Optimizing Oncology Distribution: Improving Efficiency and the Patient Journey





Panel

Jonas Congelli,
RPh
Chief Strategy Officer
Hematology-Oncology Associates of CNY

Sophia Humphreys,
PharmD, MHA, BCBBS
Former Executive Director, Pharmacy
Credena Health – Specialty Pharmacy
Division of Providence Health

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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 Models[1]

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.

Scan with your smartphone camera to visit the site

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