



Delivering innovative consulting solutions to transform cancer care

## Our results become industry benchmarks

For more than four decades and in more than 1,800 client engagements, Oncology Solutions has been at the forefront of planning and implementing smart, proactive and patient-focused cancer programs, care delivery models and facilities. Since our start in 1973, we have built our reputation as the oncology consulting firm with the broadest and deepest experience and real-time analytical capabilities, with a team of professionals who are continually updating their expertise while transforming the industry.



## The first consulting firm dedicated to comprehensive cancer business solutions



**ONCOLOGY SOLUTIONS**  
Innovation. Collaboration. Results.

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### CANCER PROGRAM PLANNING & DEVELOPMENT



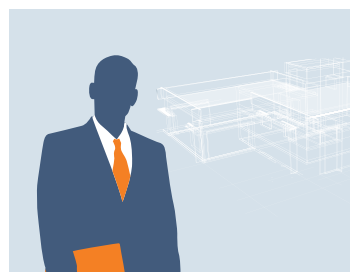
Oncology Solutions offers a range of oncology advisory services to help clients assess their cancer program performance, comprehensiveness of services and financial capabilities relative to community needs and future goals and objectives of the organization.

### HOSPITAL-PHYSICIAN ALIGNMENT STRATEGIES



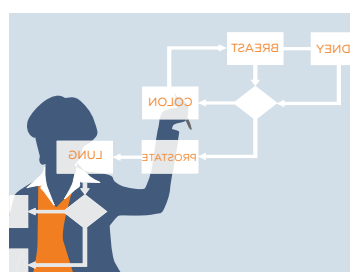
Our cultural, statistical and financial assessment is the foundation for exploring and executing viable hospital-physician alignment strategies. We facilitate sound business practices to improve quality and delivery of care, ensuring long-term viability in an era of value-based health care.

### CANCER FACILITY & TECHNOLOGY PLANNING



Our approach to cancer facility planning and space programming helps our clients build a healing environment for an enhanced patient experience. Our architectural and technological expertise is unparalleled in the industry, as is our ability to "right-size" a project for each client's needs.

### CLINICAL PROGRAM DEVELOPMENT



Our comprehensive program assessment identifies opportunities for service line enhancements and/or new initiatives. Lending our expertise, we work collaboratively with each client to design clinical programs tailored to your community and patient needs. Our highly respected implementation team assists with establishing multidisciplinary clinical and supportive care programs, such as nurse navigation, survivorship and palliative care programs, to improve patient-centric care coordination.

### ONCOLOGY REVENUE CYCLE & OPERATIONAL ASSESSMENTS



The larger your business, the more complex your coding, billing, reimbursement and routine operational processes can be. We provide sound revenue cycle management and operational advisement to ensure the future growth and development of your oncology service line.

For more than 40 years, Oncology Solutions has been improving the experience for cancer patients nationally, community by community, with compelling business plans and innovative care delivery models.

### INNOVATION

Our firm identifies trends early on so that our clients' programs, practices and facilities are based on what's coming, not what has been. Our team's deep experience, unremitting self-development, cutting-edge proprietary ONC-Telligence™ data warehouse and analytical tools mean that recommendations truly put our clients at the forefront of oncology care delivery.

### COLLABORATION

Business recommendations for our clients are meaningful without the trust and mutual respect of our partnerships. That's why, from the beginning, we collaborate in a team-based atmosphere with your executives, medical staff and planning constituents to provide oncology-centric education and understand your culture and oncology-specific health care environment. This allows us to develop a unified vision and goals that enhance cancer care delivery and make financial sense in the real world.

### RESULTS

Effective implementation brings value and meaning to the comprehensive analysis, recommendations and shared, careful planning. When it's time to put the plan into motion, Oncology Solutions is on the ground and in the trenches with your team, activating every detail accurately and efficiently while monitoring outcomes and instituting process improvement solutions. Exceeding client expectations is in our DNA. No plan lives on a shelf, it only prospers actively.

# Ten steps to delivering better care for oncology patients

Oncology Solutions' approach, vision, goals and implementation are tailor-made specifically for each client. Our effective and finely tuned process, perfected over decades of engagements, involves the following steps, assuring that decision making and execution are based on exhaustive discovery, analysis and team-based planning.

Our Approach

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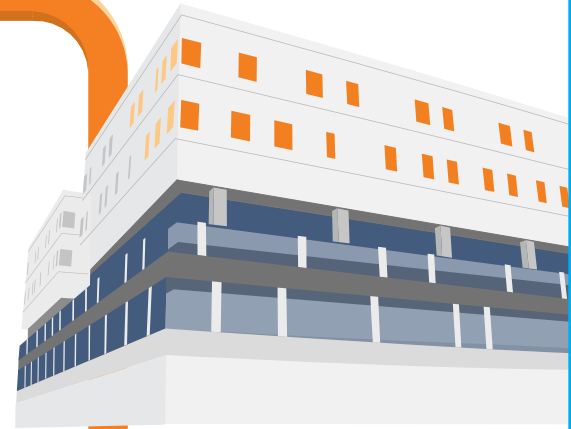
## Discovery

The first step in our partnership with you is assessing the current status of your cancer program. To determine a baseline, we review existing data such as oncology inpatient, outpatient and ancillary service line statistics, market intelligence and financial performance, among others.

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## Cultural Assessment

Next, our team will do an on-the-ground cultural assessment by visiting your site and holding extensive interviews with key stakeholders such as executive leadership, cancer-related physicians and nurses, clinical and program staff and patients, when appropriate.



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## Ideal Program Visualization

Our expert team will integrate the latest industry knowledge into the next generation of best practices for your community. By comparing that vision with your current program, we will draft a business plan to advance cancer patient care considering:

- Gaps in the cancer care continuum
- Physician and clinical care maturity
- Clinical program redesign and development
- Physician alignment goals
- Human capital needs
- Competitor landscape
- Payer profile
- Facility and technology requirements



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## Program Gap Analysis

By combining analytics and findings from our on-site sessions, we then plot the results of your program/service line assessment to develop a range of opportunities, while balancing improvements in cancer care delivery with business expectations.



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## Interactive Discussions

Our team will meet in person with a group of key executives and interdisciplinary clinical stakeholders to present data-driven, fact-based options enabling clearer decision making. While stakeholders often have seemingly conflicting needs, we are experienced mediators who know how to obtain collective buy-in.



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## Caseload & Financial Projections

The best-approved plan will still be "pie in the sky" without a real-world financial performance plan that projects caseload volumes, revenues and costs. Our rigorous investigation and precise forecasting will go top to bottom, through each and every service line, so that the numbers we present are ones you can count on and realistically achieve.

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## Plan of Action

Once the previous steps have been completed, our team will put together a final plan, budget and timeline that includes all program development steps and the costs required to make your vision the next real phase of your organization's sustainable future.

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## Implementation

Your Oncology Solutions team and additional content experts, based on your distinct needs, will be on the ground, activating the plan they know so well. Each custom plan has unique requirements to be designed collaboratively and translated to meet the needs of your organization and its in-house resources.

Improved Delivery of Care

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## Monitoring

Once the plan is put into motion, you may elect for our firm to provide a monitoring phase of work, assessing the results of improved care delivery with as much data and operational scrutiny as was applied in the discovery phase of the project. Many times, we stay engaged, at our client's request, to ensure the ongoing success of the plan.

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## Adjustments

Even the most thoroughly vetted and calibrated plan is still a plan until it is applied to real people in real circumstances. Because human behavior can require unforeseen program adjustments, we are there to revise as needed, ensuring that your cancer service line is offering the best possible solution in your health care community.

More than **1,800** Oncology Business Engagements Nationally

Nearly **200** Cancer-specific Facility Planning Engagements

Engaged Members and Leaders in National Professional Oncology Organizations

Assisted in the **Design** of Evaluation Criteria for NCI and NCCCP Accrediting Programs

