

Case Study

The Freedom of Autonomy with the Strength of Numbers

Philadelphia Metro Area

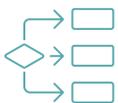




“The US Oncology Network’s ability to leverage size and scale provided significant value to secure our viability as an independent practice.”

MOSHE CHASKY, M.D., FACP
Alliance Cancer Specialists

Today’s evolving healthcare landscape is a challenging environment for both patients and providers. Independent physicians are faced with an increasingly complex value-based world, and more and more of them are choosing to join large hospital systems every day. When this occurs, patients are impacted in many ways — fewer choices about who will provide their care; more expensive services; less convenient hospital campuses; and having to travel long distances, often daily, for months.



Choices, not compromises

Many practices feel pressured to join a hospital or health system, unhappily giving up their treasured autonomy for the sake of survival.

But there is an alternative. By becoming a valued member of The US Oncology Network, providers keep their sovereignty but gain the strength and resources that come along with being part of an organization of more than 2,000 providers dedicated to advancing community care.



Our difference: Personalized market strategies that drive success

As experts in building and executing business development strategies, The Network empowers a vision specific to each practice and its market, enabling the practice to thrive in its market niche. Strategic planning drives success by positioning the practice as part of a larger overall market strategy. Oncology practices are aggregated into one larger group, leveraging the strength that comes with numbers. Ancillary lines of service are developed to provide profit sharing, and sub-specialists are then integrated into the provider ecosystem. The result is highly efficient care coordination that benefits all stakeholders. This personalized market planning provides a roadmap to a thriving future while practices and physicians maintain their independence.



“The US Oncology Network enabled us to update our facilities, build new offices, and develop a radiation oncology facility through access to capital.”

MICHAEL SEIDMAN, M.D.
Alliance Cancer Specialists



Experience the many benefits The Network provides

- ✓ Maintain autonomy while enjoying the advantages of being part of a larger group with a shared vision.
- ✓ Thrive with a customized strategic market plan based on your area and how you fit into it.
- ✓ Experience positive economics with innovative strategies, solutions and resources that drive sustainable growth and profits.



The Philadelphia Metro Area

Community oncology prospers and care improves with The US Oncology Network

The Philadelphia metropolitan area provides an excellent example of the success community practices have and the dramatic shifts in healthcare that occur when The Network executes a growth strategy for a market. Prior to 2018, Philadelphia had one of the highest concentrations of expensive academic medical centers in the U.S. The market was dominated by large health systems and academic medical centers. Independent oncology practices were fragmented, resulting in expensive, inconvenient oncology care.

All that changed in 2018 when The Network began executing its strategic growth plan for Philadelphia. Independent practices were aggregated into one larger group. United with The Network — but still enjoying autonomy — practices gained a strong presence. By early 2022, The Network reached many milestones such as:

- Increasing medical oncology from 9 physicians to 56 across 19 sites of care.
- Expanding ancillary lines of service by adding two radiation facilities.
- Moving forward in sub-specialty integration with multiple organizations in the market.
- Achieving primary care collaboration.
- Enhancing payer relationships. The Network practices became preferred oncology providers by one of the largest payers in the region. A new contract optimizing revenue opportunities was also negotiated with a major regional payer.

Growth and improvements in oncology care are continuing to occur, and practices, patients and payers are reaping the benefits. Practices in the Philadelphia area now have the expertise and resources of The Network behind them without losing their autonomy. Patients are receiving personalized advanced care at a significantly lower cost in their local community where they live and work, and payers who want superior care for their members have a low-cost, high-quality alternative to expensive academic medical centers and large health systems.

“We are in a highly competitive market and our affiliation with The US Oncology Network allowed us to grow the number of physicians in our practice and expand our footprint in the Philadelphia area.”

ALLEN TERZIAN, M.D.
President, Alliance Cancer Specialists



A track record of success

The US Oncology Network has a proven performance history of growing independent practices in multiple regions across the country, and those that have joined The Network have experienced tremendous growth and improved economics. New-patient numbers increased, operating expenses were reduced or maintained, and practices had access to capital at lower rates to support growth and long-range goals.

The Network has experienced significant growth over the last five years. The number of providers increased from 1,400 to more than 2,000; 209 sub-specialists were integrated into The Network; and member practices grew from 27 to 51. These practices are thriving in today's challenging environment, thanks to the innovative services, resources and expertise from The US Oncology Network.

Join The US Oncology Network and start your journey to autonomy and success.

Learn more at usonology.com/physicians/join-our-network



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