

Florida Cancer Specialists: A Physician Driven model of Oncology Practice

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Florida Cancer Specialists Executive Board
and Director of Patient Advocacy

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Agenda



- Florida Cancer Specialists Overview
- FCS Services
- Benefits to Physicians
- Benefits to Patients

FCS Leadership



Bill Harwin, MD
Founder, President and
Managing Partner



Brad Precht, MBA
Chief Executive Officer

FLORIDA CANCER SPECIALISTS

Who We Are



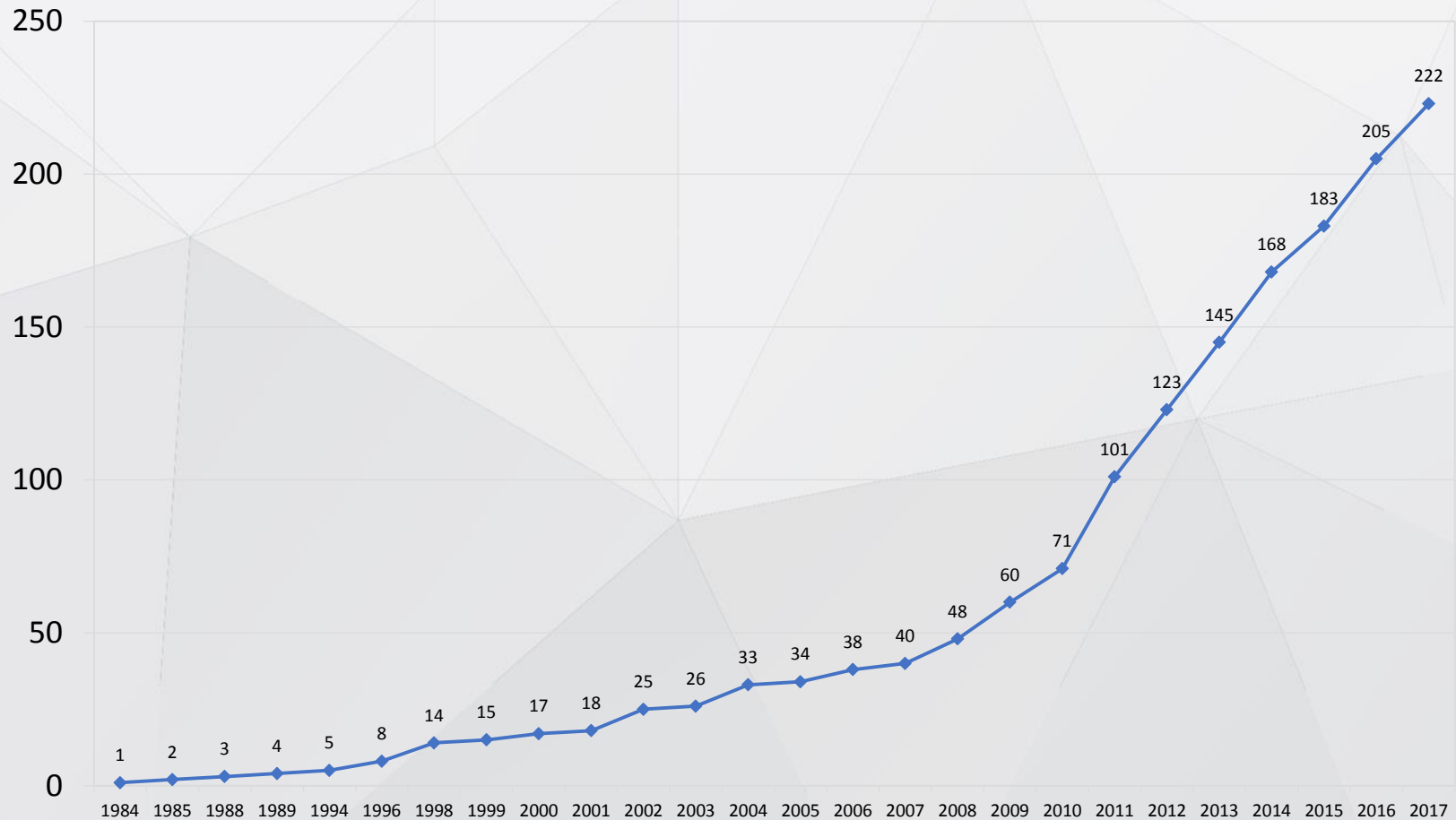
- Largest privately owned oncology/hematology practice in the United States
- 99 offices, with 90 clinical sites
- 223 physicians
- 177 nurse practitioners and physician assistants
- 2,817 employees



Track Record for Successful Physician Growth



Florida Cancer Specialists Physicians



What FCS has Accomplished



- Acquired 61 different practices and none have unwound
- Significant investment in ancillaries:
 - Clinical research
 - Central laboratory
 - Hematopathology:
 - Flow Cytometry
 - FISH testing
 - Cytogenics
 - Histology
 - Prosigna PAM50
 - Anatomical pathology
 - Pharmacy for oral oncolytics (Rx to Go)
 - Radiology (15 fixed PET/CT scanners and 3 mobile units going to 8 locations, 5 CT only locations)
 - Radiation therapy (12 linear accelerators servicing 9 locations)

Major Advantages To FCS



- Great economies of scale with centralized corporate services
- Tremendous billing and collecting track record
- Best in class EMR (OncoEMR) with free patient portal and referral physician portal
- Substantial research affiliation with Sarah Cannon with Phase 1 program
- Key management tools and information – income statements, annual budget, goals, scoreboard reports, physician compensation and trend data
- Transparency
- Marketing – branding, referral base management and communication

Operational Excellence Programs



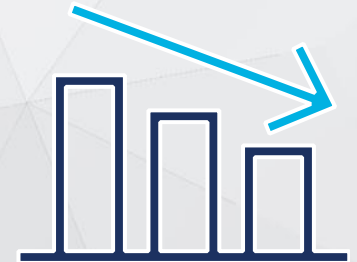
Proven ability to reduce practice overhead



Consistent and predictable practice operations built on LEAN six sigma methodologies



Full integrated technology platform



Sophisticated risk management and compliance programs

OPERATIONAL EXCELLENCE

Consistent and Predictable Practice Operations

- 450+ Operational SOP's
- Available on line on all computers to all staff
- Management and LEAN six sigma training
- Independent annual assessments completed at each site to ensure compliance
- Constantly evolving and improving through culture of change

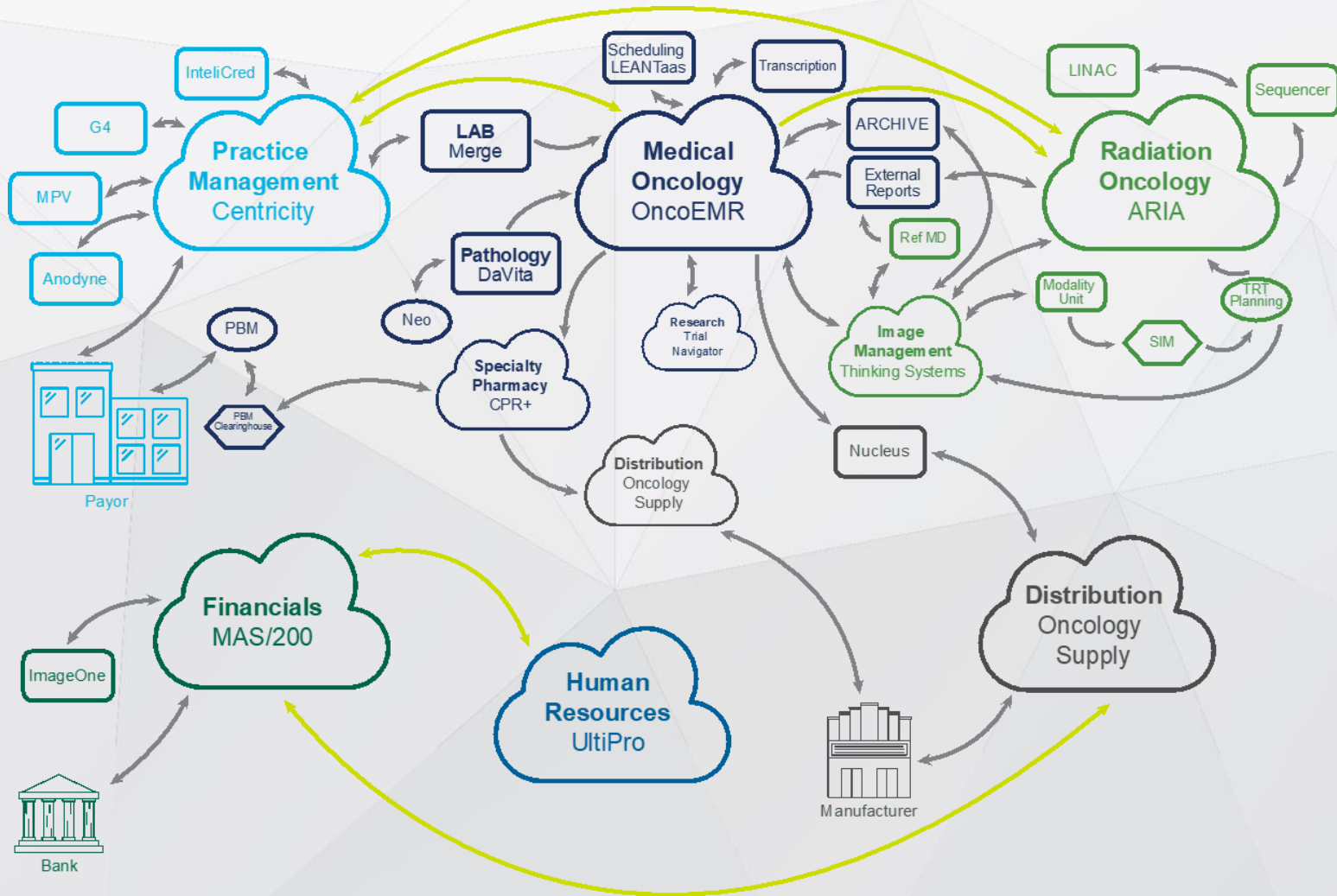


Integrated Technology Platform



- Fully integrated including: EMR, Lab, Practice Management, PACS and Inventory Management
- Fully web based – *‘available anywhere / anytime’*
- All solutions centrally managed in a secure data center (Tampa) with secondary disaster recover location

Integrated Technology Platform



OncoEMR Benefits



- Designed by Oncologists
- Enhances connectivity via portals and interfaces to all stakeholders
 - Patients
 - Referral Sources
 - External Providers (reference labs, hospitals, radiologists, etc.)
- Supports value based reimbursement models
- 100% charge capture
- 24/7/365 access from anywhere including mobile access with full disaster recovery
- Dedicated Team

OncoEMR Benefits



Referral Sources

- Referring Physician Portal
- Access to patient labs, notes and reports

Patients

- Allows staff to focus on patient care
- Patient Web Portal
- Patient Self Service

Payers

- Supports value based contracting
- Quality and Outcomes Reporting
- OCM Ready

FCS Clinicians

- Designed by Oncologists to ensure clinician friendly
- Comprehensive features and fully integrated
- Dynamic patient scheduling
- Guidelines and Pathways Ready
- Robust Decision Support and Reporting

FCS Administration

- Dedicated Implementation and Training Team
- 100% Electronic Charge Capture
- HIPAA Compliant
- Securely Access 24/7/365
- Full Disaster Recovery

FCS Clinical Research Program



Sarah Cannon (SC)

- Key provider of clinical trial services to FCS

Early Phase Program

- Sarasota – Manish Patel, MD & Judy Wang, MD

Late Phase Program

- Physician Leadership: James Reeves, MD

Director: Katie Goodman, RN

Sarah Cannon Services to FCS Practices



- Clinical Trial Pipeline
- Regulatory
- Contracting & Budget Services
- Quality Assurance
- Education
- IT Capabilities & Support
- Marketing Support

Early Phase Research Drug Development Unit (DDU)



Trial Focus:

- Phase I – Oncology and Malignant Hematology; First in Man, dose escalation, expansion phase, drug-drug interaction, bioequivalence, food effect, QTc studies
- Early Phase II - with intensive Pharmacokinetic blood draws

Practice Benefits

- Exposure to Pharma & expands late phase program menu
- Continuity of care within the practice

Refer patients w/ PS 0-1 & willing to travel (hotel paid)



84% of new cancer drugs approved in 2016 for use in the United States were studied in clinical trials conducted with Florida Cancer Specialists Participation.*

*Prior to approval

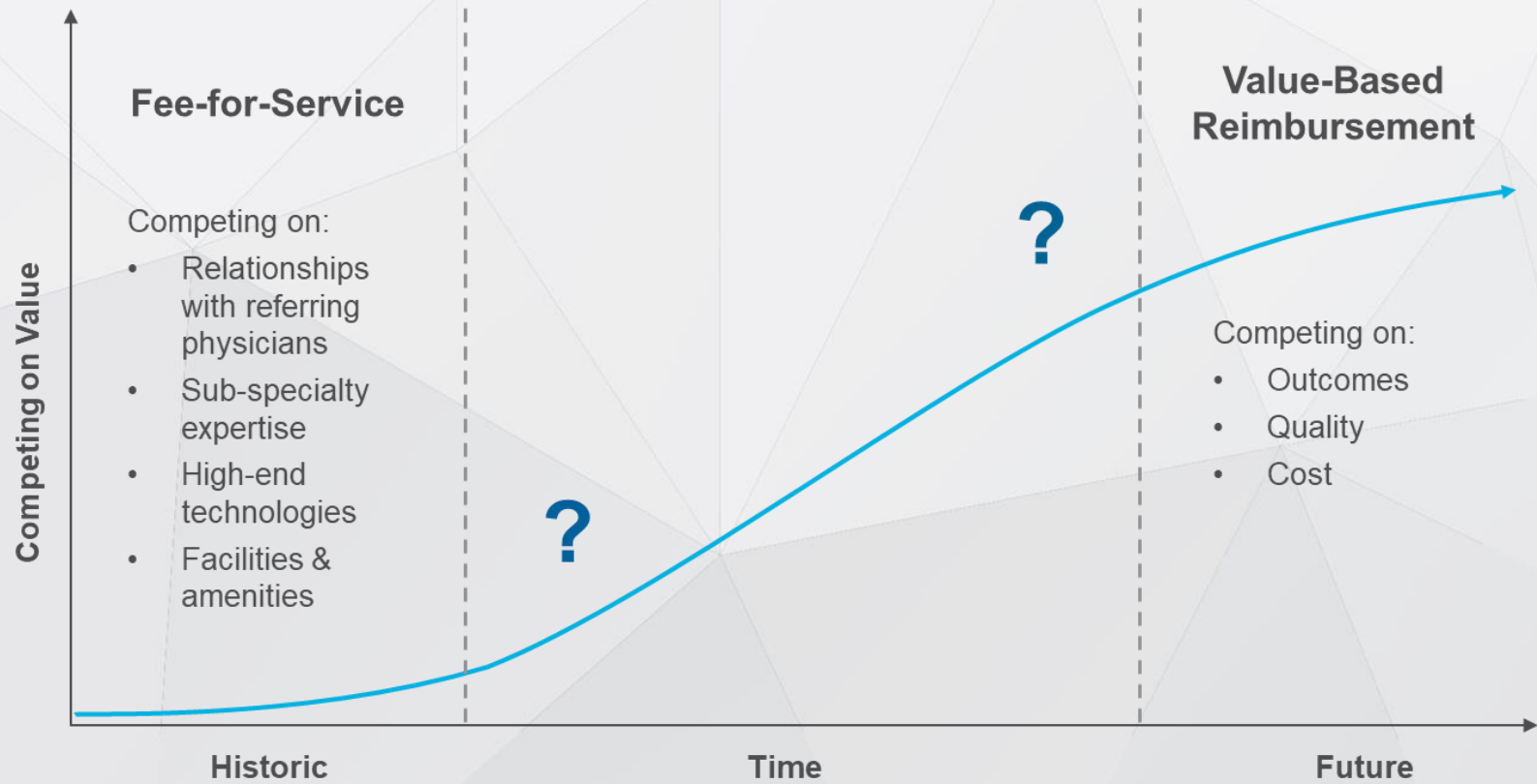
RECENT FDA APPROVALS

FCS/SCRI Clinical Trial Participation



TRANSITIONING TO VALUE-BASED REIMBURSEMENT

How Do We Get There from Here?



Practice Payer Solutions



COST DRIVER #1 Variable Use of Drugs and Diagnostics During Treatment	COST DRIVER #2 Deterioration of Patient Health Status Between Treatments	COST DRIVER #3 Ineffective Interventions Near the End of Life
<ul style="list-style-type: none">• Integrated Care Model• Expansive network of experts ('Virtual Tumor Board')• Comprehensive NCCN based guidelines• Clinical Research• Compliance reporting ability• Specialty Pharmacy• Adherence Programs	<ul style="list-style-type: none">• Care Management Programs• Medication Adherence• Transitional Care Management• Clinician Triage Programs• Proactive Outreach Programs• Patient Education Programs	<ul style="list-style-type: none">• Comprehensive NCCN based guidelines• Advanced Care Planning• Social work and psychology support services• Timely hospice referrals• Robust survivorship program
Integrated Clinical and Technology Platform		

Thank You for your attention!!!

