the revenue cycle efficiently.



## ▲ SECTION 6

# Optimize Strategic Planning and Operations

**The Network drives operational efficiencies through strategic planning, insightful analytics, and proven best practices. Consulting with practices on outpatient care trends and operational challenges ensures access to the expertise and resources necessary to optimize both strategy and daily operations.**

### Develop a Targeted Strategic Plan

Tailored strategic planning sessions are designed to identify growth opportunities, streamline operations, and improve both patient and employee experiences. A key component of these sessions is a comprehensive practice health check — analyzing financial trends, referral relationships, operational efficiencies, competitive dynamics, and new patient volumes. Benchmarking against industry standards leads to the development of actionable insights and a roadmap. This comprehensive approach fosters sustainable growth and profitability, offering new revenue streams, improved operational efficiencies, and greater satisfaction for patients and staff. Practices can also expand into new service areas like imaging, surgery, radiation oncology, and research. By diversifying revenue streams, practices can maintain performance during challenging times.

### From Strategy to Success: RCCA's Accelerated Growth

Regional Cancer Care Associates (RCCA) experienced significant growth within just 12 months of joining The Network, adding two prestigious groups to their practice: New Jersey Cancer Care (NJCC) and Hematology Oncology Specialists of Cape Cod (HOSCC). This expansion brought a total of 11 doctors and 4 Advanced Practice Providers (APPs) into the fold, along

with 4 new sites of care. The Network's capital funding played a pivotal role in facilitating this growth, providing RCCA with the resources needed to expand their reach and capabilities, and improve access to care. Additionally, The Network's strategic planning and consultation were crucial in this accelerated growth, offering tailored planning sessions to identify growth opportunities, streamline operations, and improve patient and employee experiences. This comprehensive support from The Network ensured that RCCA could seamlessly integrate new groups and enhance service delivery.

### Optimize Your Patient's Journey

Patient access and coordination of care are pivotal to retaining referrals and ensuring a seamless patient experience. Through strategic operations, and in partnership with practices, The Network conducts a comprehensive assessment of the patient journey to identify critical areas of opportunity to improve the patient experience. By leveraging detailed process evaluations and in-depth data analysis, customized solutions are developed to address specific challenges faced by each practice. Execution support is provided to ensure the successful implementation of these tailored strategies, ultimately enhancing patient access, improving care coordination, and boosting overall practice performance.

## Deploying Staff for Operational Excellence

The Network partners with practices to ensure that all providers, including doctors, APPs, and nurses are enabled to practice at the top of their license. We facilitate operational efficiency and enhance clinical capacity without infringing on physicians' clinical autonomy. We collaborate with practices to optimize the delegation of appropriate services and care to APPs, thereby freeing up physicians to focus on new patients. Using the skills of APPs, practices can increase appointment availability, reduce wait times, and provide timely care.

Additionally, The Network offers comprehensive onboarding, training, and professional development support for APPs, ensuring they are well-equipped to deliver high-quality care. This utilization of resources not only enhances patient care but also improves the overall efficiency and financial performance of practices. From August 2022 to August 2023, the wait time for patients at a practice in The Network was reduced by an impressive 42.6%. This reduction translated directly into better patient outcomes and increased practice capacity, ultimately driving financial success.

## SECTION 7

# Clinical Research Simplified

**Clinical research is essential for innovation and improved patient outcomes, but it can be overwhelming and financially draining for many community oncology practices. This is where The Network, in collaboration with SCRI, transforms the clinical research landscape. Providing centralized services and robust support, The Network and SCRI partner to make clinical research both manageable and financially viable for practices.**

- Optimized Staffing and Operational Costs:** Through its partnership with SCRI and via access to their centralized site support services for trial operations, regulatory, quality, and finances, The Network offers an approach to clinical research that allows practices to optimize research staff in core functions for on-the-ground study management, patient enrollment, and ongoing care. This approach enhances efficiency by giving practices access to centralized, experienced teams as opposed to investing in local, specialized personnel.
- Leveraging Advanced Technology:** The Network and SCRI employ advanced technology through Genospace for trial matching, trial menu management, and EHR to EDC connectivity. These capabilities streamline clinical research processes, reduce administrative burdens, and enhance productivity, allowing practices to focus on patient care and research simultaneously.
- Streamlined Financial Management:** The Network and SCRI manage the complex financial operations of research, like negotiating budgets and contracts with sponsors and CROs on behalf of participating practices and managing accounts receivable. This centralized financial oversight allows practices to receive consistent revenue and contract terms to support ongoing research operations.







## Join Our Network

**Unlock your practice's full potential with The US Oncology Network. By partnering with us, you gain access to unparalleled financial resources, cutting-edge technology, and strategic support tailored to your growth and success. Empower your practice to thrive in today's competitive landscape while delivering exceptional patient care.**

Visit our website or click the button below to learn more about how joining The US Oncology Network can drive your practice's success. Let us be your strategic ally in achieving sustainable growth and excellence in oncology care.

[JOIN OUR NETWORK](#)