



Strength in Numbers: How Oncology Practice Consolidation Is Impacting Care Delivery



Panel

James Gilmore, PharmD

Chief Pharmacy and Clinical
Services Officer
American Oncology Network (AON)



Ray Bailey, RPh, Consultant

Formerly of Florida Cancer
Specialists (FCS)

Background

Smaller community oncology practices have historically faced clinical, logistical, and economic challenges. In order to continue providing quality care for patients; these practices have had to merge with other entities and/or evolve their business models.

Dr. James Gilmore and Ray Bailey provided their insights on the value of community oncology and why consolidation has made sense for many practices.

Key Highlights

- 1 Ancillary services provided by large oncology practices like AON or FCS—including clinical pharmacy management systems, IT infrastructure, prior authorization and financial assistance, and nurse navigator support—are key features that may not be available at smaller practices
- 2 Community oncologists are able to leverage the full range of support and services of larger practices like AON or FCS while preserving some degree of autonomy
- 3 Having a medically integrated pharmacy remains an important component of larger practices and offers a competitive advantage for smaller practices, which lack the infrastructure and resources

“Putting the pills in the bottle is the least important part of it. It’s the clinical pharmacy patient management systems. It’s the teams to help patients with financial assistance, nurses to do prior authorizations. **All those things around access are incredibly important.**”

— Ray Bailey, RPh

Community Oncology by the Numbers

~80%

of cancer care occurs
in a community-based
oncology setting¹

203

oncology practices
merged or were acquired^{2*}

348

oncology practices
faced economic difficulties
or struggled to stay open^{2*}

“So many times in oncology there’s the thought process that you have to go to this ivory tower to receive high-level, cutting-edge care. With the evolution...of large practices, it allows us to have the infrastructure to provide high-level, cutting-edge therapies, but **deliver those therapies close to where the patient lives in their communities** so patients can have the comfort of being treated closer to home.”

— Dr. James Gilmore

Additional Resources

Community Oncology Alliance (COA)

<https://communityoncology.org>

Association of Community Cancer Centers (ACCC)

<https://www.accc-cancer.org>

CancerCare®

<https://www.cancercare.org>

References: 1. Shelley S. Industry confronts healthcare’s changing oncology practices. *Pharmaceutical Commerce*. Published April 30, 2013. Accessed August 15, 2023. <https://www.pharmaceuticalcommerce.com/view/industry-confronts-healthcares-changing-oncology-practices> 2. Community Oncology Alliance. 2020 Community Oncology Alliance practice impact report. Published April 24, 2020. Accessed August 28, 2023. https://assets.mycoa.io/1678377780941_COA_PracticeImpactReport2020_FINAL.pdf

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