

US Oncology Backgrounder

Overview

From its genesis in physician practice management, US Oncology has expanded into an organization that touches nearly every aspect of cancer care from research, specialty pharmacy and drug distribution, to billing and reimbursement, electronic health records (EHR), continuing education and the use of evidence-based treatment pathways. Headquartered in the Houston area, US Oncology works closely with providers, payers, biotechnology and pharmaceutical companies, medical equipment manufacturers and legislators to increase patient access to, and advance the delivery of high quality cancer care in America. Through its network of 1,211 physicians operating in 456 locations in 39 states, the innovative services of US Oncology touch over 640,000 patients a year. For more information, visit the company's Web site, www.usoncology.com.

Areas of Expertise

- **Efficiency** — Using elements of Lean Six Sigma, sophisticated data analysis and physician collaboration, US Oncology works with practices to improve processes that enhance patient safety, accuracy of medical records, and the overall patient experience
- **Research** — Having played a pivotal role in the development of 35 cancer therapies approved by the FDA, US Oncology offers the full continuum of research services from concept and design to regulatory approval, increasing patient access to innovative therapies, including participation in Phase I trials rarely found in community-based oncology settings. Services include site maintenance organization (SMO), contract research organization (CRO) and personalized research organization (PRO)
- **Pharmaceutical Distribution and Specialty Pharmacy** — Located in Fort Worth, Texas, the US Oncology distribution center increases the safety of drugs administered to patients via state-of-the-art e-Pedigree technology that tracks drug therapies from manufacturer to patient, ensuring that drugs administered are genuine and unadulterated. The specialty retail pharmacy offers expertise in the growing number of oral chemotherapy compounds mailed directly to patients for administration. Service, support and counseling is provided to patients by oncology pharmacists and nurses to enhance compliance and manage side effects for cancer patients treated within the 50 United States and Puerto Rico
- **Reimbursement** — With years of expertise in billing, coding and revenue cycle management, US Oncology helps its customers maximize appropriate billing opportunities and realize the benefits of cost-efficiency and predictability. Patients with financial challenges can obtain financial assistance and product support to increase access to and compliance with recommended therapies

Relationships and Services

Physicians

Whether the practice goal is new patient growth, diversified revenue, or greater administrative efficiency, US Oncology offers community practices support in delivering top-quality patient care while meeting today's significant financial and clinical challenges. Practices can join with US Oncology through a comprehensive portfolio of clinical and business services, called Comprehensive Strategic Alliance (CSA), or by choosing from a menu of select offerings.

- Evidence-based pathways, developed and accelerated through physician collaboration
- Access to a broad spectrum of clinical research, including Phase I trials
- Quality and efficiency procedures help practices thrive and improve the patient experience
- Information technology and data management increases practice efficiency and patient safety, and collects, manages and analyzes data on patient cases from across the country
- Access to virtual tumor boards, oncology journals, information sharing and collaboration
- A comprehensive array of drug management services that protect the integrity of drugs and help to ensure patient adherence and safety in oral therapies
- Working capital and access to financial services
- Professional development and medical education on the latest oncology advances
- Strategic planning, reimbursement expertise and marketing support for CSA practices

- Public policy, government relations and patient advocacy, providing community oncology practices with a voice in Washington, D.C., and with state agencies and lawmakers

Biotechnology, pharmaceutical and medical equipment manufacturers

US Oncology offers a full suite of services to support the commercialization of oncology therapies and technologies to improve the lives of patients. Additional services include distribution, administration of patient assistance programs, practice reimbursement support, and specialty pharmacy services.

- National patient accrual (including Phase I trials), access to renowned researchers and the full-spectrum of research services offered through a single administrative resource
- A Verified-Accredited Wholesale Distributors® (VAWD®) certified drug distribution system with e-Pedigree technology ensures both the integrity and efficient tracking of the manufacturer's drugs
- Specialty pharmacy services improve patient compliance and management of side effects
- Unparalleled opportunities for data analysis, market research and ongoing product support through a national sample with an associated electronic medical records database helps manufacturers better understand product utilization and trends
- Reimbursement consulting, hotline support and administration of patient financial assistance programs increase patient access to therapies
- Peer-to-peer physician and clinician networking and continuing medical education, plus clinical training for the manufacturer's sales and marketing staff

Payers

Acutely aware of the financial challenges facing payers, US Oncology offers viable, cost-efficient solutions determined through scientific evidence-based medicine that enhance predictability of costs while improving patient access to high-quality care. The expertise offered through US Oncology facilitates services that can reduce care variability and improve patient outcomes.

- Integrated program in which payers and providers work together to improve patient outcomes and contain costs by reducing treatment variability, managing side effects, and conducting advanced care planning to reduce futile end of life treatment
- National database of claims data allows for trend analysis and strategic planning
- Oncology-specific electronic health record (EHR) combines traditional EHR capabilities with sophisticated therapy ordering and management to ensure patient safety; includes decision-support for evidence-based medicine pathways
- National oral oncology pharmacy and medication management services encourage patient adherence to prescribed therapies and management of side effects

Patients

US Oncology support and services touch over 640,000 patients a year, enhancing overall access to advanced care.

- The US Oncology Research network offers patients access to a full range of clinical research, including Phase I trials that are rarely available in a community setting
- Peer-to-peer physician collaboration and sharing of best practices accelerates access to evidence-based medicine in convenient community settings
- Patients wait less—between diagnosis and first visit, and between treatments— at US Oncology affiliated practices as a result of efficiency programs designed to improve patient satisfaction
- Patients taking oral therapies are offered support and education to ensure safety and compliance
- The oncology-specific EHR offered through affiliated practices increases patient safety and gives physicians 24/7 access to patient records
- Patient assistance programs and the US Oncology Foundation explore a variety of sources for financial assistance for patients in need

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The information in this fact sheet is updated each quarter in accordance with the release of the company's quarterly financial information. The information is current as of February 26, 2009.