



The Evolution of Drug Contracting in Community Oncology

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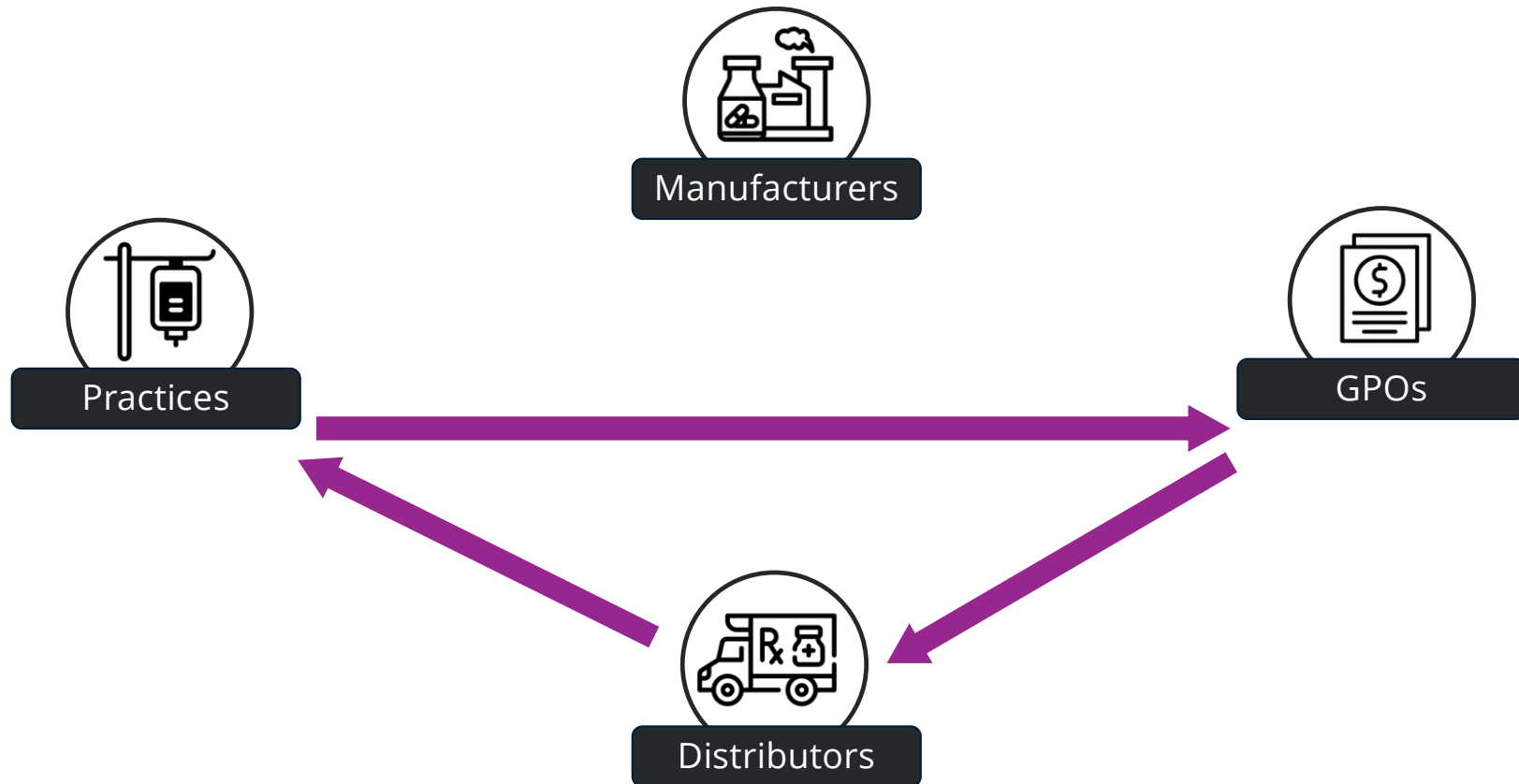
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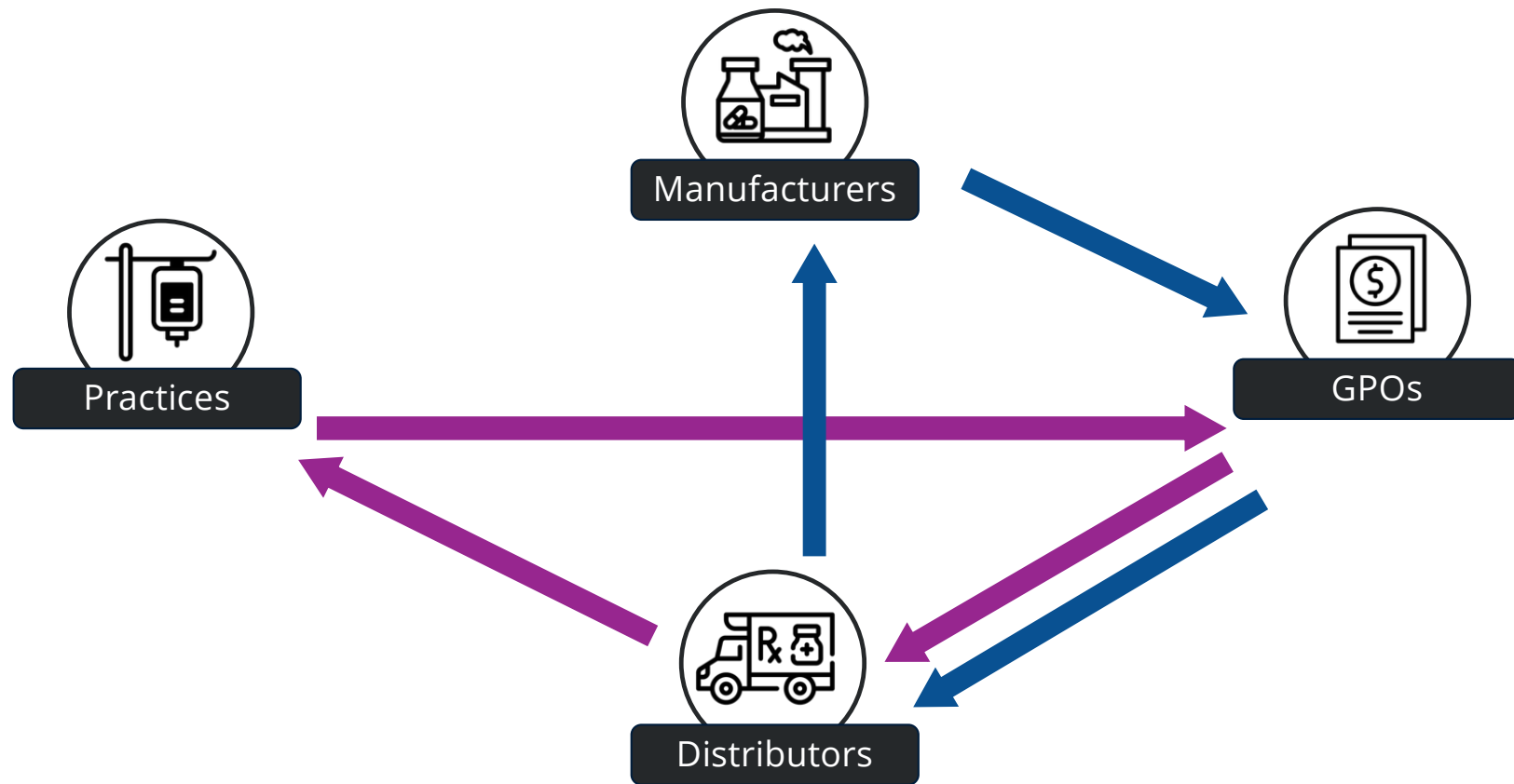
Evolution of Drug Contracting



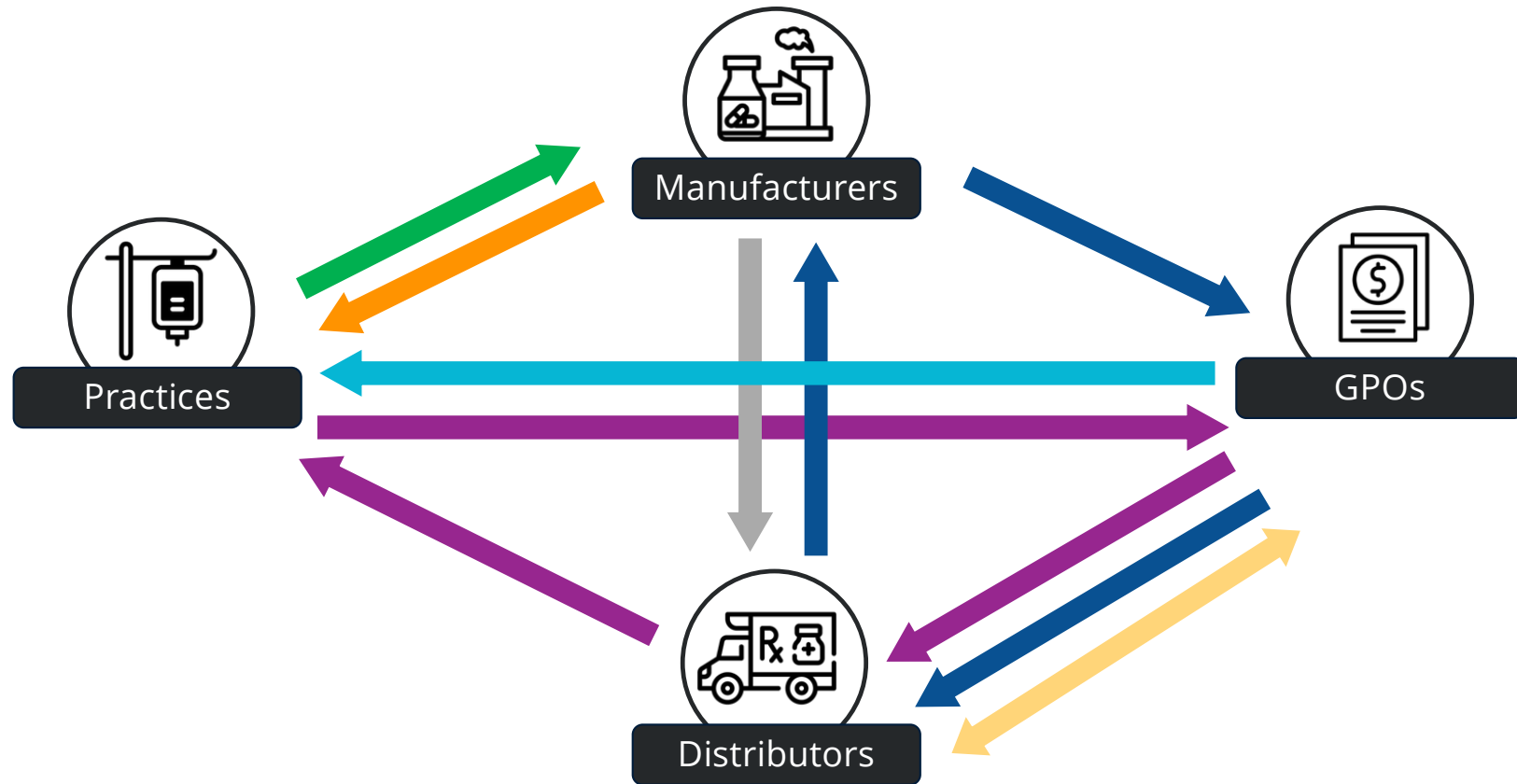
Purchasing Ecosystem



Purchasing Ecosystem



Purchasing Ecosystem





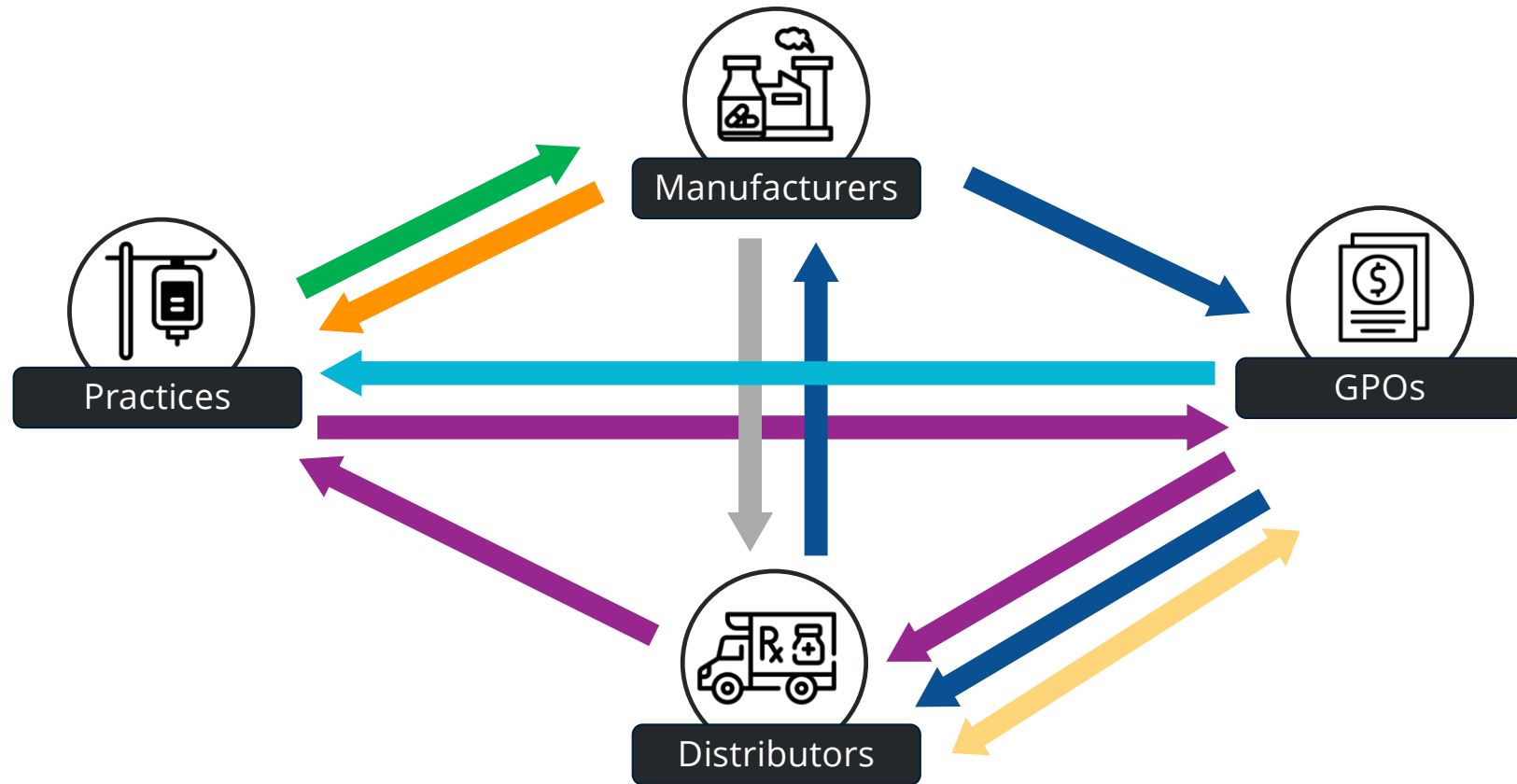
RED QUEEN HYPOTHOSIS

In *Through the Looking-Glass*, the Red Queen tells Alice, "**It takes all the running you can do to keep in the same place.**"

In biology, this is the concept that species must constantly evolve – adapting to their changing environments and competing species (like parasites, predators, and competitors) – just to maintain their relative fitness and avoid extinction.



Purchasing Ecosystem



Distributor and GPO Issues

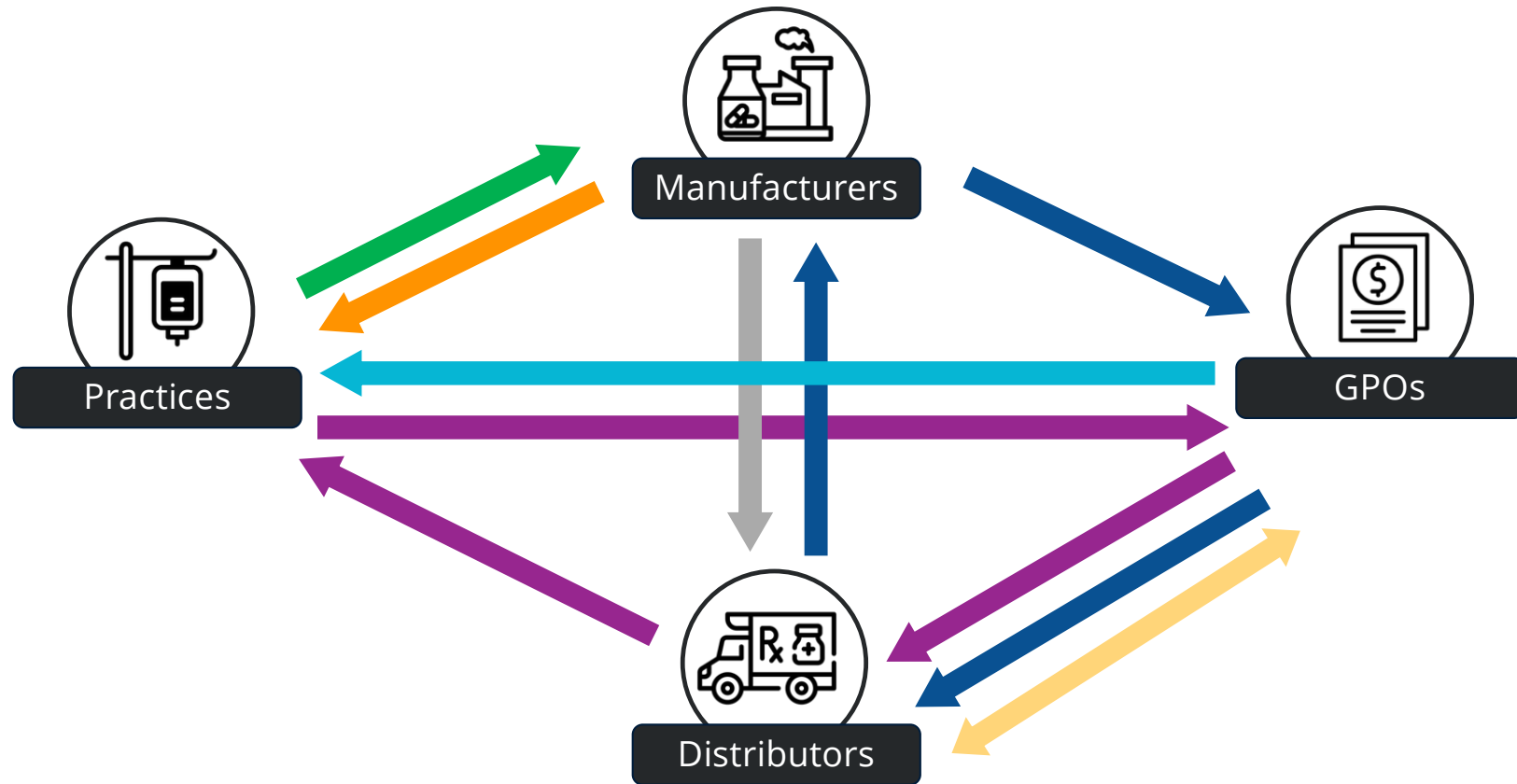
- Lack of accurate data
- No practice insight of contract detail
- Lack of clarity on what information rebates are calculated
- Price creep
- Class of trade
- Not calculating rebate payments appropriately or timely



Daron Downer



Purchasing Ecosystem





Practice Needs

- Optimize ROI
- Ability to know what a physician is prescribing
- Alter choices real time based on practice formulary/medical efficacy
- Minimize authorization time and effort
- Choose our manufacture partners wisely
- Transparency



Manufacture Needs

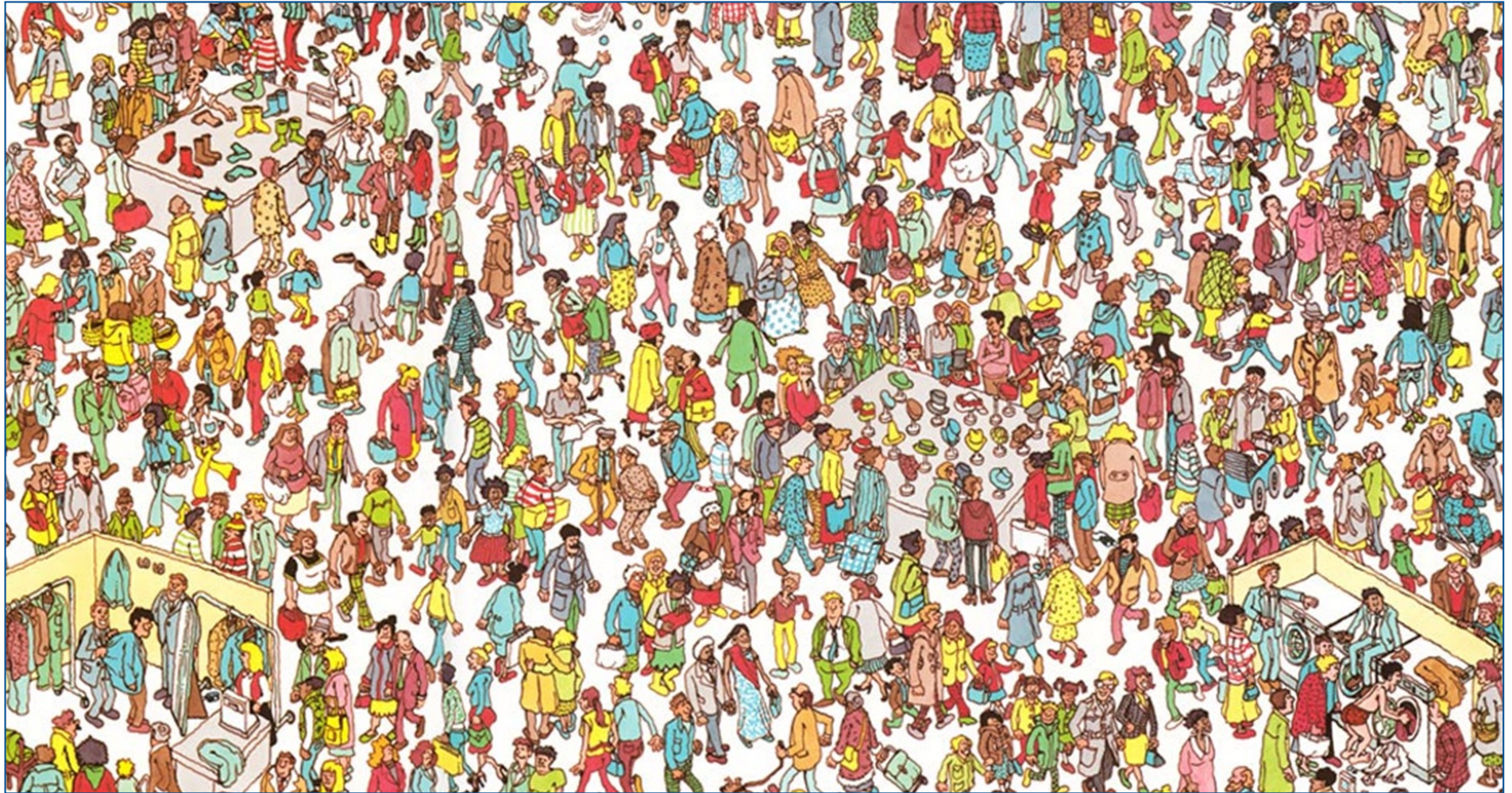
- Accurately define the available population for their drug
- Genomic/biomarker Targets
- Know if patients are eligible for treatment- or do comorbid conditions make them untreatable
- Line of therapy
- Flags for new indications
- Populations excluded because of Payor Formularies

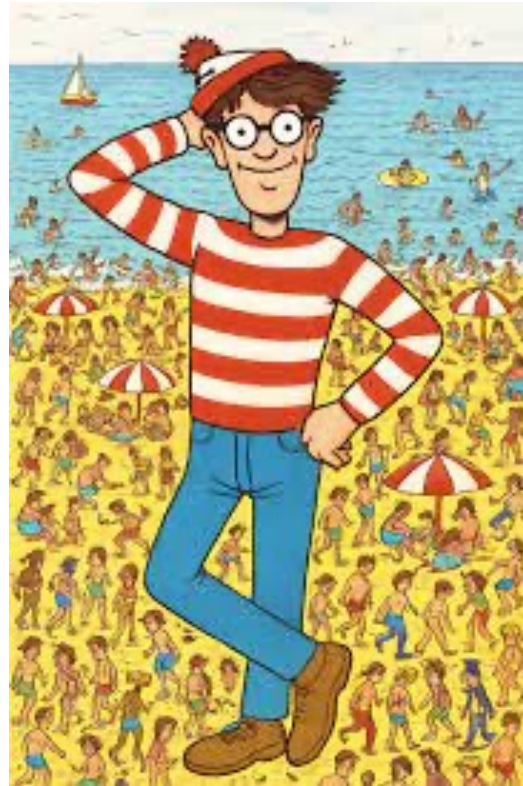


What If

We took into account the needs of all players, and changed the paradigm





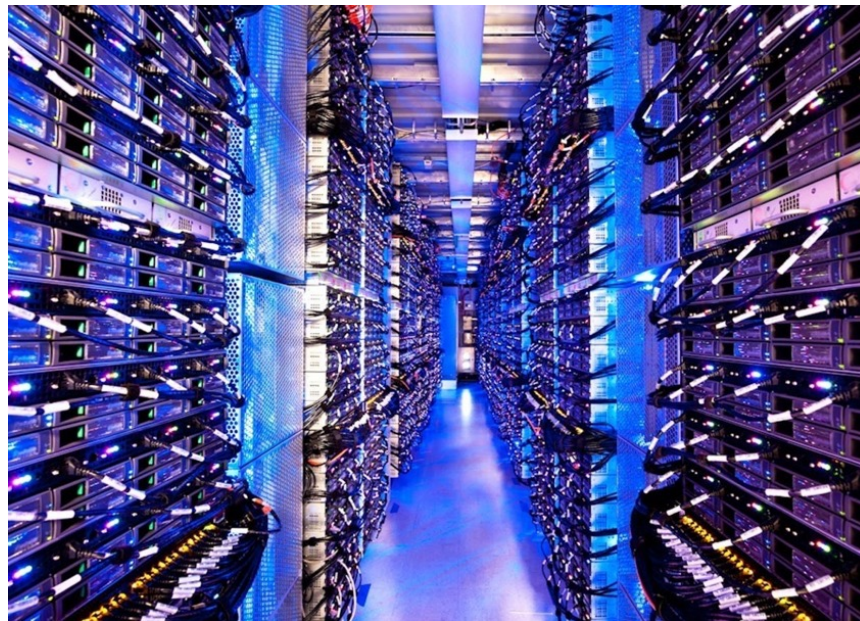


The Data rEvolution

Dr. Kildare



Dr. Google



AI in Health Care

- Drug development – protein characterization in days instead of years
- Diagnosis - 69,000 ICD-10 diagnosis and counting
- Treatment – Optimizing outcomes based on data, comorbidities, drug interactions
- EHR- review, missing information, screening for mistakes, AI scribe
- Claims – pre-submission review, EOB analysis, insurance verification
- Scheduling – Treatment room, imaging, radiation, multiple specialties per day
- Data Coordination- Chart prep, missed orders
- Screening- Help make sure appropriate screening is accomplished and monitored in our at risk populations
- Image recognition and interpretation



AI Effect by 2030

50%

Projected reduction in treatment costs when using AI for diagnoses

Source: Harvard School for Public Health

40%

Projected improvement in health outcomes when using AI for diagnoses

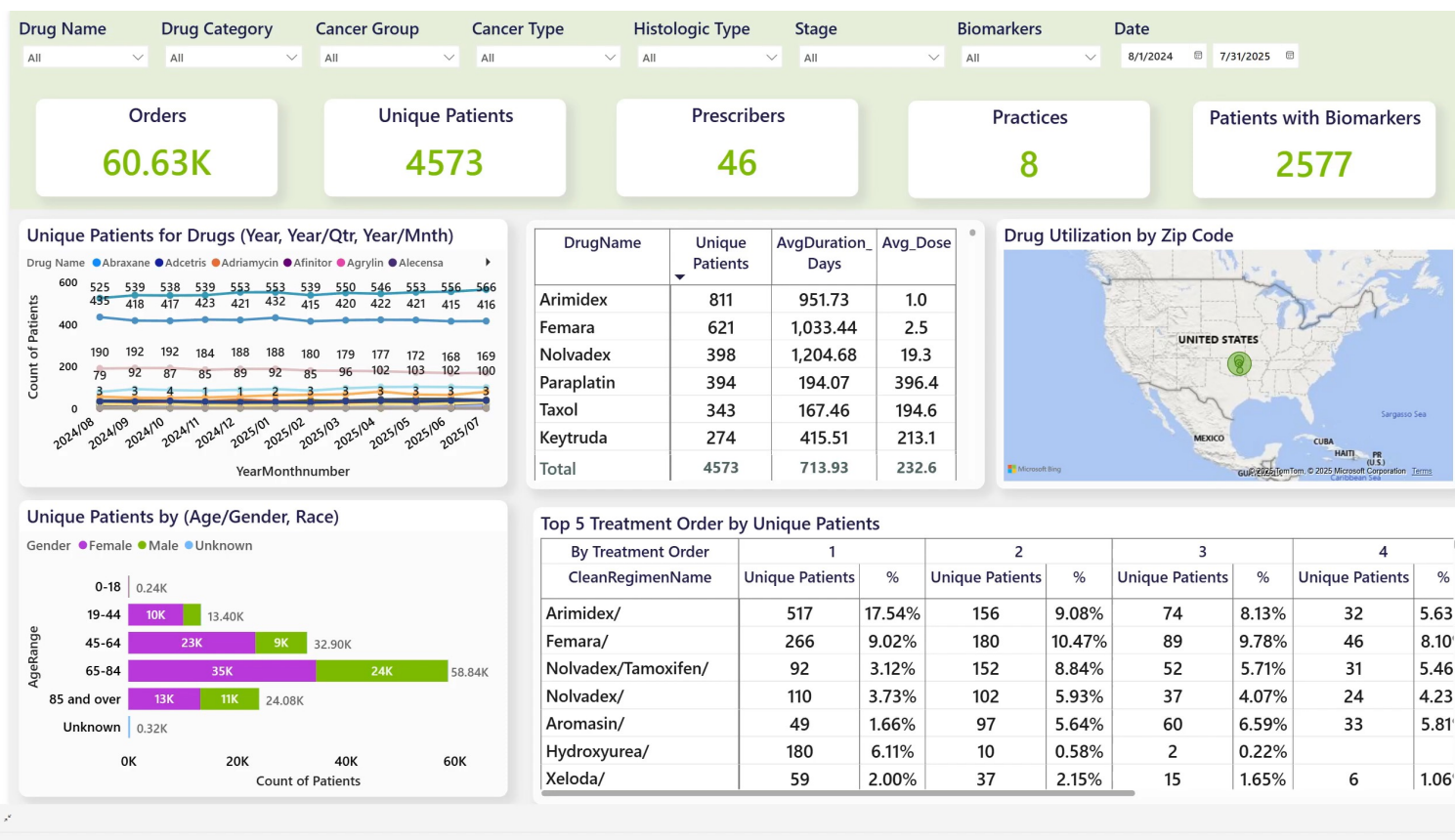
Source: Harvard School for Public Health

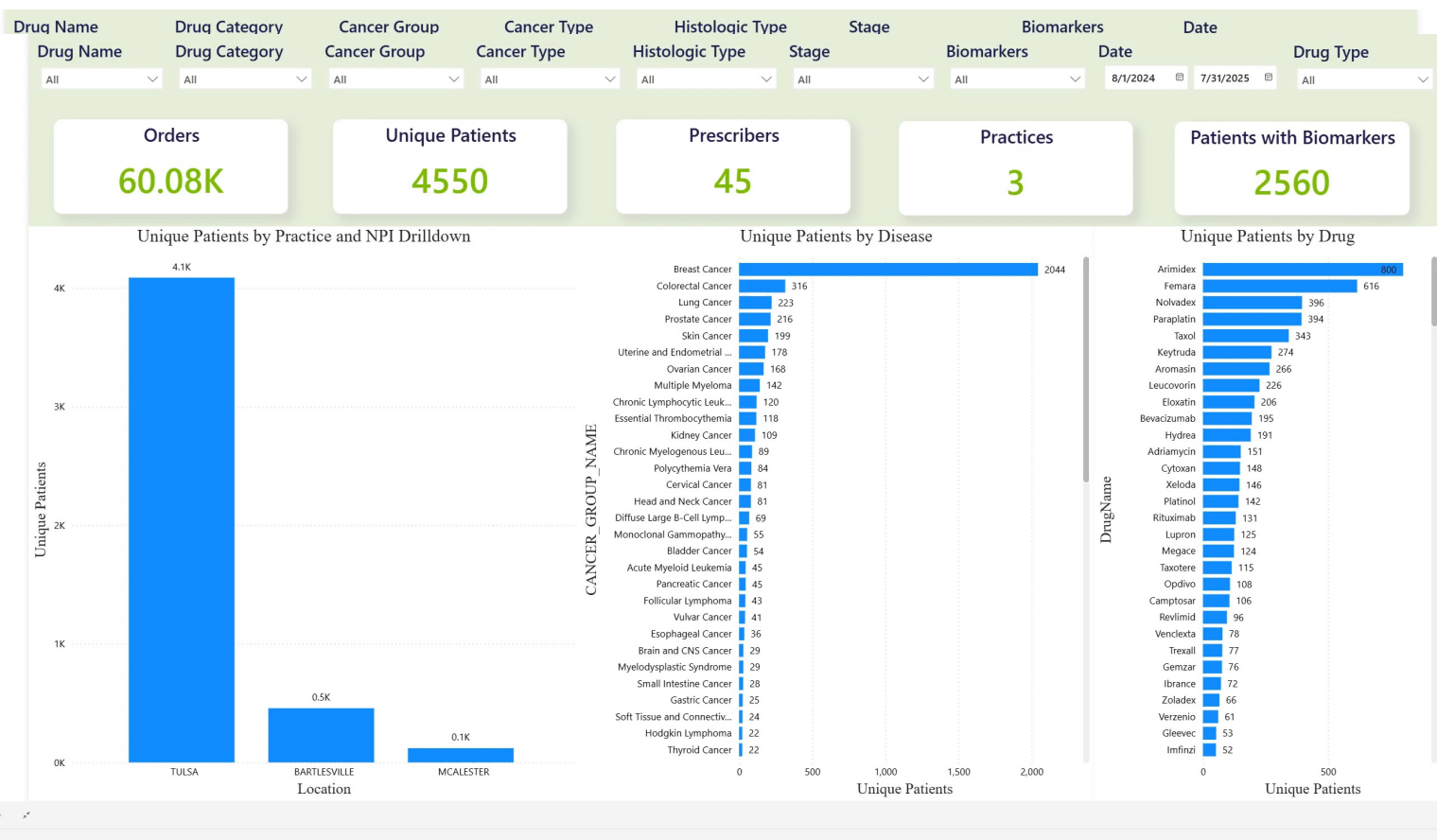
\$187.9 B

The estimated market for AI in health care in 2030

Source: Statista









Now and Future

Current Status

Contracts are based on:

- Volume
- Growth
- Combination of volume and growth

Future Status

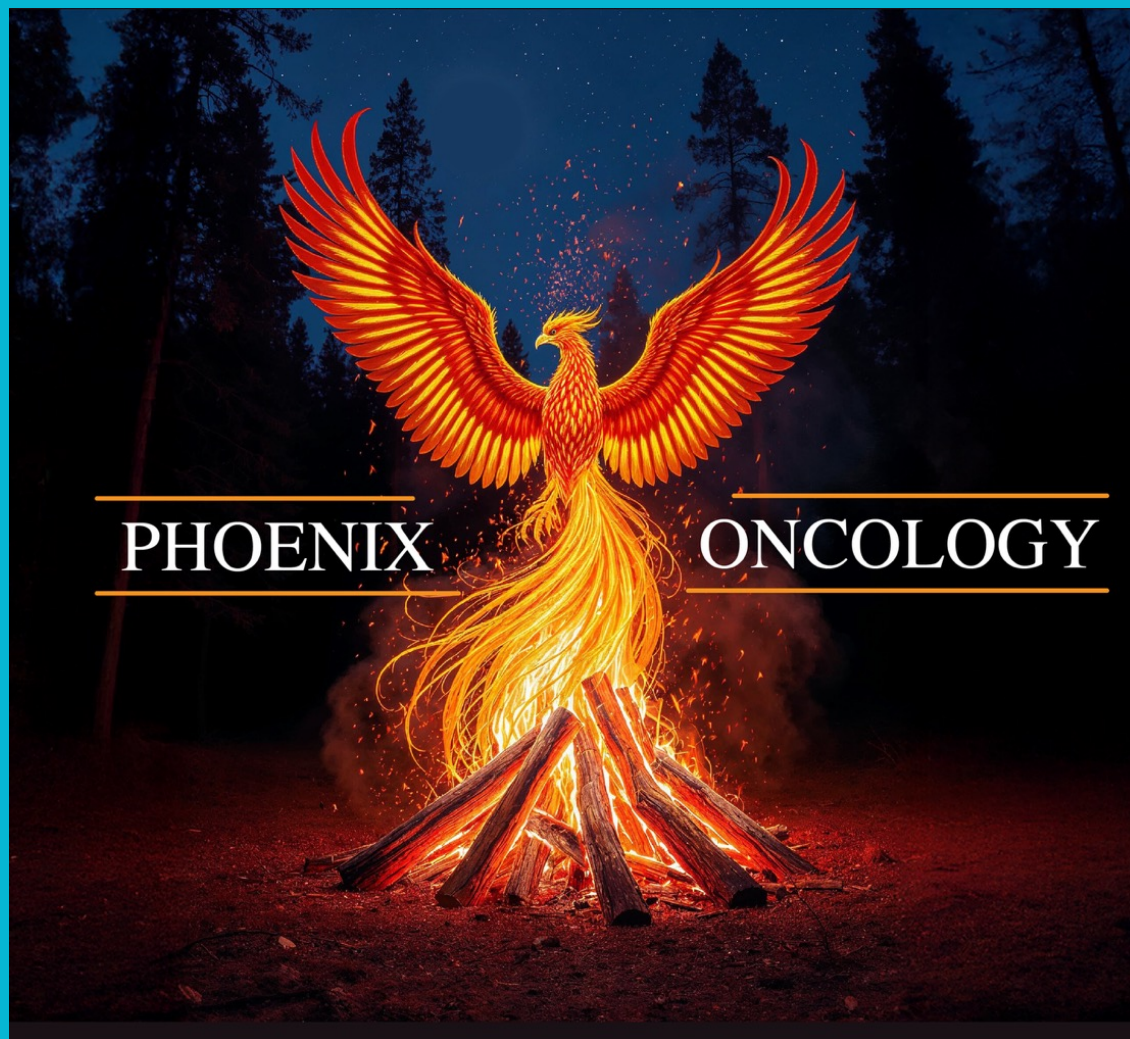
Accurate Identification of:

- Genomic targets
- Monitoring: imaging, c-dna
- Line of therapy
- Optimization of outcomes
- Real world data



“The definition of insanity is doing the same thing over and over again and expecting different results.”





PHOENIX

ONCOLOGY



QUESTIONS AND COMMENTS

