



Driving the Future of Cancer Care

ANNUAL REPORT | 2021



Contents

Accelerating Momentum	3
Meet Our Team	4
Our Platform is Growing	5
OneOncology Across the Country	6
Growing in the South	7
Physician and Advanced Practice Provider Recruitment and Placement	8
Strategic Growth Across the Continuum of Care	8
How Finance Drives Practice Value	9
Letter from the Chief Medical Officer	10
Value-Based Oncology Care 2.0	12
How OneAnalytics Improves Patient Care	14
Meet Our Everyday Heroes	15
How to Stay Independent in the Face of Headwinds	17



Accelerating Momentum

by Jeff Patton, MD

to tap into OneOncology’s expertise, flexibility and bandwidth to create value and further their clinical offerings. Having practices as successful as these join OneOncology in 2021 forecasts that we expect continued anchor practice growth in 2022 and beyond.

PRACTICE GROWTH

I’m also immensely proud of how our team has helped all our practice partners expand their oncology programs. We’ve delivered on three levers practices need to grow:

1. Top talent that meets with practices, recruits physicians and leads integrations;
2. Expertise to teach the practice managers about the integration process and how to manage it successfully; and
3. Capital to make growth a financially responsible move for the practice.

OneOncology solves for what previously held practices back from growing on their own to different degrees. For example, New York Cancer and Blood Specialists has the expertise and was already growing, but we’re helping them do it faster. Astera Cancer Care is leveraging OneOncology’s expertise and capital to build out regional hubs to grow throughout New Jersey. And with the Center for Cancer and Blood Disorders in Fort Worth, we’ve helped them grow by 50 percent in twelve months.

We’ve delivered on our promise to our practice partners.

“OneOncology solves for what previously held practices back from growing on their own to different degrees.”

CLINICAL INFRASTRUCTURE

As new groups have joined us and existing partners have expanded, OneOncology has also grown its clinical research and clinical capabilities to capitalize on the explosion in scientific knowledge benefiting patients.

From launching a precision medicine program rooted in genomic and biomarker diagnostics that matches the right patient with the right clinical trial to virtual tumor boards, OneOncology is delivering the tools, assets and capabilities to every physician on the platform to deliver care similar to what is delivered in large academic centers, but at lower costs and closer to home.

VALUE-BASED CARE

The Oncology Care Model (OCM) accelerated the move toward value-based care. Even as the program sunsets and CMS’s next value-based oncology care program is still taking shape, commercial payers, often in conjunction with forward-thinking practices, are moving forward on risk-based programs emphasizing coordinated, patient-centered care.

Capitalizing on this momentum to forge partnerships and ensure programs are applicable to enough patients, practices are realizing how difficult it is to build successful programs on their own. With so much expertise required regarding data management, informatics and analytics, practices have recognized the importance of having the right partner to help them succeed in the design and implementation of value-based care.

DRIVING THE FUTURE

When you combine three megatrends in oncology – the headwinds against community practices advantaging hospital oncology programs, the opportunity for practices to expand services across the continuum of cancer care including precision medicine and implementation of risk-based commercial reimbursement programs – it is evident why the OneOncology platform is resonating in the marketplace.

Our company is built by physicians for physicians. We know that our model is designed to help practices succeed today and anticipate and adapt to tomorrow’s challenges and opportunities so our practice partners can continue to thrive by caring for patients and being better stewards of scarce healthcare resources than other sites of service.

We’re proud of what we achieved in 2021 on behalf of everyone living with cancer and we look forward to our future together.

Sincerely,

Jeff Patton
CEO
OneOncology

Dear colleagues,

2021 was an inflection point for OneOncology.

For OneOncology to sign as many well-established oncology practices as we did in 2021, it marked a momentum accelerator for the company. While our message and vision always resonated, now our track record is established.

ANCHOR GROWTH

We’ve brought large and diverse groups, like Astera Cancer Care, Mary Bird Perkins, Gettysburg Cancer Center, Piedmont Cancer Institute and University Cancer and Blood Center in Athens, Georgia, onto the OneOncology platform. While each of these practices had local-market reasons to join OneOncology, the consistent rationale successful groups have for joining our platform is

Meet Our Team

Executive Team



Jeff Patton, MD
Chief Executive Officer



Karen Kizzia
Chief Human Resources Officer



Phil Watts
Chief Legal Officer



Bob Gallagher
Chief Operating Officer



Davey Daniel, MD
Chief Medical Officer



Jimmy Harper
Chief Development Officer



Jon M. Billington
Chief Financial Officer



Andy Cortis
Chief Technology Officer

Board Members



Natalie Dickson, MD, MMHC, FACP
Tennessee Oncology, Chief Strategy Officer



Edward Licitra, MD, PhD
Astera Cancer Care, Chairman & CEO



Curtis Warfield
Windham Advisors, President and CEO; Texas Roadhouse, Board Member



Jeff Vacirca, MD, FACP
New York Cancer & Blood Specialists, CEO



Senator Bill Frist, MD
Retired Surgeon; Cressey & Co, Partner; Frist-Cressey Ventures, Founder/Partner; Former US Senator



Jeff Patton, MD
OneOncology, CEO



David Chernow
Select Medical, President and CEO



Robbert Vorhoff
General Atlantic, Managing Director and Global Head of Healthcare



Justin Sunshine
General Atlantic, Managing Director

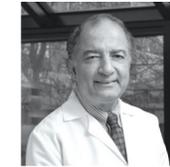


Nat Turner
Collectors Universe, CEO; Flatiron Health, Chairman

OneCouncil Leadership



Davey Daniel, MD
Chief Medical Officer



Dinesh Kapur, MD
Chair



Natalie Dickson, MD, MMHC, FACP
Chair Emeritus



Nicole Deline, MSN, APRN, FNP-BC, AOCNP
APP Chair



Sandhya Mudumbi, MD
Palliative and Supportive Care Chair



Ted Arrowsmith, MD
Pathways Chair



Ellen A. Ronnen, MD
Quality Chair



Casey Chollet-Lipscomb, MD
Radiation Oncology Chair

OneCouncil Board Members



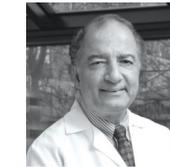
Ted Arrowsmith, MD
Tennessee Oncology



Harry Staszewski, MD, FACP
New York Cancer & Blood Specialists



Jonathan Schwartz, MD
Arizona Blood & Cancer Specialists



Dinesh Kapur, MD
Eastern Connecticut Hematology and Oncology



Ray Page, DO, PhD, FACOI, FASCO
The Center for Cancer and Blood Disorders



Boris Bagdasarian, DO
Los Angeles Cancer Network



Bruno Fang, MD
Astera Cancer Care



Satish A. Shah, MD
Gettysburg Cancer Center



Eric D. Mininberg, MD
Piedmont Cancer Institute



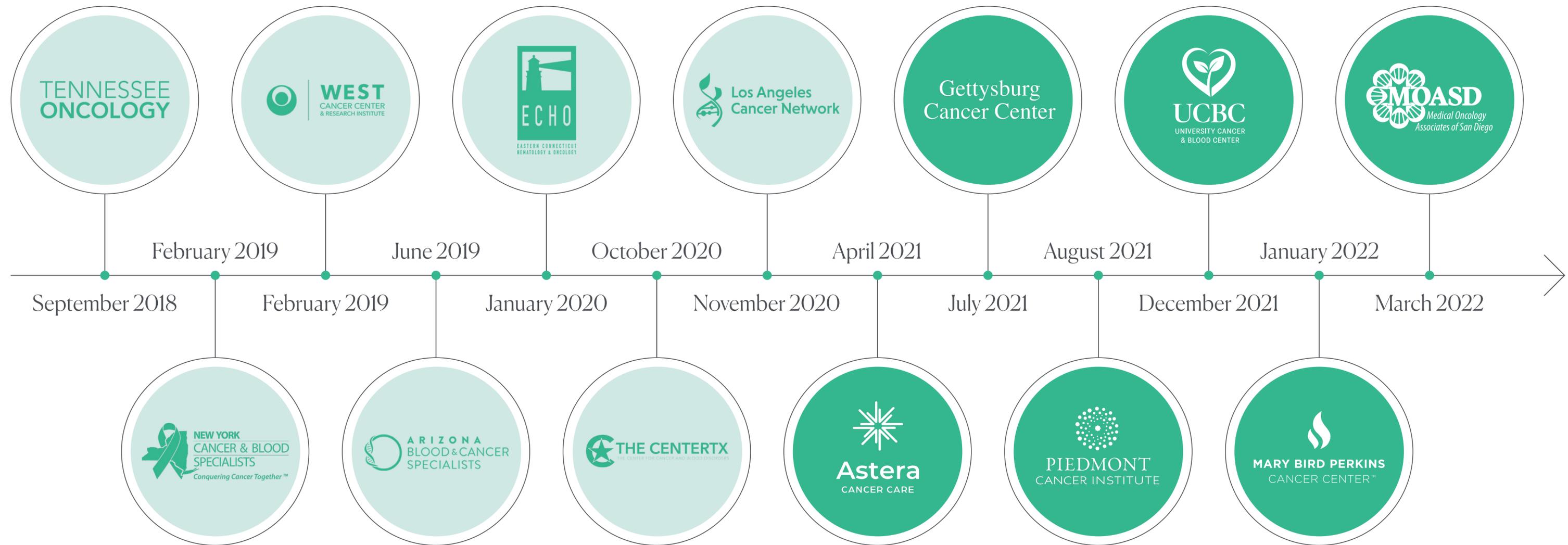
Petros Nikolinakos, MD, CPI
University Cancer & Blood Center



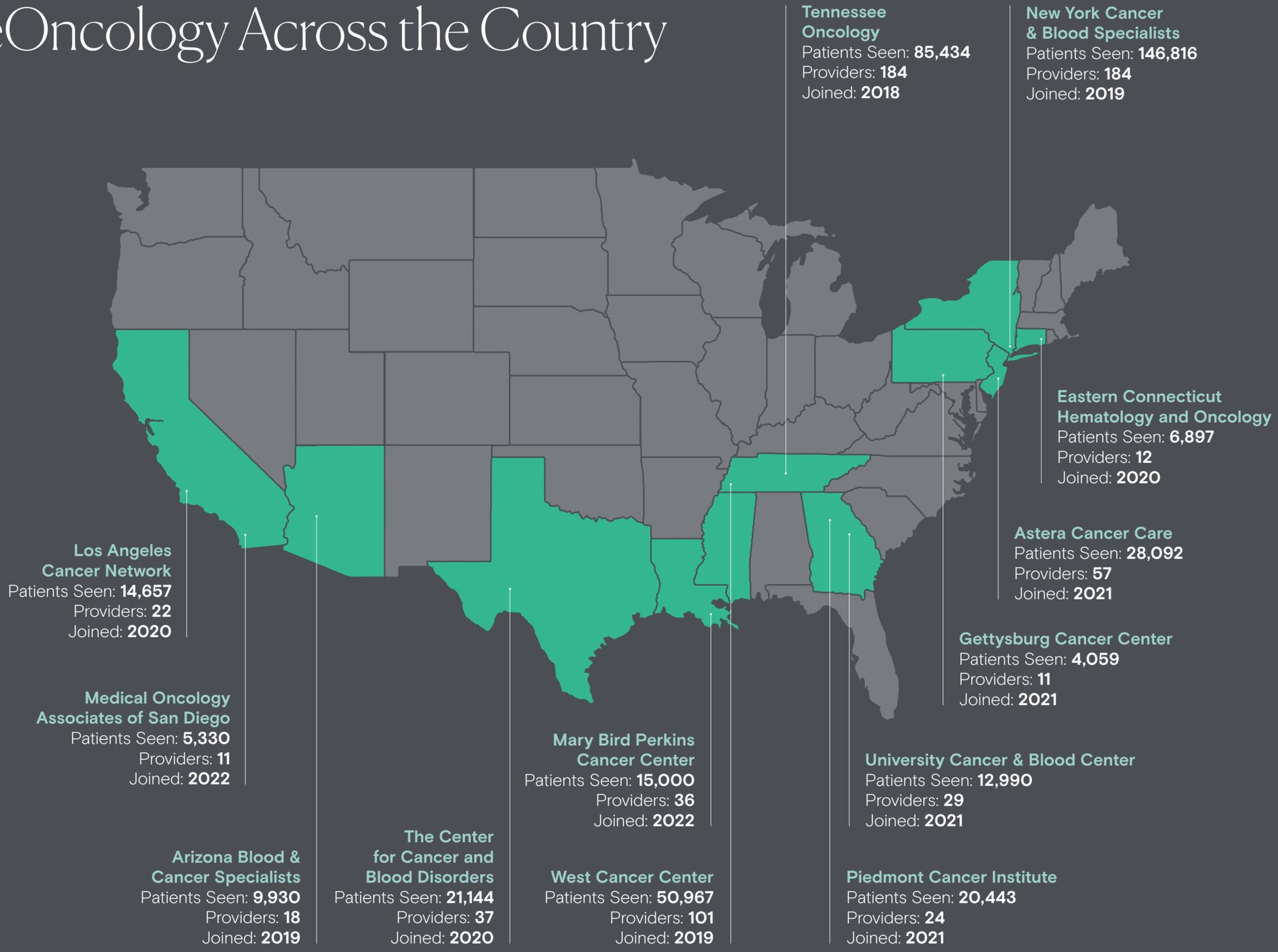
Bryan J. Bienvenu, MD
Mary Bird Perkins Cancer Center

Our Platform is Growing

Since April 2021, OneOncology has added six large practices to the platform, nearly doubling the number partners since launching in 2018. When OneOncology adds scale through growth, our practice partners unlock more value from the platform through national buying power, clinical trial delivery and analytical assessments.



OneOncology Across the Country



421K+
Total patients seen in 2021

260+
Total sites of care

726
Total providers

Growing in the South

Our latest practice partners describe the value of joining OneOncology.



UNIVERSITY CANCER AND BLOOD CENTER

by **Petros Nikolinakos, MD, CPI**
Managing Partner

For over four decades, University Cancer and Blood Center (UCBC) has been a resolute and independent community oncology practice with a reputation for cutting-edge, innovative cancer treatment and research, as well as compassionate patient care. Patients have always been and will continue to be our number one priority.

We are proud of the strides UCBC has made over the past 40 years, and by joining forces with our new partner, OneOncology, we will further enhance patient care, improving the delivery of value-based and quality care to our patients and to our local communities that we serve. The partnership with OneOncology will allow us to invest in our future growth and improve our ability to expand our geographic footprint, grow our service lines and hire additional healthcare providers.

OneOncology shares our vision completely, and by aligning efforts, we will now be part of an expansive, prominent network of leading oncology practices providing world-class cancer care.

OUR PHYSICIANS AND STAFF ARE LOOKING FORWARD TO MAKING ADVANCES IN EXCEPTIONAL CANCER CARE DELIVERY ALONGSIDE WITH ONEONCOLOGY. ○



MARY BIRD PERKINS CANCER CENTER

by **Todd Stevens**
President and CEO

Mary Perkins Cancer Center has been an independent, nonprofit organization, serving Southeast Louisiana and beyond for more than five decades. Since that time, the Cancer Center has focused 100% on serving the needs of individuals and their families impacted by cancer.

Our board, supporters, physicians and team members have helped ensure Mary Perkins Cancer Center continues a systematic focus on the disease, working toward the common goal of providing the highest-quality care for people within their local communities.

As we experienced the evolution in healthcare toward large systems, Mary Bird Perkins desired an alternative that would bring the focus of cancer care back to the physician-patient relationship, which we see as vital to our mission to improve survivorship and lessen the burden of cancer.

When we evaluated our ability to continue to be independent, diversify and add cancer care services that make the most significant difference for patients, the choice was clear: become a service line for a large health system or continue as an organization focused on the physician-patient relationship and all the benefits this option brings to those we serve.

“IT WAS AN EASY DECISION TO ALIGN WITH ONEONCOLOGY AS IT FURTHER STRENGTHENS PHYSICIAN-PATIENT DECISION-MAKING ABILITIES.”

It was an easy decision to align with OneOncology as it further strengthens physician-patient decision-making abilities. With OneOncology, we have access to a technology and analytical platform that is powerful in helping us advance the Cancer Center’s mission. The partnership also affords us the opportunity to connect with a large network of peer physicians and peer groups focused on clinical research, treatment delivery and clinical excellence.

Taking the path with OneOncology best aligned with our history of ensuring that innovative care is accessible to all patients. It also strengthened our ability to expand access to cancer care services in rural and underserved communities and fortified our philosophy that decisions are best made by physicians with their patients. ○



PIEDMONT CANCER INSTITUTE

by **Eric D. Mininberg, MD**
President

Piedmont Cancer Institute had a long-standing partnership and relationship with a healthcare system that was coming to an end, mainly since healthcare systems and independent physician providers are no longer aligned.

We were looking for a way to maintain independence, grow our brand, and work with like-minded physicians within oncology who share our values to practice outstanding clinical medicine with strong patient-centered care, maintain and reward outstanding employees and keep control over the practice’s business decisions.

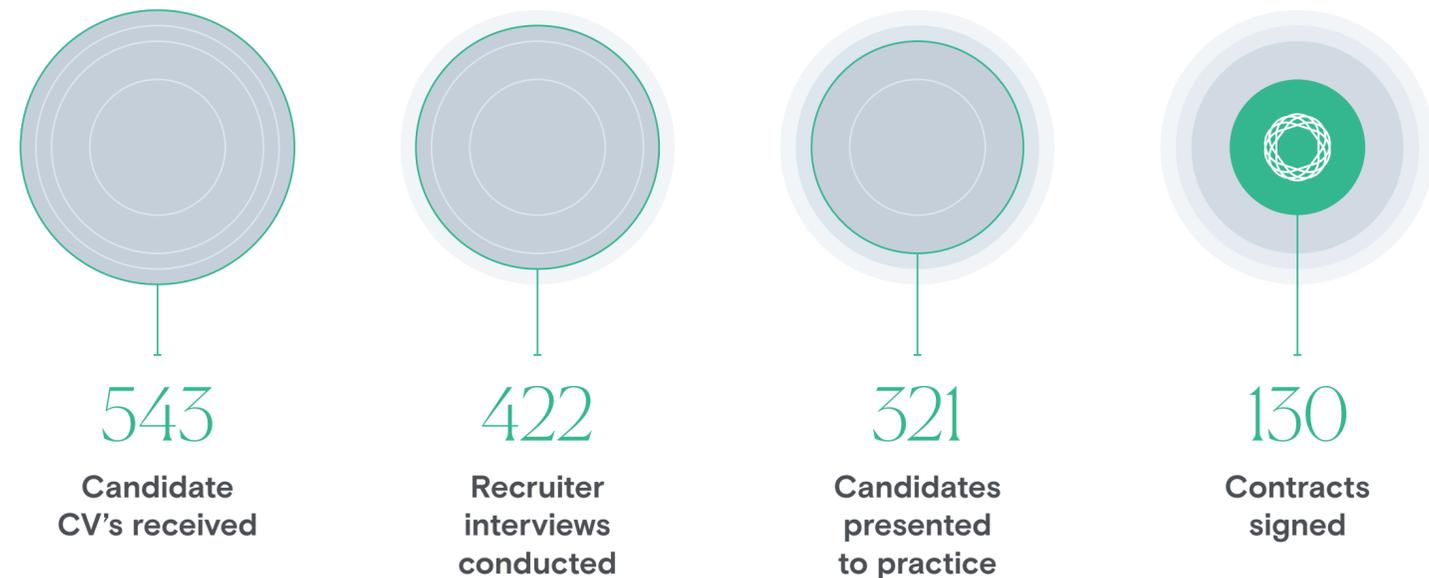
As we were seeking out different partners, we felt the people at OneOncology were really the best fit for us to continue to maintain our core values as an organization, and to grow within the market. The economies of scale, access to a research platform and high-quality data that OneOncology brings to the table provide us with opportunities for success.

As we’ve begun the transition to the platform, from an organizational standpoint, OneOncology offers so many bright individuals who are interested to learn about our practice, how we work and how we can partner together to further our mission and achieve our goals.

I’m impressed by how bright and engaged people are, and the opportunities that lie ahead. ○

Physician and Advanced Practice Provider Recruitment and Placement

Hiring physicians and providers at oncology practices is costly and time intensive, requiring a national reach. As part of the management services provided to partner practices, OneOncology recruits, screens and organizes physician and advanced practice provider interviews. In 2021, OneOncology recruited and screened 543 physician candidates, resulting in 130 new provider hires and equating to \$3.2 million in combined savings across the network.



\$3.2M in combined savings across the network

Strategic Growth Across the Continuum of Care

OneOncology's growth adds physicians and services along the continuum of cancer care, improving patients' ability to access high-quality oncology care close to home.

\$2.1B
in partnership revenue in 2021

\$900M
in additional revenue projected in 2022

How Finance Drives Practice Value

Foundationally, OneOncology’s goal is to drive financial value to partner practices. By building a robust, sophisticated and centralized financial infrastructure, OneOncology’s key financial teams — Strategic Finance, Corporate Financial Planning & Analysis, Pharma Strategy & Relations, Business Intelligence, Treasury & Risk and Accounting — are woven into the fabric of decision-making benefiting practice partners.

Business development, clinical trial research, value-based contracting, analytics, partnerships and service-line expansion are all value drivers for practices. And with the collaboration of our Finance team, practices have a better line of sight into risk and strategic growth opportunities.

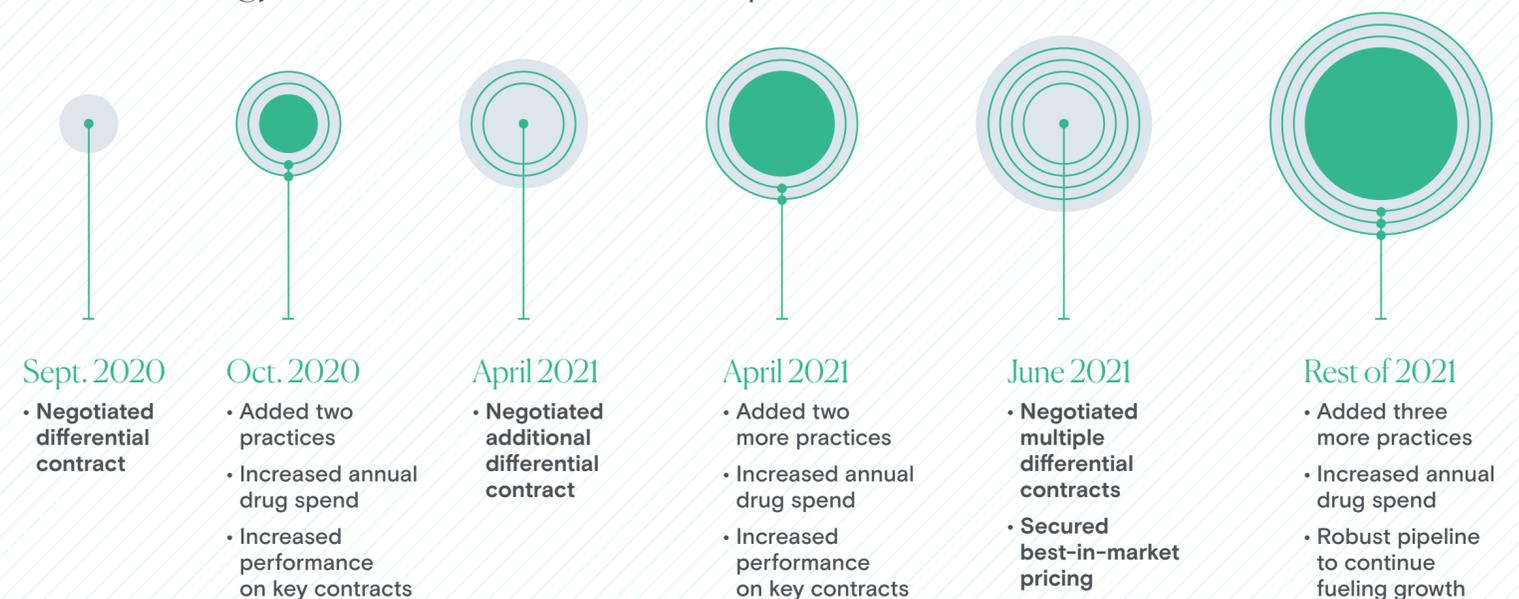
To illustrate the impact the Finance team delivers, consider how drug rebates work at OneOncology:

- A new drug is approved by Pharmacy & Therapeutics (P&T), after the working group conducts a full clinical evaluation.
- The OneOncology Pharma Strategy team, led by industry experts with years of pharmacy, consulting and distributor experience, initiates negotiations with both the distributor and manufacturer for rebates. And as OneOncology adds scale — by adding practices to the platform and helping existing platform practices grow — the Pharma Strategy team re-negotiates those rebates to account for platform growth.
- Once new rebates are finalized, savings are recognized by our practices.
- Even post initial negotiation, the OneOncology team continues to identify opportunities to proactively negotiate these rebates, consistently driving differential value to our practices.

The drug procurement life cycle — from approval and contract negotiations to accounting and financial operations — is just one example of the value that expert, centralized financial resources drive to practices on the OneOncology platform. As a partnership organization, our goal is to reinvest in our practice partners and drive incremental value. The drug and supply savings OneOncology creates gives practices added flexibility to re-invest resources they otherwise would use for these costs.

Overall, this financial sophistication serves as a critical foundation that effectively drives savings and value to our practices across a variety of pillars, not just in pharmaceutical savings. This framework developed by our financial organization exists to provide value and strategic direction around capital deployment, growth efforts, clinical and research and more. 

OneOncology’s Pharmaceutical Contract Pipeline





Letter from the Chief Medical Officer

by Davey Daniel, MD

Dear Colleagues,

I'm excited to join OneOncology as Chief Medical Officer (CMO). Beyond Dr. Schwartzberg being a mentor to so many practicing oncologists, he has built the foundation for OneOncology's clinical leadership to empower physicians with decision-making and support tools. I'm energized to build upon this foundation and engage with our physicians to transform the delivery of oncology care.

“Over the first 100 days as CMO, my focus will be on efforts to ensure all physicians have access to on-demand help and that we expand the number of physicians participating in case reviews offering feedback on molecular profiling.”

THE REWARDS OF ONCOLOGY

Oncology is a rewarding profession. We are fortunate to be able to work with patients at a pivotal time in their lives, earning their trust and that of their entire families. Inherent in the bond we form with patients is an obligation — an obligation to do everything we can to improve their condition, an obligation to be honest with them regarding what we know and what we don't know, and an obligation to provide the best care available. Ultimately, it's these obligations to the patients we serve that makes our specialty so personally rewarding.

COLLABORATION AND CONNECTION

My seventeen years in the clinic have given me a deep appreciation for the challenge each oncologist faces daily. Documentation demands have increased, but it is the increasing complexity of care — combing through genomic reports, choosing among a crowded field of treatment options, the preparation prior to patient visits, and the to-do list after the visit — that fills the oncologist's day.

I know the stressors we face as busy clinicians. For me on a typical clinical day with my nurse practitioner, I will see up to 35 patients requiring significant time each day prior, chart prepping

and strategizing what to do the next day. These experiences inform my approach as Chief Medical Officer. By providing as much support as possible to the clinicians through precision medicine, clinical tools, improved operational processes and smart strategic decisions, we can ease some burdens and pain points.

As oncologists, we already work hard; and it seems likely each year we are asked to work harder. We need to create systems that allow us to work smarter. In the short term, that means fostering more connection, educational support at the physician's fingertips, and providing more resources to answer questions on difficult cases. Over the long term, it means deploying structural systems that help provide physicians with tools to enable their best decision making.

As you'll read elsewhere in this report, the tools to empower physician decision making are also the same tools that foster success in value-based contracting. By analyzing at the network level any changes in care to incorporate into practice, we can create tools, systems and value-based approaches to empower physicians to deliver the most appropriate care in this time of rapid scientific change.

Continued on the next page



PRECISION MEDICINE

Every physician cannot become a genomics expert, but all patients deserve expert advice. Devoting time to develop personal expertise in one area means yielding time in another area of care. Therefore, we must provide the structure to support physicians in their genomic decision making.

OneOncology has already proven that community oncology recognizes the importance of precision medicine. In fact, data presented last year shows our practices achieved higher rates of comprehensive genetic profiling and biomarker testing utilization for advanced non-small cell lung cancer and metastatic breast cancer compared to other community settings.

At OneOncology, we are truly putting in the building blocks for how precision medicine will revolutionize care in the community setting. To date, we've offered educational tumor board sessions to discuss common driver mutations as well as unusual cases and how they illustrate an approach to care. We've built structural tumor boards — offering practical reviews of reports as they return and identifying standard of care approved therapies and trial options driven by driver mutations and potential targetable changes.

Over the first 100 days as CMO, my focus will be on efforts to ensure all physicians have access to on-demand help and that we expand the number of physicians participating in case reviews offering feedback on molecular profiling. We will be expanding the number of tumor boards to include more practices and physicians and ensuring the content is recorded for on-demand use.

As we move forward, we'll continue to put structural systems in place, including hiring a precision medicine director who can guide both the short-term expansion of services and the longer goals of a streamlined systemic approach. As part of our structural build out, over the long term, we will incorporate technology and analytics to better distribute the expertise offered by our precision medicine program.

CLINICAL PATHWAYS

In our now large OneOncology network, we have disease-specific expertise that rivals academic centers. We must now use this expertise to improve the care of patients across the network. With representation from across practices, our Disease Groups will help identify the best strategies for molecular testing, pathological approaches to research in that field, as well as treatment strategies with rapidly congested therapeutic options. These groups will be our effort to set standards and to review, discuss and disseminate breaking FDA drug approvals quickly to ensure our physician partners can utilize new therapies efficiently and expeditiously.

At present, OneOncology's clinical team has developed medical oncology pathways for lung, GU and breast cancer and will soon finalize evidenced-based approaches for pancreatic and bladder cancers. With the help of the disease groups, we will finalize the pathways for the most common cancers we see. Today, we're able to deliver clinical strategies and support to the point of care via Flatiron Assist. Perfecting Flatiron Assist to bring strategies to physicians in the exam room without breaking their concentration is the next step to mature clinical pathways that further empower clinicians.

CLINICAL TRIAL RESEARCH

Dedication to research is a hallmark of a good physician, practice and network. It's clear to patients and colleagues when one is excited about progress in clinical research, and at OneOncology we couldn't be more excited about the progress being made in research and the future of our clinical trial programs.

Launched just over a year ago, the OneOncology Research Network, OneR, has made amazing strides in a difficult era in research. Gone are the days of large straightforward phase III trials when most patients with the correct staging could qualify. Now we have come to expect increasingly complex trials looking for small groups of patients

with specific driver mutations. These trials are ideally suited to accrue in community practices with connected research networks that care for heterogeneous patient populations. But success will only come with the proper support structure. Due to our precision medicine program, we have proven accrual to basket trials can be a strength for us. We saw this in the MyTactic trial, a multi-arm basket trial that incorporates patients across disease states based on identification of driver mutations. In 2022, OneR will supplement its offerings to practices with additional trials of molecularly targeted therapies, innovative immunotherapy studies and more traditional late phase trials.

WHAT'S NEXT

The past three years have been about laying the structural framework by focusing on physician education, precision medicine, clinical trial research and driving value to practices, physicians and most importantly patients.

Now we will mature and strengthen our programs by leveraging our internal practice expertise and designing lasting systems to help support delivery of excellent cancer care.

I can't wait to get started!

Sincerely,

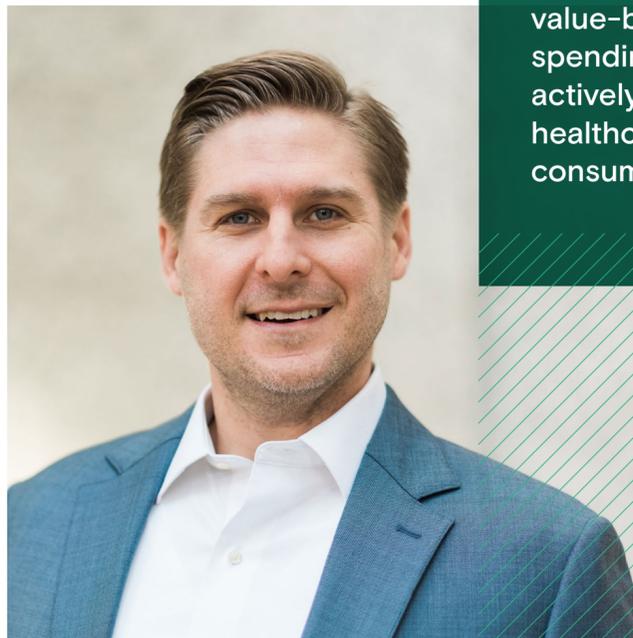
Davey Daniel, MD
CMO
OneOncology

Value-Based Oncology Care 2.0

by Edward Licitra, MD, PhD
and Stephen Schleicher, MD, MBA



Even though Medicare's Oncology Care Model (OCM) will sunset shortly, value-based care is here to stay. The ever-escalating costs of healthcare, the aging U.S. population and drive toward patient-centered and personalized care are just several factors that make value-based care and contracting inevitable. Healthcare spending is unsustainable, and patients and payers are actively seeking to better understand the costs of their healthcare and how to choose care delivered from more consumer-friendly healthcare delivery systems.



THE RIGHT PARTNERSHIPS DRIVE THE RIGHT CARE AT THE RIGHT TIME

In oncology, the march toward value means multidisciplinary partnerships need to be at the forefront of creating payment reform. Practices need scale. They also require the right clinical leadership and portfolio of value-enabling tools and analytics to succeed in risk-based arrangements intended to improve quality while lowering costs and enhancing the patient experience.

OneOncology partner practices have a deep commitment to innovating in value-based care. From Astera Cancer Care's Episode of Care Program for early-stage breast cancer to Tennessee Oncology's Oncology Medical Home program, OneOncology's partner practices have a long track record of success that will prove incredibly valuable as oncology care enters a new phase of value-based care.

PAST IS PROLOGUE

Why is the past important to success in next generation value-based care? No practice — from a five to a five hundred doctor group — can flip a switch and declare they will succeed in risk-based contracting. Rather, successful participation in value-based care requires years of effort readying your organization, developing best practices, incorporating sophisticated technology and analytical capabilities, and ultimately, implementing programs that enable success. At each step of the way, sophisticated practices must continue iterating and optimizing their value-based care delivery platform.

While the OCM didn't meet its goal to generate overall savings, labeling it a failure is shortsighted. Beyond the savings many practices generated (Tennessee Oncology alone saved Medicare over \$5 million in total spending during the most recent annual performance period), the OCM should be remembered for what it taught oncologists. It is the lessons learned over the course of many years in the OCM, and the ability

of physicians to think more deeply about the way they deliver care, that will further empower success as value-based care moves forward. As Medicare's OCM sunsets and the Oncology Care First model remains over the horizon, physician practices that are creating programs with payers, employers and other providers, as well as empowering their physicians with point of care, value-enabling tools, will be the groups who ultimately succeed. And success in value-based contracting begets success since what a practice learned serves as the path forward for how it can thrive in subsequent risk-based programs.

EMPOWERING CAPABILITIES OF THE PLATFORM

Success in value-based care isn't just knowing how to integrate and deliver comprehensive cancer care services, it's also about scaling the delivery of real-time evidence-based care to every oncologist in an ecosystem. That's why OneOncology has created a comprehensive platform to empower our practice partners for success in value-based care programs. Our platform gives physicians the point of care tools, assets and capabilities to deliver advanced therapeutics and clinical trials for practices participating in value-based contracts.

Through the integration of technology into clinical pathways, precision oncology, clinical research and palliative care, OneOncology's clinical network is providing the physicians with point of care decision-making support tools that empower providers to drive the highest quality treatment for each patient at the right time.

Continued on the next page

SOME OF THE TOOLS ONEONCOLOGY'S CLINICAL TEAM IS OPERATIONALIZING FOR ITS PHYSICIAN PARTNERS THAT TRANSLATE INTO VALUE-BASED CARE INCLUDE:

PATHWAYS

Multidisciplinary oncology care pathways are essential components of value-based care. Oncology pathways are evidenced-based, standardized yet personalized, clinical decision support tools integrated into the electronic medical record to facilitate treatment selection at the point of care. These pathways ensure that OneOncology's clinicians are empowered to deliver the highest quality care.

PRECISION ONCOLOGY

Comprehensive genomic profiling and biomarker testing to identify patients who might be eligible for a novel therapeutic are essential components of any value-based care program. The ability to seamlessly and efficiently deliver therapeutic options to physician partners so patients have access to innovative care similar to what is delivered in an academic medical center is central to what OneOncology brings to practice partners.

CLINICAL TRIAL RESEARCH

Access to clinical trials allows patients to receive novel therapies ahead of their time. In addition to bringing innovation to patients, clinical trial enrollment also empowers value-based care by offering more targeted therapies, which may lead to improved outcomes compared to standard therapy choices. OneOncology offers practices access to the most impactful clinical trials and the operational support of high-quality clinical trial accrual across the platform.

PALLIATIVE AND SUPPORTIVE CARE

By focusing on relieving symptoms and stress for a serious illness, palliative care improves a patient's ability to go through medical treatments while also helping define what is most important to a patient throughout their treatment. Palliative care providers across the network meet regularly to discuss best practices and ways to improve access to palliative services for patients.

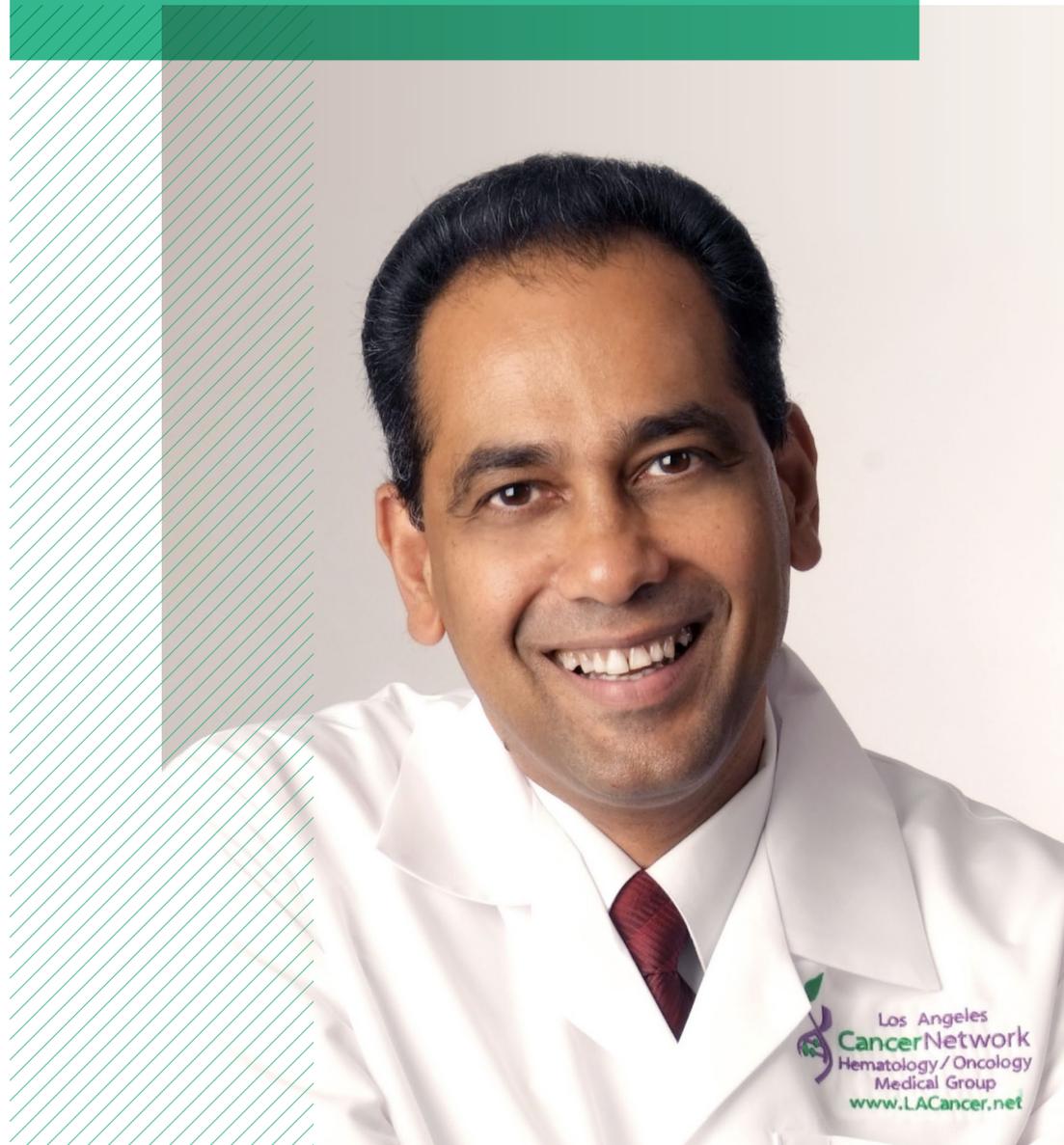
These represent just four of the value-enabling services OneOncology provides our practices to empower their success in value-based care. By enhancing these and other physician-empowering capabilities, the OneOncology platform helps position our partners for success.

As it becomes increasingly more important to deliver the highest quality cancer care, physician empowered networks with a commitment to value-based care and patient experience will continue to define the most innovative care delivery models benefiting patients, health insurers and self-funded employers. OneOncology and our partner practices are uniquely positioned to lead the way and transform the way cancer care is delivered nationally. 



How OneAnalytics Improves Patient Care

by Lasika C. Seneviratne, MD

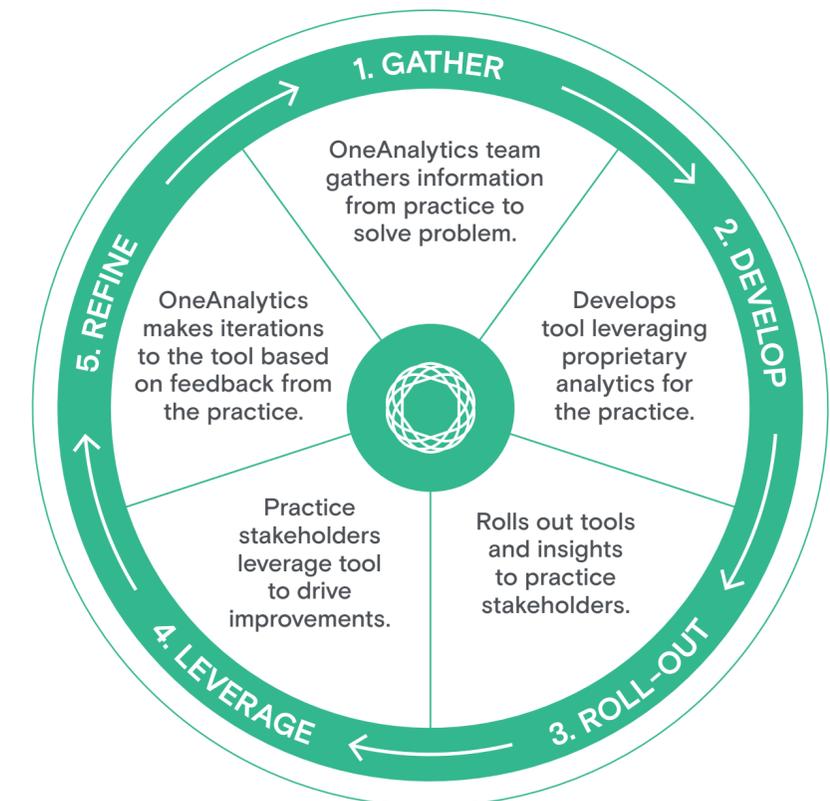


As a partner physician at Los Angeles Cancer Network, it is critical that I have access and insight into all types of practice metrics — from operational metrics around revenue cycle management and drug inventory, to clinical metrics around pathways adoption, pain and depression screening and palliative care.

Every data point is critical to inform the leadership team on how to optimize care for patients.

Through our partnership with OneOncology, we have been able to gain more insight through work conducted with the data analytics team. Los Angeles has a very complex payer market with managed care, IPAs, and value-based payer agreements. This complexity makes it extremely difficult to track performance especially as our patient volume increases. We met with the OneOncology analytics team to discuss the challenges and goals of tracking our value-based performance. OneOncology's analytics team went back to the drawing board and developed a patient identification tool to support this specific ask around our specific value-based agreements. The tool sends proactive alerts identifying which patients fall within these value-based payer agreements prior to their next visit, which has facilitated improved care coordination. Ultimately, the use of this analytics tool is enabling us to perform better in these complex payment structures, which we're most likely going to continue to see more of in the future. 🌱

Creating Bespoke Solutions



Meet Our Everyday Heroes

Healthcare professionals, such as a nurse, patient navigator or assistant practice administrator, are all essential to the care of patients being treated for cancer. They all make an impact — they all are healthcare heroes. They rise to the challenge of improving lives every day. They protect patients, their families and our communities.

At OneOncology, we are fortunate to have talented, compassionate and giving individuals supporting our partner practices and their patients. And while we honor every one of our healthcare professionals for their dedication and commitment, we would like to highlight the following three, in the words of their co-workers.



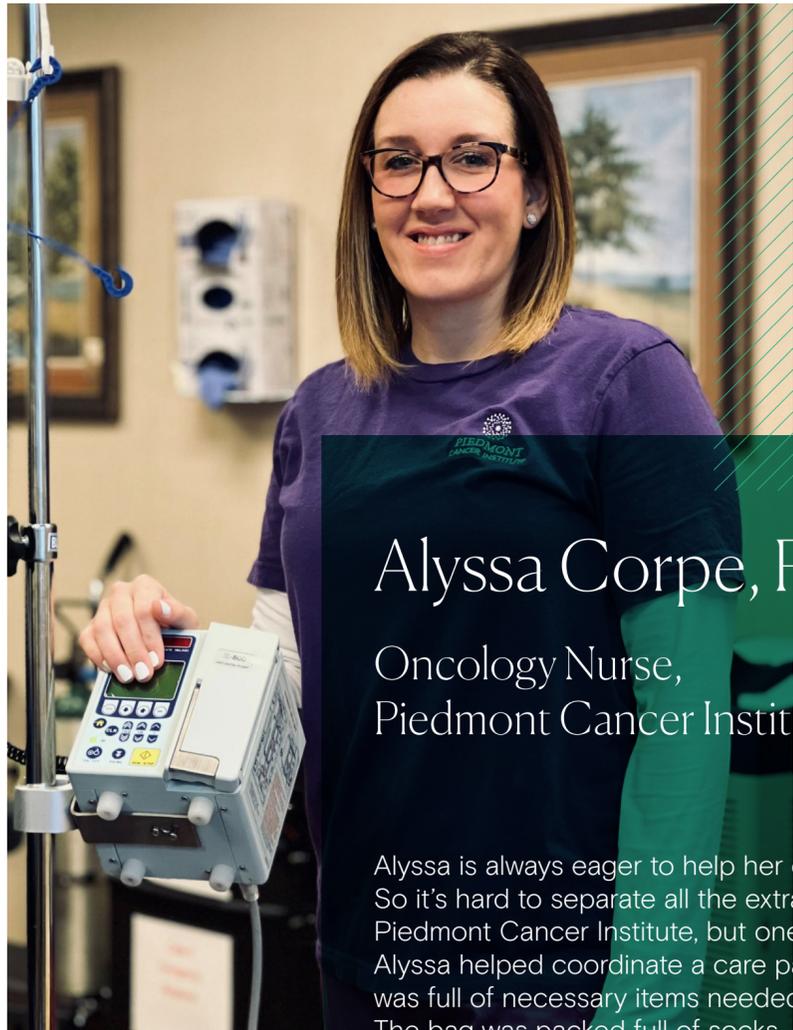
Sharneitha Bradford, LPN

Patient Navigator,
Mary Bird Perkins Cancer Center

One of the key members of the Prevention on the Go program (a nationally-recognized cancer education, prevention and screening initiative at Mary Bird Perkins Cancer Center) is patient navigator, Sharneitha Bradford, LPN. During the 10 years she has been part of this life-saving team, Sharneitha has navigated nearly every patient with an abnormal finding following a screening. Many patients have limited resources and there are many obstacles to ensuring proper follow-up care is provided if screening results aren't normal. But because Sharneitha has performed this function for so long, she can typically help individuals quickly. However, one patient last year ran into several barriers after an abnormal breast exam. Using her professional network, Sharneitha persevered and worked with the screening participant to ensure the necessary follow-up care. In this case, she spent many hours from October to December before a satisfactory resolution was achieved. There are so many lives Sharneitha touches through her work; she genuinely lives the Mary Bird Perkins mission to improve survivorship and lessen the burden of cancer. ☺

Healthcare hero was submitted by: Heather Johnson, Director of Early Detection and Education

Mary Bird Perkins Cancer Center celebrated its 50th anniversary in 2021. As an independent, community-owned nonprofit organization, the Cancer Center continues to serve patients throughout Southeast Louisiana and Southwest Mississippi. The Center and OneOncology became partners on January 1 and will focus on providing expanded access to comprehensive resources for cancer patients with a personalized approach unlike any other in the region.



Alyssa Corpe, RN
 Oncology Nurse,
 Piedmont Cancer Institute

Alyssa is always eager to help her co-workers and her work ethic is unmatched. So it's hard to separate all the extraordinary things that Alyssa does for Piedmont Cancer Institute, but one example stands out. Several weeks ago, Alyssa helped coordinate a care package/goodie bag for a patient. This bag was full of necessary items needed for the patient's first chemotherapy treatment. The bag was packed full of socks, lotions, supplements, water bottles, a blanket and many other valuable items needed for patients at home when managing the side effects related to treatment. When the patient's treatment fell on Alyssa's scheduled off day, she came to the office to help put the patient at ease and gave her a familiar face. These little acts of kindness go a long way for our oncology patients. Alyssa works with compassion and a high standard of care. She always treats her patients as if they are her own family members. ☺

Healthcare hero was submitted by: Kelly Cooper, RN BSN OCN, Triage Team Lead

Piedmont Cancer Institute (PCI) has served patients in the Atlanta area for more than 34 years. Their experienced and exceptionally trained medical oncologists and hematologists are focused on the whole patient, delivering personalized, evidence-based care close to home. PCI is one of our newest partners, joining in August 2021.



Christie Beausoleil
 Assistant Practice Administrator,
 Eastern Connecticut Hematology
 and Oncology

When we think of patient directed generosity at Eastern Connecticut Hematology and Oncology (ECHO), one individual clearly stands out. Christie Beausoleil, assistant practice administrator, is one of the most selfless individuals that you will ever meet. The staff constantly turn to her to find help for those patients who are unable to afford their medication, may need a meal or help with a ride. In 2021, Christie found well over one million dollars in funding for patients and families in need. Her persistence continues to assist the most vulnerable of our population. Not only has Christie been a light for our patients, but she also comes to work each day with a positive upbeat approach to every challenge that she encounters. The best word to describe Christie is steadfast. She is steadfast in her mission to provide the best care and service for our patients. She is steadfast in her support of our employees, providing mentorship, education and guidance in a kind and compassionate manner. She is consistent and reliable in everything she does, and we are so incredibly lucky to have her at ECHO. ☺

Healthcare hero was submitted by: Anne Slam, Practice Administrator

Eastern Connecticut Hematology and Oncology (ECHO) has been dedicated to the care and improvement of human life throughout North and Southeast Connecticut for more than 32 years. They are committed to providing high-quality healthcare in their communities. ECHO joined the OneOncology platform in January 2020, leading our expansion across the Northeast.

A woman in a blue lab coat is looking at a patient's MRI scan. The scan shows a cross-section of a head with a dark spot in the center. The woman is wearing glasses and has a focused expression. The background is blurred, showing other people in a clinical setting.

How to Stay Independent in the Face of Headwinds

Community oncology's value proposition is undeniable — delivering high-quality cancer care close to where patients and families live at far lower costs with similar outcomes compared to hospitals or academic centers.

But healthcare isn't a typical market. The competitor that produces similar outcomes at reduced costs with a better patient experience doesn't always win. Exhibit A: Community oncology practices treat about 55 percent of cancer patients today compared to approximately 80 percent ten years ago despite significant investment to expand treatments across the continuum of care.

The decade-long shift from providing a preponderance of cancer care in the community to the hospital makes care more expensive and is largely driven by perverse public policy that advantages hospitals over physician practices.

Hospitals are reimbursed double and sometimes triple what community oncology providers are paid for the same treatment. To make matters more inequitable, as hospitals' own data shows, under the 340B drug discount program, 40 percent of U.S.-based hospitals are profiting handsomely from a program intended to help low-income, uninsured and Medicaid patients by charging patients 3.8 times more than hospitals spend to buy the drugs.

Instead of making a dent into drug costs by addressing the cost differential between hospital and community-based providers, the Biden administration and Congress are looking to cut reimbursements for oncologists delivering

chemotherapy, immunotherapy and supportive care drugs as a pay-for while letting hospital drug discount programs go unchecked.

Since hospitals already have unfairly higher Medicare reimbursements for oncology drugs, they'll try to use the inequitable reimbursement field to squeeze independent practices and attract more physicians to practicing in the hospital setting. This makes hospital oncology more profitable by steering patients to the most expensive cancer care possible.

The headwinds facing community oncologists just keep getting stronger, making it more difficult for practices to go it alone. Rather than sell to a hospital, give up their tax ID, or relinquish drug purchasing, OneOncology brings working capital, technology, expertise and a proven track record to help practices remain independent, control their own destiny, grow and compete.

From advantageous drug purchasing to clinical innovation to value-based care expertise, practices need the right partnerships to navigate their markets. OneOncology brings the scale and sophistication needed to break the headwinds and build successful oncology programs while enhancing independence. 

“Rather than sell to a hospital, give up their tax ID, or relinquish drug purchasing, OneOncology brings working capital, technology, expertise and a proven track record to help practices remain independent, control their own destiny, grow and compete.”



Join the partnership.
Drive the future.

[OneOncology.com](https://www.oneoncology.com)