

Models to Enable Practice Growth

ADVANCING THE BUSINESS OF ONCOLOGY



Gail Airasian
VP of Sales & Services,
Flatiron Health



Terrill Jordan
LL.M., JD, President & CEO,
Regional Cancer Care
Associates



Erich Mounce
MHA, COO, OneOncology



Brad Prechtel
MBA, CEO, American
Oncology Network

Moderator



Gail Airasian

Vice President of Sales & Services,
Flatiron Health

Panelists



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LL.M., JD, President & Chief Executive
Officer, Regional Cancer Care Associates



Erich Mounce

MHA, Chief Operating Officer,
OneOncology



Brad Precht

MBA, Chief Executive Officer,
American Oncology Network



Our Mission:

To provide access to innovative,
high quality cancer care at reasonable
costs to patients and their families.



Strategic Overview

A Multi-State Provider of
Patient-Centered Oncology
Care



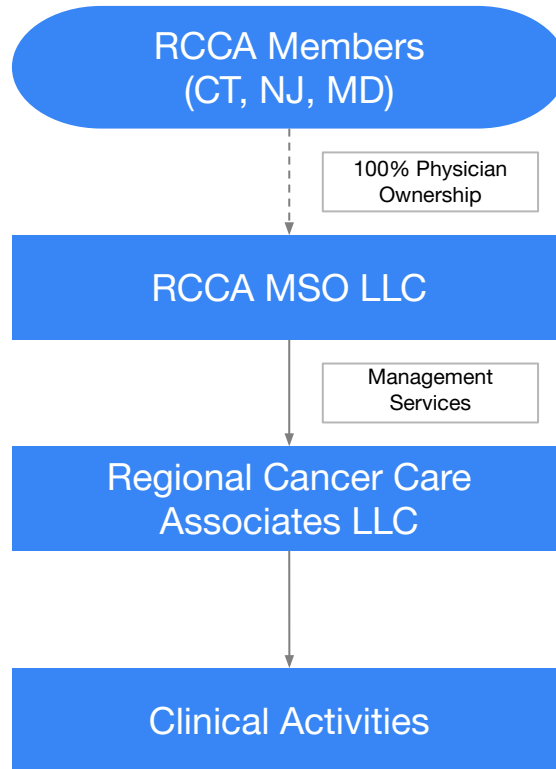
- 100% independent physician ownership
- 120+ physicians, 825+ employees, and 32 clinic locations across NJ, MD, CT, PA, and DC
- 240k patients under care
- A leading participant in value-based oncology programs nationally
- 85% of our overall payments contain a value-based component
- The oncology medical home drives the value-based goals most relevant to delivery of our integrated care

Current Value-Based Programs

- **Horizon BCBS**
 - Initially launched a Pilot Bundle Program: Hormone Only Breast, Adjuvant Colon, and Metastatic Lung
 - Moved to Oncology Medical Home program that aligns with OCM
- **CIGNA** – Specialty Care Collaboration Program that largely aligns with OCM
- **Aetna** – Medical Home Pathway Program
- **Anthem** – monthly episode fee if chemo regimen is ON pathway – building a 2.0 version
- **CMS Oncology Care Model** – \$160 PMPM fee plus shared savings
- **United Healthcare** – Reviewing the latest Episode of Care Program that is shifting to align with OCM



MSO Operating Structure



Principal Benefits

Driven by Business and Risk
Management Services



Increased annual physician compensation will come from a combination of:

- ✓ Increased commercial payer reimbursements generated by RCCA MSO fee-for-service and risk contracting activities
- ✓ Reduced drug expenses obtained through aggressive RCCA MSO contracting and inventory management activities for both infused and oral drugs
- ✓ Other RCCA MSO ancillary management services increase revenues and profitability

Consolidations To Date

Year	Practices
2019	Princeton Radiation Oncology (NJ)
2017	Center for Hematology Oncology (NJ) Medical Oncology and Blood Disorders (CT)
2015	Frederick P. Smith (MD) Dong Mei Wang (MD) Community Hematology Oncology Practitioner (MD) Center for Cancers and Blood Disorders (MD) Middlesex Oncology P.A., (NJ)
2014	Hematology Oncology Associates. P.A. (NJ)
2013	Hematology Associates of New Jersey (NJ) Hematology Oncology of Central NJ (NJ) Somerset Hematology-Oncology Associates (NJ)
2012	Northern New Jersey Cancer Associates (NJ) Central Jersey Oncology Center (NJ) Hematology/Oncology Associates (NJ) Usha Niranjani (NJ) Bohdan Halibey and May Abdo-Matkiwsky (NJ) Hope Community Cancer Center (NJ) Kenneth Nahum (NJ) Middlesex Hematology Oncology (NJ) Monmouth – Middlesex Hematology Oncology (NJ)

Where are we going?

- The popular goal continuing to unfold in the market is decreasing healthcare costs through value-based arrangements
- The political pressure to control healthcare costs is only getting stronger





Our Mission:

Improving the lives of everyone
living with cancer.



Increase access



Improve quality &
outcomes



Reduce costs



Advance community
oncology



Preserve physician
autonomy



Transform the patient
experience

Our Model

- Physician leadership
- Practice independence
- Best practices
- Powered by technology
- Clinical excellence

Providers

250+

Care Sites

134

Patients Treated

167K

Corporate Employees

60

Clinical Trials

250+

Network Employees

3K+

The future of cancer care...

- ✓ is in the community
- ✓ prioritizes the patient experience

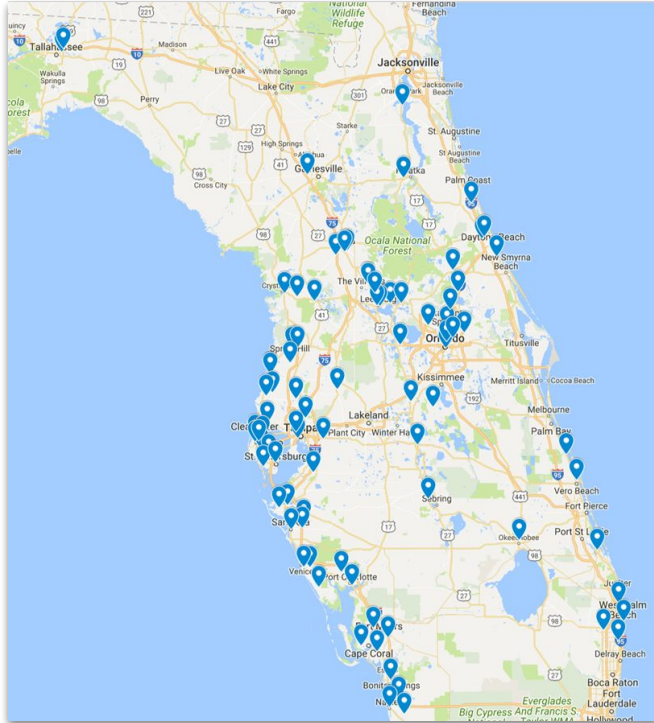
The Future of Cancer Care

- Continuum of care
- Scaled operations & economics
- Robust technology & data systems
- Clinical innovation
- Market resilience



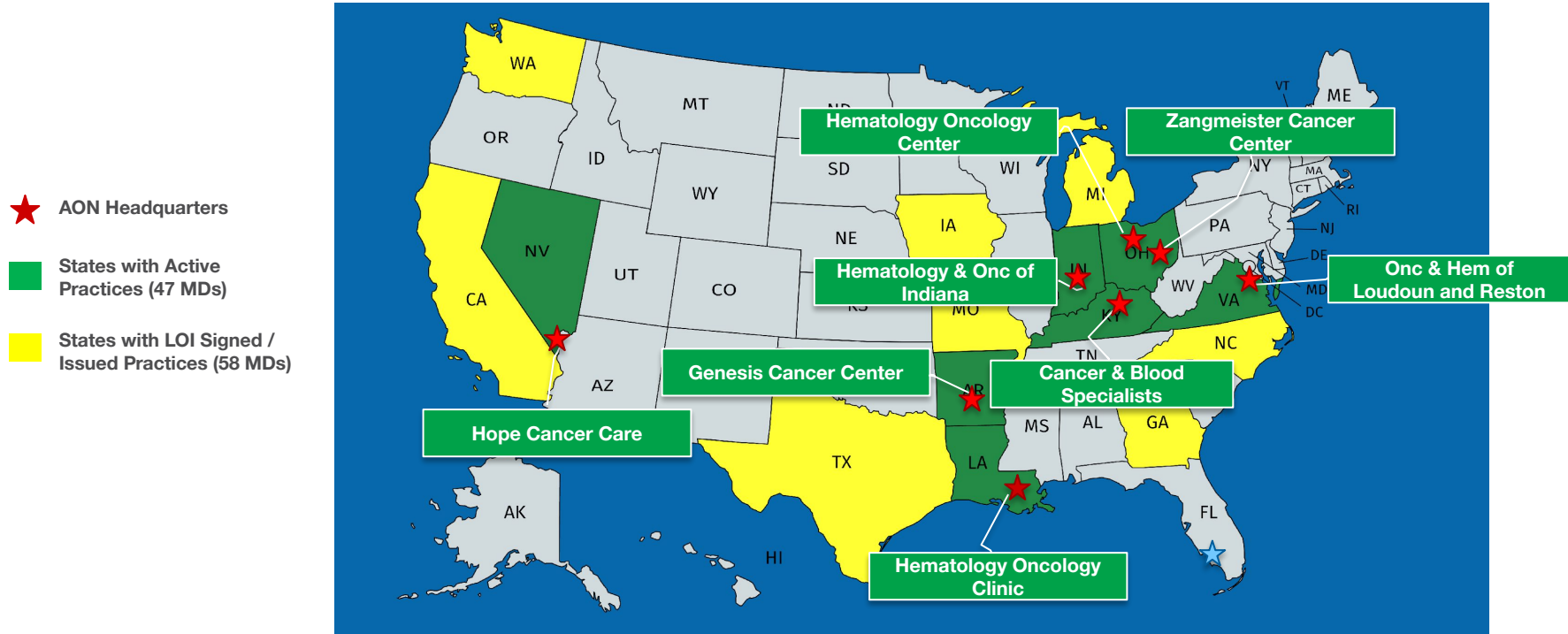
Created by the physicians and administrators from the nation's largest independent community oncology practice, **AON is designed to be the industry's leading oncology-related professional service organization** by aligning the interest of physicians and their patients to ensure the long-term viability of community oncology.

Florida Cancer Specialists | Who We Are

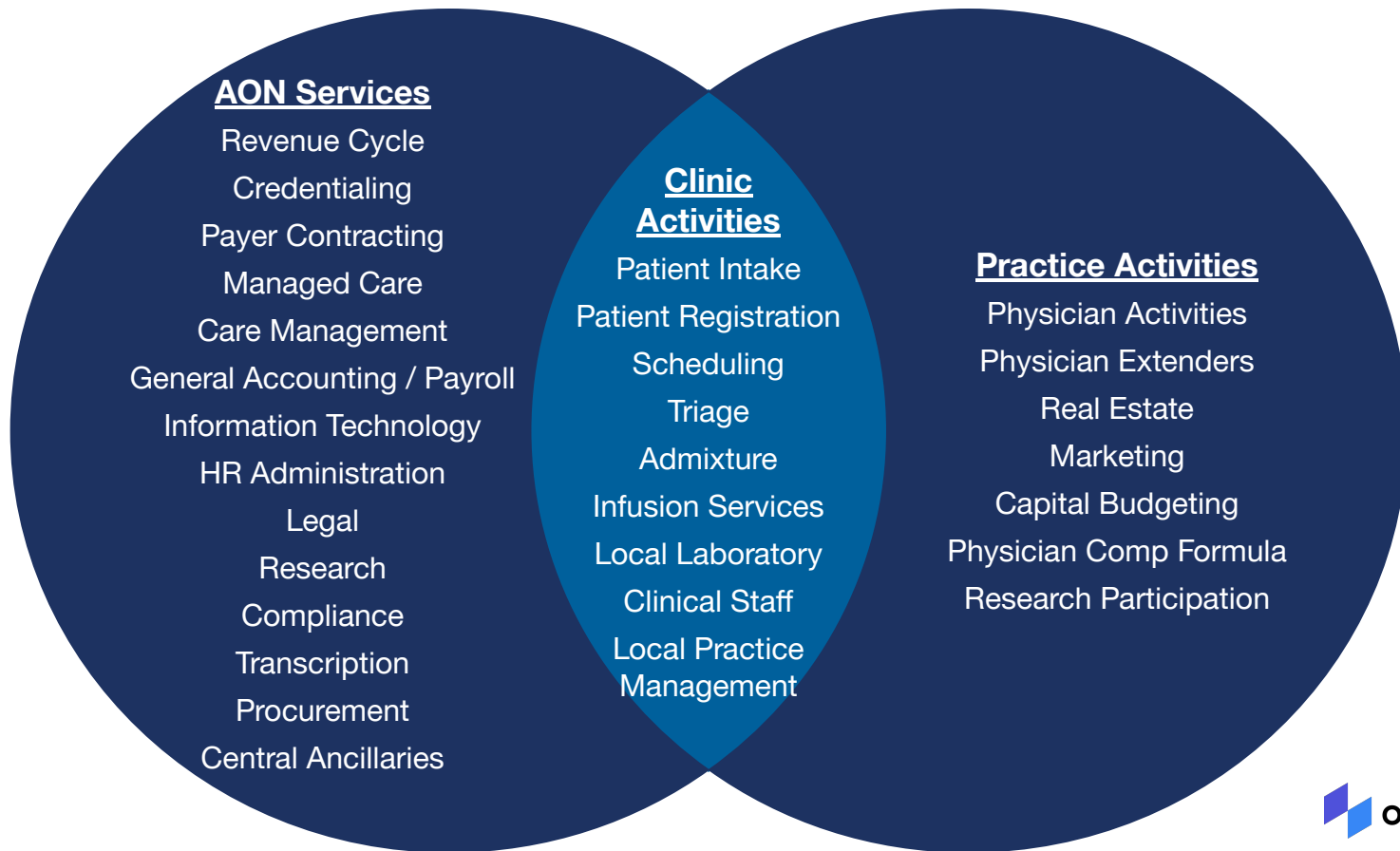


- **Largest** privately-owned oncology/hematology practice in the United States
- **100** clinical sites
- **234** physicians
- **218** extenders
- **3,561** employees

Our Presence | August 2019



Our Services



Our Benefits

- **Aligned management fee structure**
- **Centralized ancillaries** (lab, hematopathology, specialty pharmacy, research)
- **Significant experience with radiology and radiation oncology services**, as well as pricing on equipment, maintenance and FDG & sodium fluoride
- Best in class **drug pricing & rebates**
- Centralized services cost and performance (**revenue cycle**, purchasing, IT, **care management**, legal, accounting, finance, **commercial contracting**, credentialing, compliance)
- **OCM participation**
- **Celgene license** for Revlimid and Pomalyst
- Significant **cost savings** in other areas: malpractice insurance, employee and MD benefits, supplies
- **Practice still maintains significant control** over staffing, physician comp model, when to add new MD's, physician vacation and call schedule

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Questions

Thank you!