

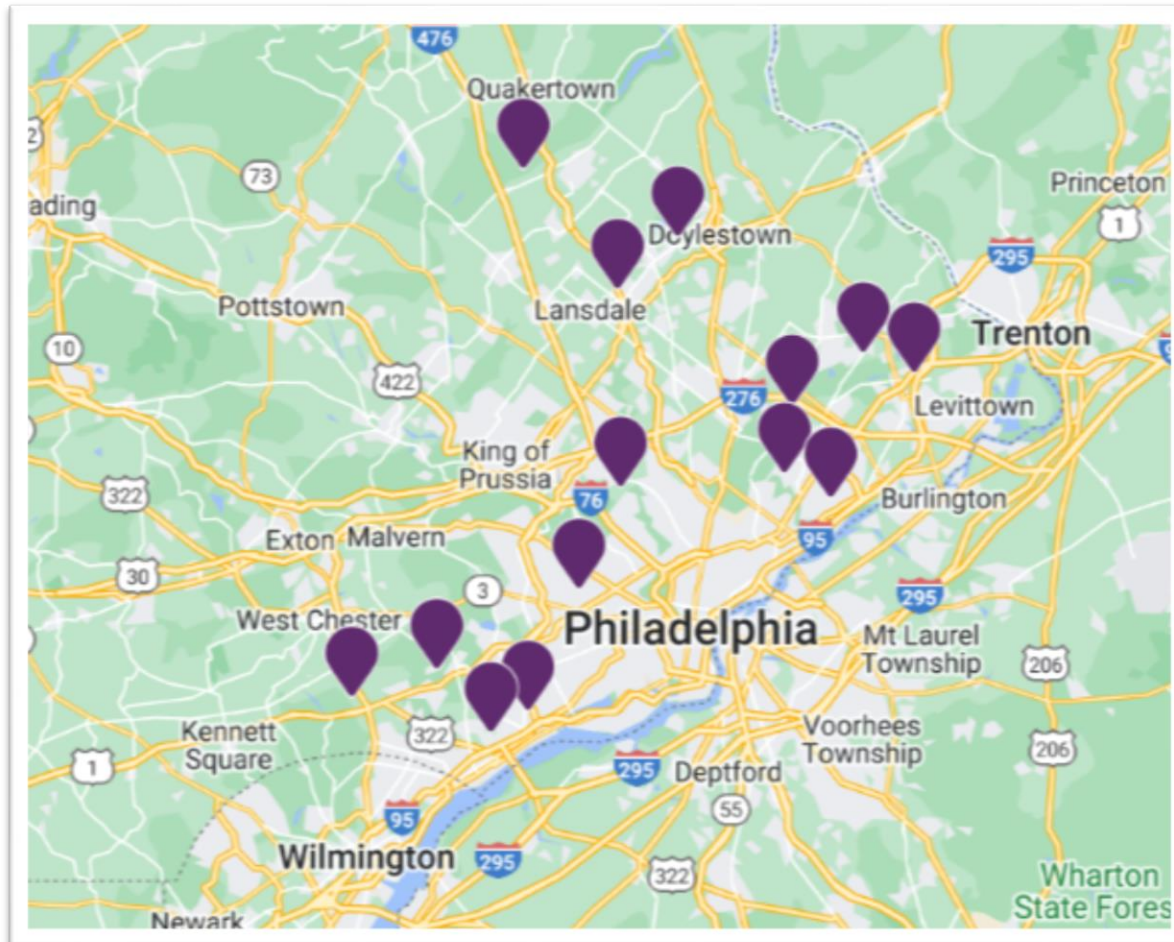
# Allen Terzian M.D.

President, Alliance Cancer Specialists



Dedicated. **Compassionate.** Experienced.

# Personalized Cancer Care Close to Home



Largest, independent multispecialty oncology practice in Pennsylvania

## 14 Community-based clinic locations

- 35 Medical Oncologists
- 1 Radiation Oncologist
- 7 Advanced Practice Providers

Personalized navigation through the maze of diagnostic tests, treatment, and side effects while coordinating care with multiple specialists including referring physicians, surgeons, pathologists, radiologists, and radiation oncology

Our *alliance* is with the patient, family, and referring providers



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# Quality Care Delivered in a Community Setting

## Timely Access to Care

- 24/7 access to the Alliance physician for assistance with questions or side effects to help prevent ED or inpatient encounters
- New cancer patients seen within 48 business hours
- Referring physicians have cell phone numbers of treating physician
- Fast track to tertiary centers for 2<sup>nd</sup> opinions

## Evidence-based Medicine



*Strong concordance with NCCN guidelines and adoption of biosimilar/generic drug products*

## Overall Patient Satisfaction

Scored  
**4.83** out of **5**



*Outperforming the oncology benchmark*



## Coordination & Support Throughout Care Continuum

- Financial Counseling
- Advance Care Planning
- Palliative Care
- Social Work
- Nutrition Therapy
- Genetic Counseling

*Engaged in Governmental and Payer Value-based Care Programs*

**Accepts all patients regardless of insurance or socioeconomic status**

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Cancer Specialists

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# Sarah Cannon Research Institute

*Access to the nation's largest research network specializing in oncology clinical trials*



Comprised of over **1,300 physicians**  
in **250 locations** across **26 states**



**650+** first-in-human studies



Played a role in the development of the  
**majority of new cancer**  
**therapies** approved by the FDA



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# Cost Savings through early adoption of biosimilars

## Biosimilars Products

- Biological products
- No clinically meaningful differences from a reference product
- Approved by the FDA after rigorous testing

## Cost Differential

Drug Class	Reference Product	Biosimilar Product
Bevacizumab	\$3,985.47	\$2,522.26
Rituximab	\$5,741.32	\$3,883.02
Trastuzumab	\$3,558.51	\$2,107.13

Based on 4<sup>th</sup> Quarter Average Sales Price (ASP)  
for average dose

Using 4<sup>th</sup> quarter ASP, Alliance's proactive adoption of biosimilar products saved at least **\$436,000** to health plans, employers, and patients



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# Driving Value Through Medically Integrated Dispensing (MID) Pharmacy

Prescription processed and dispensed by a pharmacy within the oncology practice

## MID Advantages

### Patient Experience

- Convenience
- Faster turn around time

### Quality & Safety

- Pharmacy access to EHR
- Pharmacist access to care team

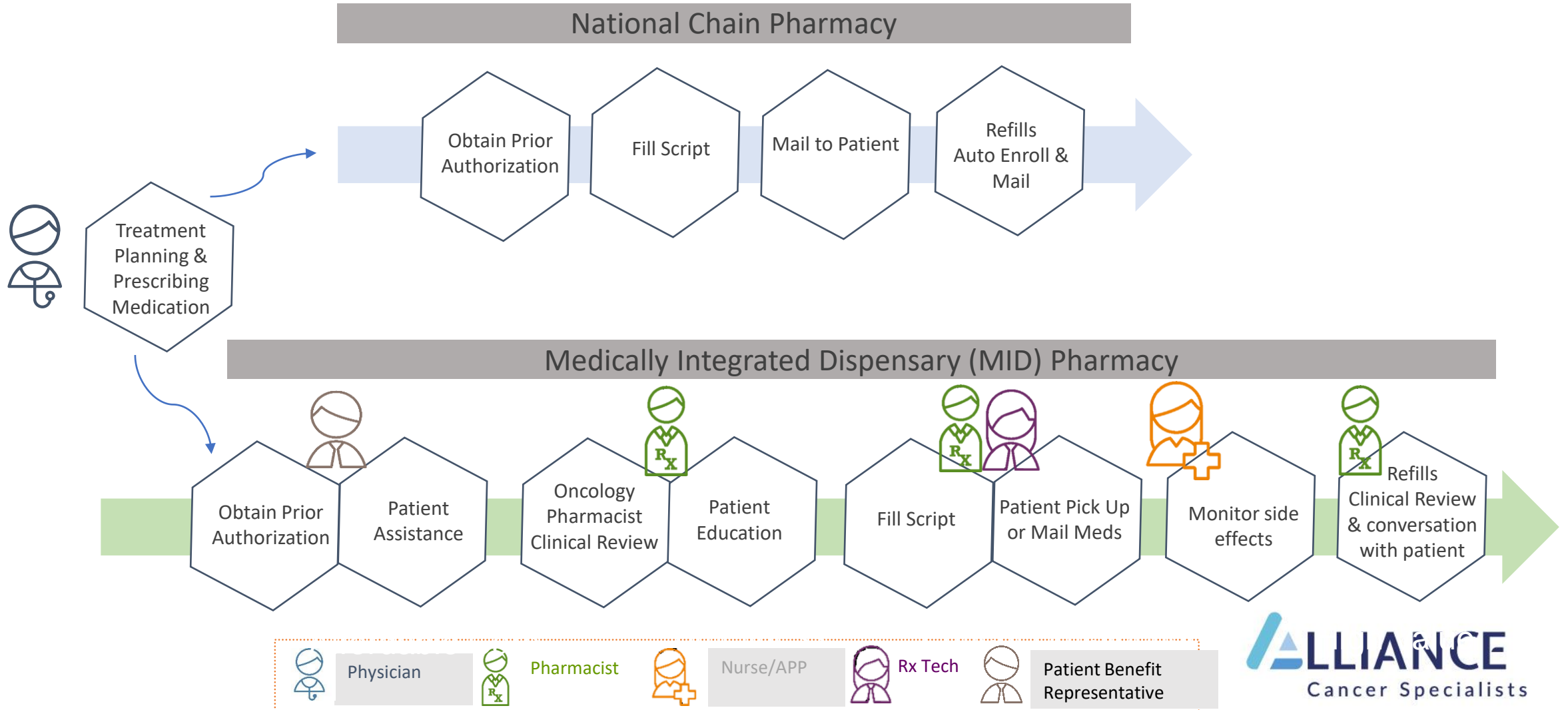
### Cost Savings

- Waste Reduction
- Dispense only what is needed



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# Integrated Patient Experience Streamlines Care Delivery to Drive Improved Outcomes and High-Value Care



# Driving Value Through Medically Integrated Dispensing (MID) Pharmacy

**Journal of Clinical Oncology**<sup>®</sup>  
An American Society of Clinical Oncology Journal

Meeting Abstract | 2022 ASCO Annual Meeting I

HEALTH SERVICES RESEARCH AND QUALITY IMPROVEMENT

**Medically integrated dispensing (MID) clinical and cost outcomes compared to specialty pharmacies (SP).**



[Joseph W. Leach](#), [David Eckwright](#), [Steven W. Champaloux](#), [Paul Forsberg](#), [Arno Weiss](#), [Christopher Iorgensen](#), ...

**Pilot Findings: MID Improved Outcomes**

**IMPROVED** CDK4/6 inhibitor adherence

- MID: 82%
- Specialty Rx: 73%

**DECREASED** Waste due to Dose Modifications

- MID 29%
- Specialty Rx: 50%

**REDUCED** Average Cost of Waste

- MID: \$937
- Specialty Rx: \$2,733

**ALLIANCE**  
Cancer Specialists

# Hospital Outpatient-based IV cancer care is >32% more expensive than community oncology

Services	Physician Office	Hospital Outpatient	Difference
Cancer-related health care costs	\$69,037	\$108,177	-36% (-\$39,140)

Significant difference in cost yet quality-of-care performance was similar

DOI: [10.1200/JOP.2016.012930](https://doi.org/10.1200/JOP.2016.012930)

<https://www.ebri.org/content/location-location-location-cost-differences-in-health-care-services-by-site-of-treatment-a-closer-look-at-lab-imaging-and-specialty-medications>



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# Substantial variance in total radiation therapy cost of care between sites of service

Hospital Outpatient

At least 33% less expensive for total radiation costs in commercial population

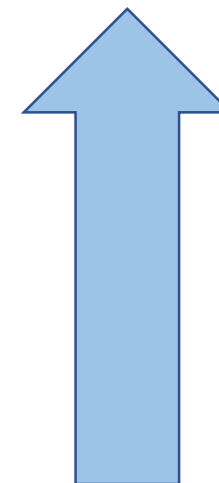
Physician Office

# Shifting of Care to Hospital Outpatient Departments Despite Higher Cost

June 2022 MedPac Report to Congress

## Services Provided in the Hospital Outpatient Department

Volumes	2012	2019
Office Visits	9.6%	13.1%
Chemotherapy Administration	35.2%	50.9%



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Source: MedPac analysis of 100 percent standard analytics claims files, 2012 and 2019.