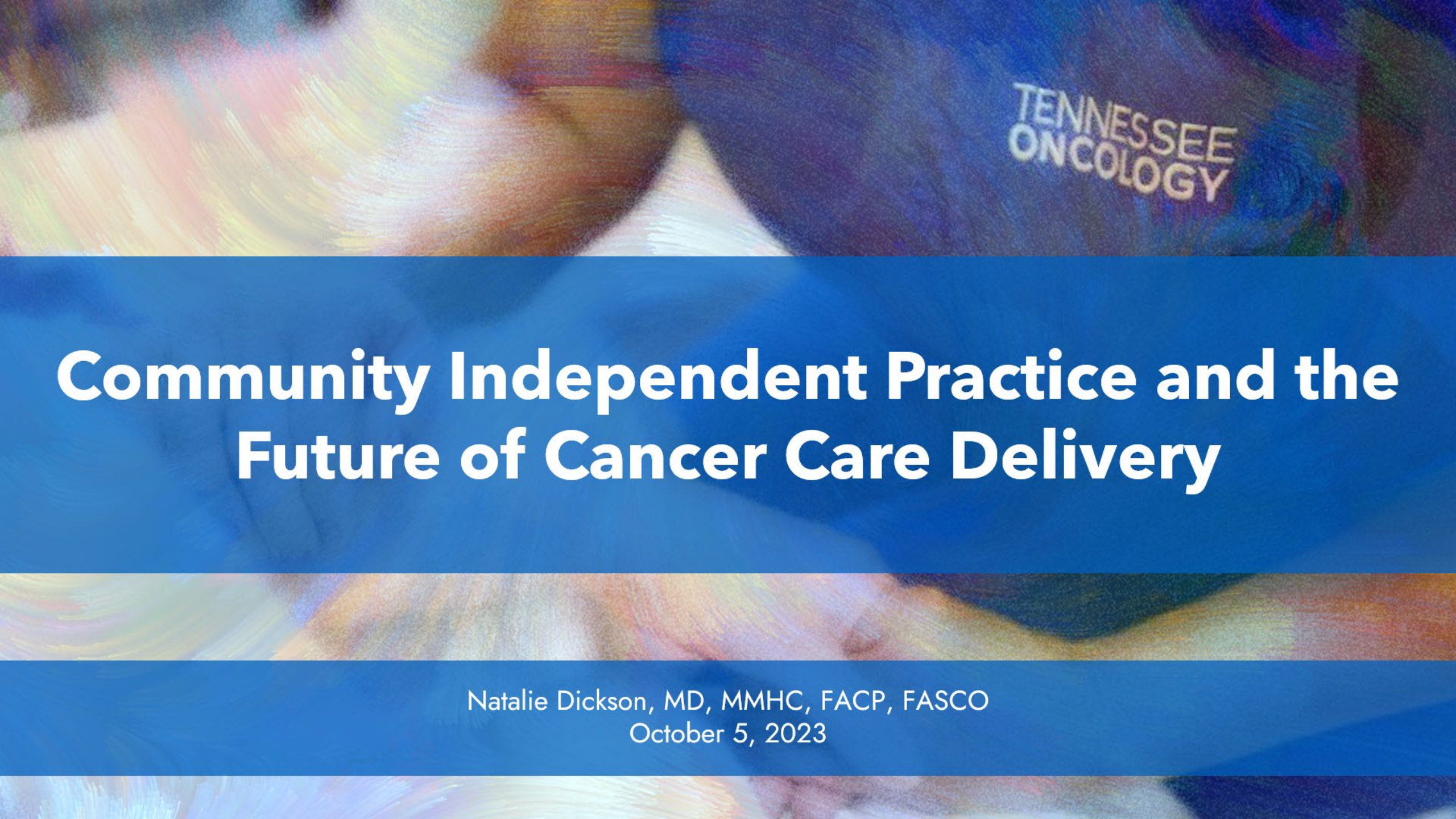


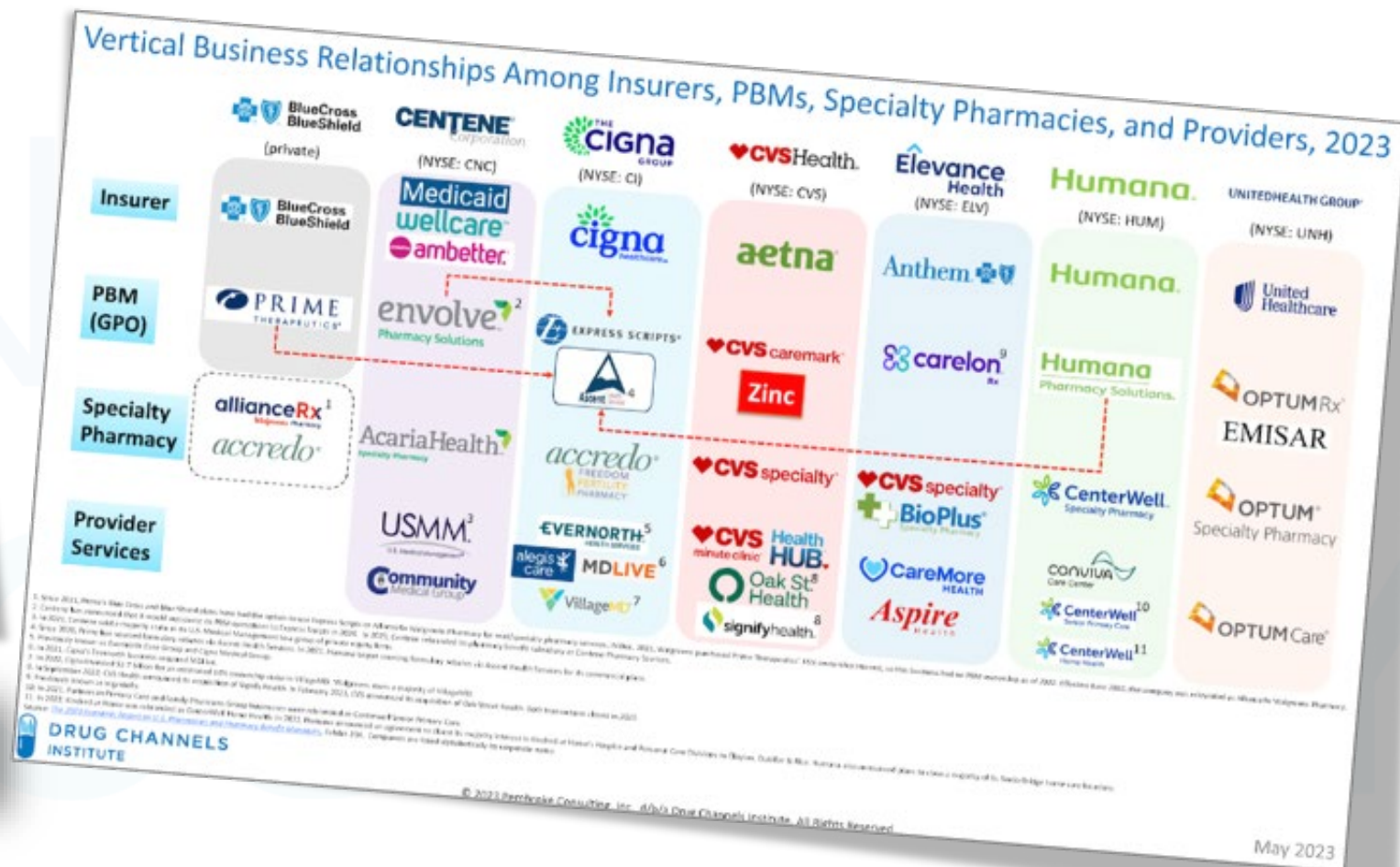
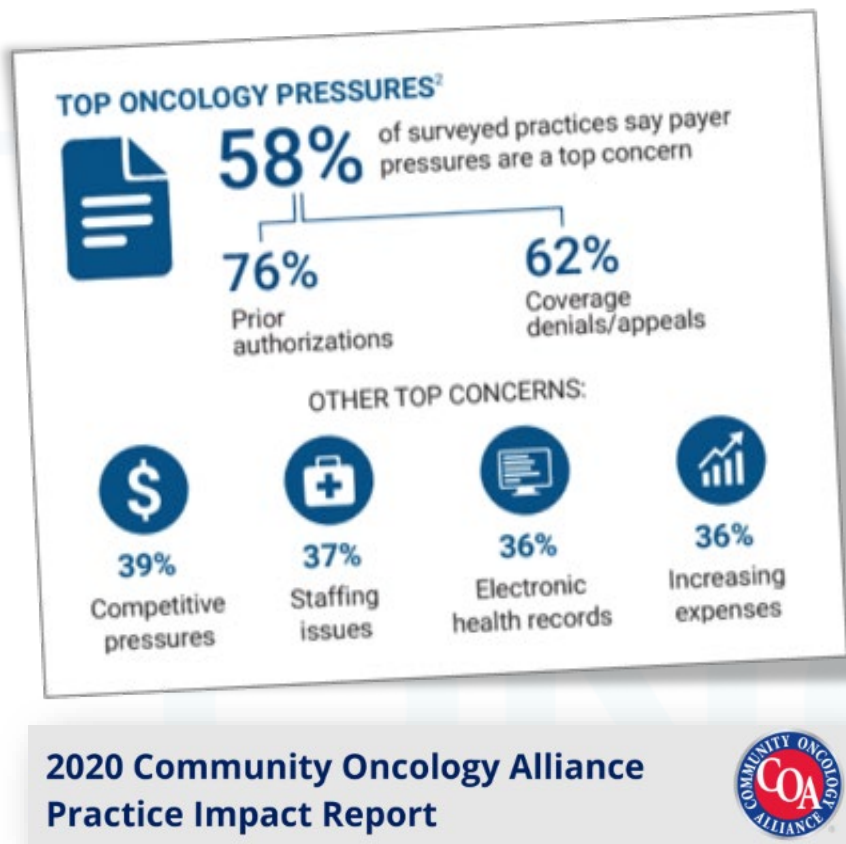
The background is an abstract, painterly composition with warm tones of yellow, orange, and red. A solid blue horizontal band runs across the middle of the image, serving as a backdrop for the title text. In the upper right corner, the words "TENNESSEE ONCOLOGY" are printed in a light, sans-serif font, tilted slightly upwards to the right.

TENNESSEE
ONCOLOGY

Community Independent Practice and the Future of Cancer Care Delivery

Natalie Dickson, MD, MMHC, FACP, FASCO
October 5, 2023

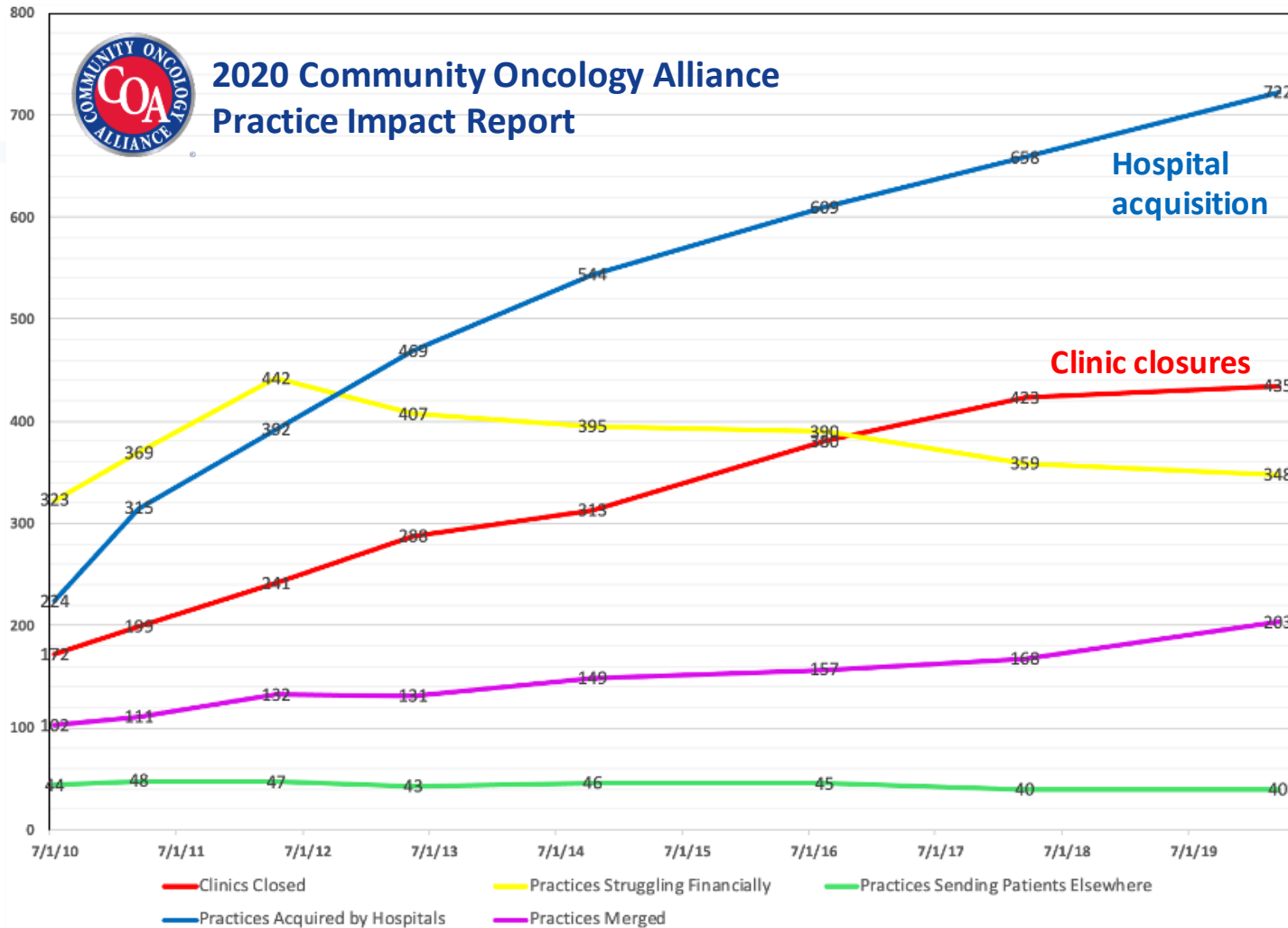
The current state: it is challenging to thrive in community oncology!



Caring for cancer patients is a privilege!

TENNESSEE ONCOLOGY

Thus, community practices are being acquired by hospitals or closing altogether, leading to increased cancer costs and reduced access to care.



RESEARCH ARTICLE PHARMACEUTICALS & MEDICAL TECHNOLOGY
[HEALTH AFFAIRS](#) > [VOL. 40, NO. 9](#): CARE FOR ELDERLY, PRICES & MORE

Price Differences To Insurers For
Infused Cancer Drugs In Hospital
Outpatient Departments And Physician
Offices

[James C. Robinson](#), [Christopher M. Whaley](#), and [Timothy T. Brown](#)

2019 BCBS plan data showed
2x increase in chemo
if HOPD vs. physician office!

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Community oncology is an important part of cancer care.



Personal

Community oncologists and members of the care management team take the time to get to know their patients and their unique needs, which positively impacts treatment.



Convenient

These clinics are located in the communities where patients live and work, making it easier to balance cancer treatment with personal and professional obligations.



Affordable

Cancer treatment performed in a hospital setting can cost up to 50 percent more than an identical treatment in a community oncology setting, according to research conducted by the Moran Company.

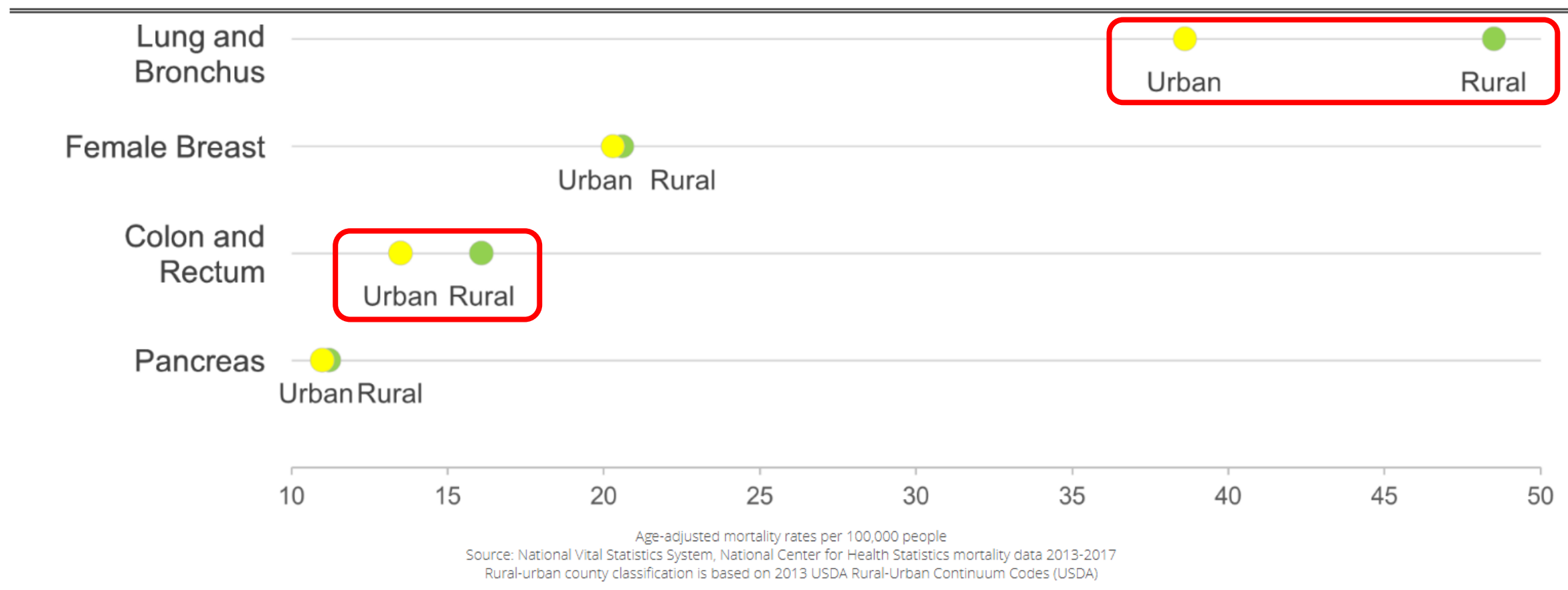
We allow patients to receive comprehensive care in the **communities where they live**, usually at a **lower price point** than in a hospital-owned environment.

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There is a need for high quality cancer care close to home, especially in rural areas.

Rural-Urban Disparities in Leading Causes of Cancer Mortality.



How do independent oncology practices thrive despite pressures?



1

Scale.



2

Be comprehensive to address patient needs.
Can't be a perfunctory option.



3

Drive payment reform, don't be a passenger.
Prove quality so you can compete.



4

Partner when appropriate.
Be humble enough to know you can't do everything alone.



5

Continue to be at the forefront of cancer care **innovation.**
Patients deserve it.



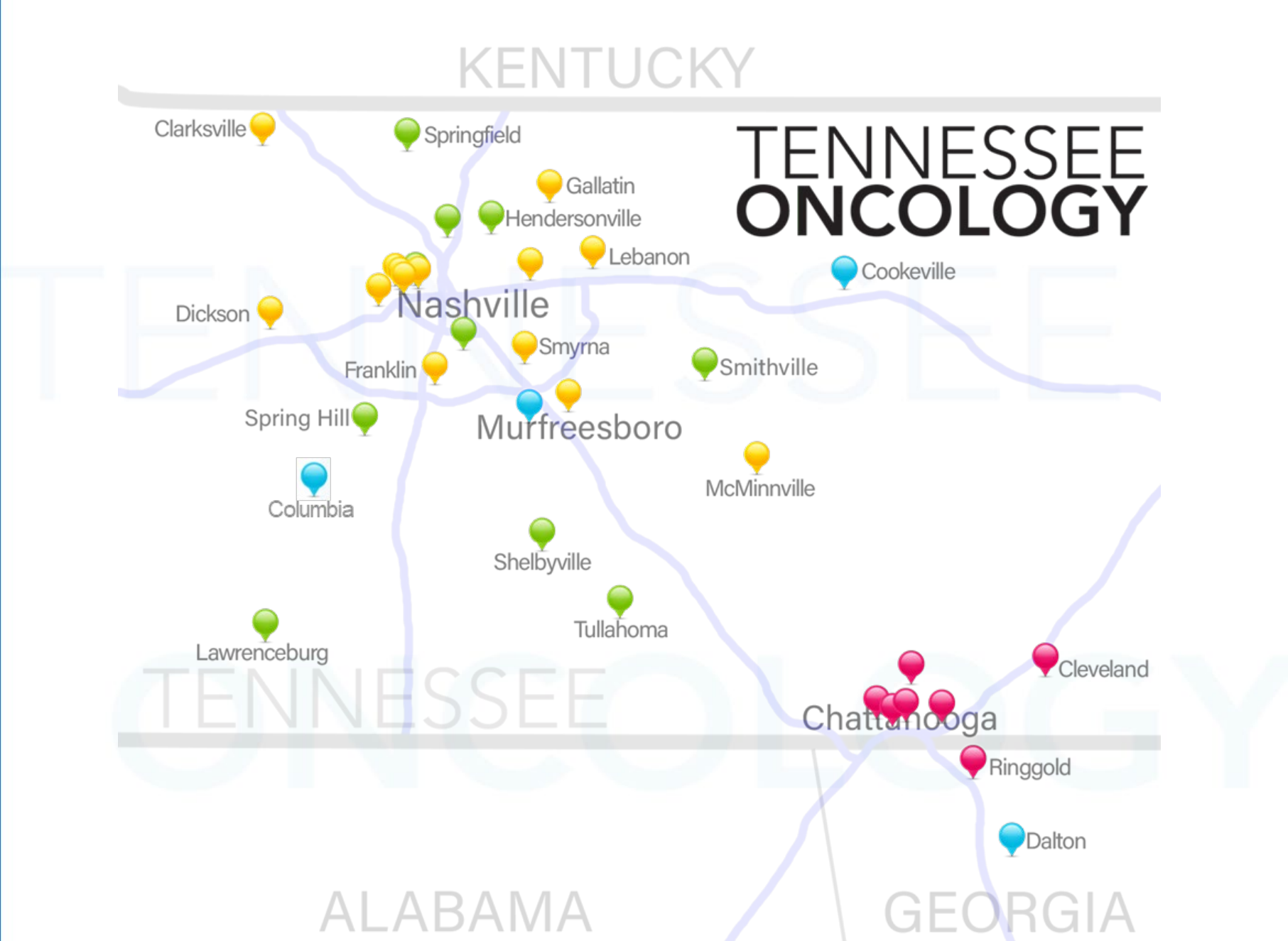
6

Remember the **biggest threat** to practice is:
State and Federal policy.

We care for over 85% of patients in Nashville and over 50% of patients across the state

35 clinical sites of care
84 Medical Oncologists
26 Radiation Oncologists
13 Palliative Care providers
4 Psychologists
3 Pathologists
100 APPs and 1300+ staff
Specialty Pharmacy
Imaging (CT, PET, MRI)
Lab and molecular lab
1200+ clinical trial enrollments per year

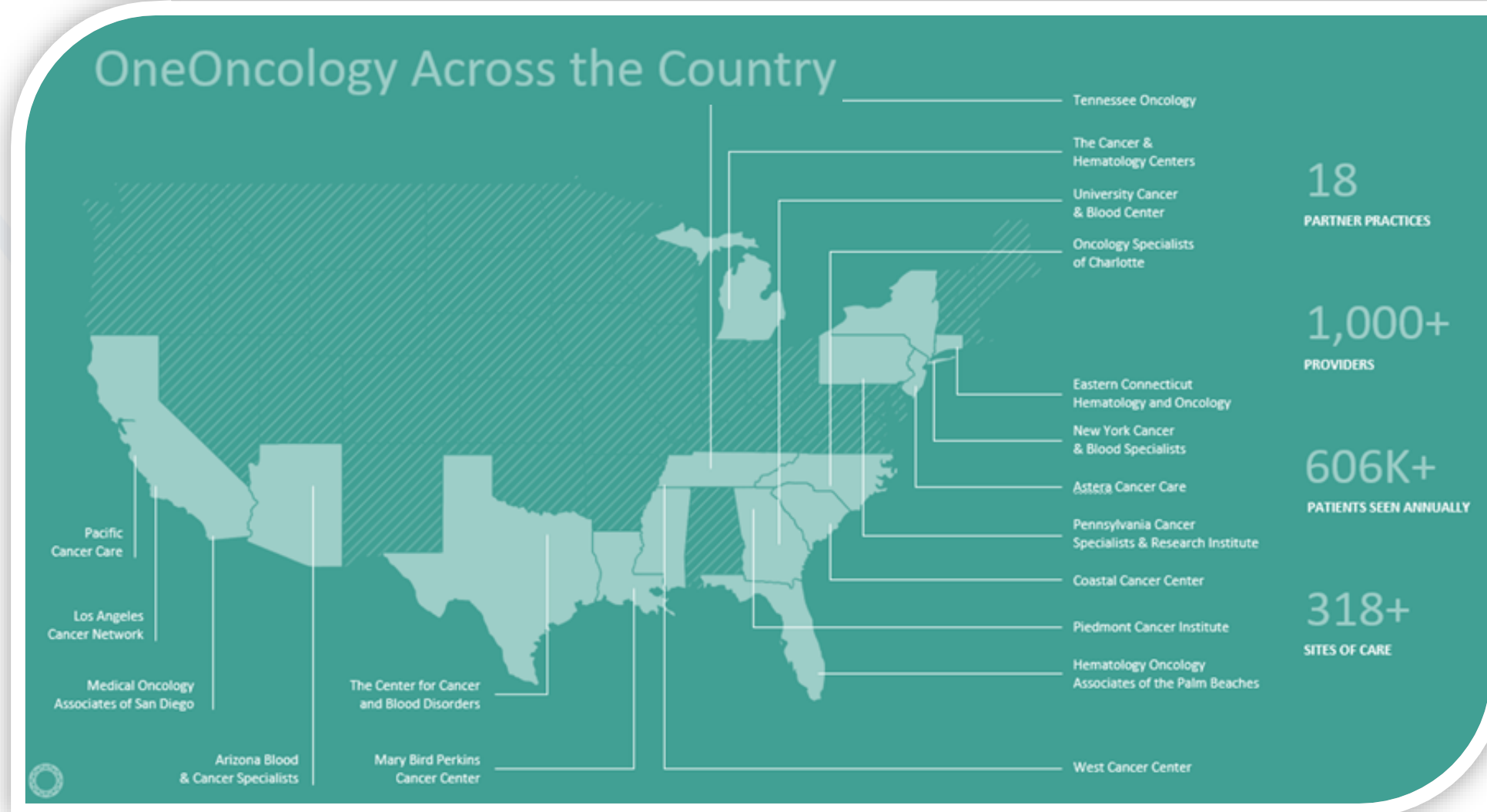
**TENNESSEE
ONCOLOGY**



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1. To provide economies of scale and intellect, Tennessee Oncology helped create OneOncology.

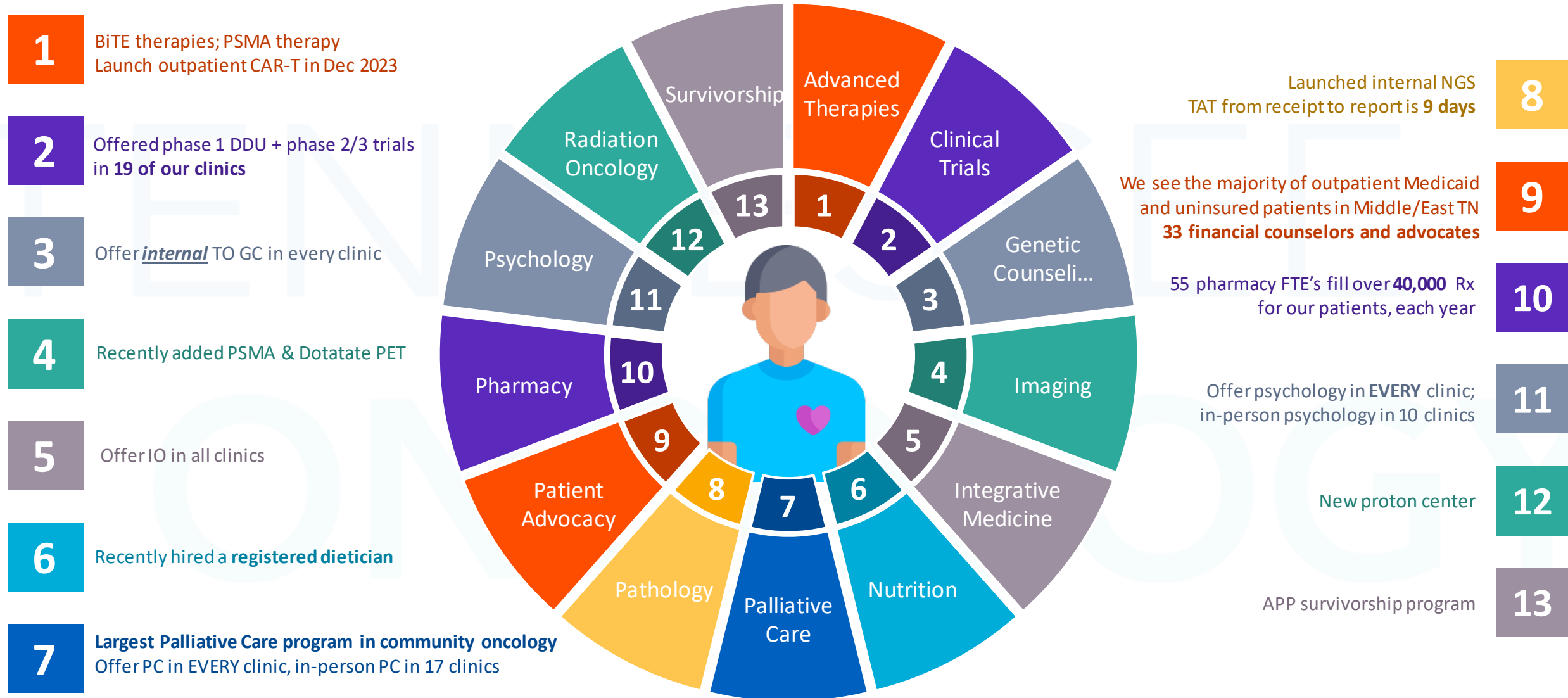
1. TO keeps its own independence and tax ID.
2. Focus on drug buying power, NOT payer negotiating power (i.e. lowers costs, doesn't drive up patient expenses).



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2. We continue to expand our comprehensive service offerings to our patients wherever they live.



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3. Tennessee Oncology continues to drive value-based care while finding opportunities to prove its quality.

Tennessee Oncology Achieves High Quality Score and Save Millions During the Final Year of Medicare's OCM

November 25, 2021
Nichole Tucker

Tennessee Oncology and Blue Cross Blue Shield of Tennessee Launch New Value-Based Care Initiative

Posted on October 20, 2021
Program Serves as Model for Future Oncology Medical Home Programs



ACHC
ACCREDITED



ASCO QOPI
Certification Program

Tennessee Oncology Re-Certified With Perfect Score for High-Quality Cancer Care from the Largest Oncology Association in United States

Posted on December 21, 2021

Tennessee Oncology Named One of Nine Oncology Practices Certified Through ASCO Patient-Centered Cancer Care Certification Pilot

Posted on July 26, 2022



Home > About Us > Capabilities & Initiatives > Blue Distinction Center

Blue Distinction Center

1 results for All Designations, Cancer Care, TN

FACILITY NAME & LOCATION (CLICK FOR MAP)	BLUE DISTINCTION CENTER (BDC) DESIGNATION
Tennessee Oncology Nashville, TN	Cancer Care ¹

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TENNESSEEONCOLOGY

4. Tennessee Oncology can't do it alone, and identifying appropriate partnerships is crucial.

Tennessee Oncology and Blue Cross Blue Shield of Tennessee Launch New Value-Based Care Initiative

Posted on October 20, 2021

Program Serves as Model for Future Oncology Medical Home Programs

Penn and Tennessee Oncology Team Win Grant to Use Behavioral Economics, Predictive Analytics to Improve Palliative Care Use

February 4, 2022

HEALTH CARE

Saint Thomas Midtown, OneOncology partnering on cancer program

Collaboration will invest in tech initiatives, leukemia institute

Tennessee Oncology Expands Adoption of OncoSmart™ Oncology Optimization Solution by iClinicalOps

Posted on March 15, 2022

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5. To stay relevant, Tennessee Oncology must remain on the forefront of clinical innovation.

Proton Therapy



Precision Medicine Capabilities

TENNESSEEOncology
partner of OneOncology

TO Precision Assay

Patient Name: [redacted] DOB: [redacted] Age: [redacted] Gender/Sex: [redacted] Patient ID/MRN: [redacted] Ethnicity: [redacted] Address: [redacted]	Ordering Provider: [redacted] Client ID: TNONC TNONC, Tennessee, United States of America (USA) Phone (office): [redacted] Phone (mobile): [redacted] Fax: [redacted] Copies to: [redacted]	Accession #: [redacted] Specimen Type: [redacted] Date Collected: [redacted] Date Received: [redacted] Date Test Started: [redacted] Date Reported: [redacted] Specimen ID: [redacted] Block ID: [redacted] Tumor %: [redacted] Order ID: [redacted]
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Clinical Indication: Malignant neoplasm of anal canal

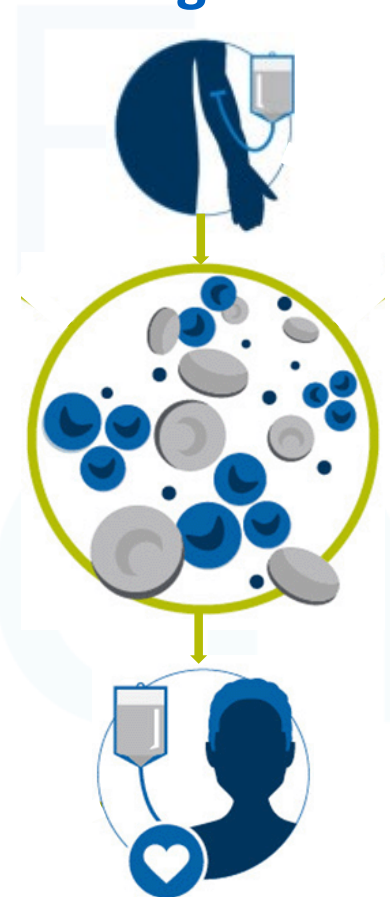
Results Summary Final

Abnormal Variants

Gene	Alteration	Classification	Clinical Significance
CREBBP	p.R1446C	Tier 2	May be associated with sensitivity to HDAC inhibition in small cell lung cancer and lymphoma (PMID: 27733359, 30181244, 31108964)
NF1	p.W777*	Tier 2	Loss of function mutations are commonly detected in solid tumors.
NOTCH3	p.R883*	Tier 2	Loss of function mutations are recurrently detected in solid tumors.
TGFBR2	p.R485L	Tier 2	Loss of function mutations are recurrently detected in solid tumors.

Biomarkers

Cellular Therapy Program



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6. Finally, community oncologists must always stay involved and in front of state and federal policy.



In picture, left to right:
Mahsa Talbott, PharmD, BCOP
Senior Vice President of Pharmacy Services,
Stephen Schleicher, MD, MBA
Chief Medical Officer
L. Johnetta Blakely, MD, MS, MMHC
Executive Director of Health Economics Outcomes
Research
Carolyn Kelsey, Program Director, Pharmacy Regulatory
and Accreditation
Natalie Dickson, MD, MMHC, FACP, FASCO
President & Chief Strategy Officer
Richard Martin III, MD, MPH
Medical Director, Health Equity and Community
Engagement
Joey Hollenbeck, PharmD
Director, Pharmacy Business Management

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What could be the future state of oncology?



Universal/ Cancer Care

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What's next in cancer care delivery?

Access & Affordability

- ❖ Find avoidable causes of health disparities
- ❖ Urgent care at home
- ❖ Hospital at home

Engagement

- ❖ Grants for pt focus groups
- ❖ Provided smart phone/tablet with health APPs

Communication

- ❖ Telehealth
- ❖ Remote monitoring

Monitoring

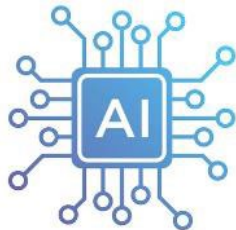
- ❖ ePRO
- ❖ IT integration with hospitals and post-acute care sites

Risk Assessment

- ❖ Centralized data warehouse & analytics
- ❖ Standardize definitions for data collection
- ❖ Access to SDOH data banks

Evidence-based and cutting-edge Treatments

- ❖ Decision support tools
- ❖ Pathways and guidelines
- ❖ Clinical Trials



- ❖ Artificial Intelligence: machine learning, natural language & image processing, and robotic process automation as well as physical robots.
- ❖ Tennessee Oncology is currently utilizing or moving toward AI assistance in all of these areas

Considering the future of oncology reimbursement

Fee to cover practice expense to acquire, store, administer, and dispose of drug*

Clinically defined episode bundles*

Account for the many hours of work done not covered by reimbursement code

**Include adjustments for risk groups, catastrophic events, change in legislation, inflation, drug shortages, etc.*