



Optimizing Oncology Distribution: Improving Efficiency and the Patient Journey



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Panel



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Background

Complex oncology products require distribution solutions that are targeted toward maximizing patient outcomes. In this 5-episode video series, Jonas Congelli and Dr Sophia Humphreys share their perspectives on optimizing distribution in oncology.

Key Highlights

- 1** Episode 1: Oncology care is complex and **distribution of therapies requires careful consideration** to best meet the needs of providers and patients
- 2** Episode 2: **Medically integrated dispensing allows for closer coordination of care** as well as the potential for **improved adherence** and **waste avoidance**
- 3** Episode 3: When considering distribution models for oncology products, **alignment of distribution approaches for IV and oral therapies is important**
- 4** Episode 4: **Opportunities to optimize distribution** for oncology may exist **with payers and PBMs**
- 5** Episode 5: **Distribution networks can potentially influence clinical pathway design** for clinically comparable products

“If we have an oncology treatment limited to a few specialty pharmacies, we would have two efficiencies – an established clinical team who knows how to manage these patients clinically and pharmacies that probably already have contracts with most of these patients’ payers.”

— Dr Sophia Humphreys

Types of Oncology Distribution Models¹



Closed distribution

- ◆ Limited access/highly restricted networks
- ◆ Often for rare diseases or products with REMS programs
- ◆ Little to no flexibility in dispensing
- ◆ Excludes medically integrated dispensing



Limited distribution

- ◆ Restricted to a select network of specialty pharmacies
- ◆ Includes medically integrated dispensing
- ◆ Excludes PBM-owned mail-order pharmacies
- ◆ Types of limited distribution include:
 - **Oncology optimized limited distribution:** PBM-affiliated mail order pharmacies are excluded, and MIPS and non-PBM-affiliated pharmacies can dispense
 - **PBM-influenced limited distribution:** includes 1 or 2 PBM-affiliated mail order pharmacies



Open distribution

- ◆ Product can be distributed by all pharmacies without restrictions, including mail order, hospitals, and retail

MIPS, medically integrated pharmacies; PBM, pharmacy benefit manager.

“A limited distribution model means that we’ll be able to keep pretty close to 100% of prescriptions inside of the practice and manage the patient in a medically integrated way. That’s really the optimal way to take care of patients.”

— Jonas Congelli

Reference: 1. NCODA. Oncology optimized limited distribution. Accessed May 27, 2025. <https://www.ncoda.org/oncology-optimized-limited-distribution/>

Visit **BeOneEngage.com** to watch the Optimizing Oncology Distribution Video Series.



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