Community-based cancer care — a precious resource

Empowering community-based oncology practices to advance the science, technology and quality of patient care.
At McKesson Specialty Health, we are committed to empowering a vibrant and sustainable community patient care delivery system to advance the science, technology and quality of care. Our Onmark Select Program customizes and delivers just what your community-based practice needs to thrive in today’s challenging environment of increased competition and declining reimbursement. Through our flexible range of services, we provide real business, clinical and technology solutions so your independent practice can focus on what you do best—providing the most advanced, high-quality cancer care available, close to home.

FLEXIBLE SOLUTIONS
Through our Onmark Select Program, McKesson Specialty Health provides a broad array of proven clinical, technology and business services to support community-based oncology practices. Onmark Select helps practices optimize revenue, enhance productivity and advance patient care, all with complete flexibility so you can choose which of our solutions will best help you achieve your goals. Through Onmark Select, we empower your community-based practice to remain independent, grow and deliver the best possible care to your patients.

Helping practices perform under pressure
In an ever-changing healthcare environment, community-based oncologists are facing more challenges than ever. With McKesson Specialty Health’s Onmark Select Program, you don’t have to face these challenges alone. We help your community-based oncology practice compete in the face of:
• Increased competition from hospitals and clinics
• Declines in reimbursement
• Healthcare reform uncertainty
• Rising healthcare costs
• Advanced pace of clinical developments

By working together, using the proven tools, expertise and integrated technology solutions of McKesson Specialty Health, we can face these challenges head-on and help you make your independent practice even stronger.
Delivered through an unparalleled, integrated technology platform, clinical and business services from McKesson Specialty Health lead the way to practice excellence.

This platform allows us to provide oncologists with market-leading solutions through our top-ranked iKnowMed EHR and Lynx technologies. We offer physician-led, evidence-based treatment guidelines and the opportunity to participate in world-class clinical trials available in the nation’s largest network of community-based oncology researchers. And, through our Innovative Practice ServicesSM offering, we provide oncology practices with powerful tools to identify opportunities to enhance revenue, increase workflow efficiency and achieve successful relationships with payers.

ADVANCED TECHNOLOGY
Our deep understanding of oncology practices fuels the development of our technology. Our unique partnership with clinicians allows us to see the world from their perspective, an advantage no other company can replicate. That customer-centric perspective, combined with strength in development of software and all of our key technology assets, creates advanced integrated technology to enhance practice operations, workflow and clinical decision making. Our Lynx and iKnowMed suites include:
- Electronic Health Record
- Inventory Management and Charge Capture
- Electronic Prescribing
- Reimbursement Analytic Tools
- Physician and Patient portals

BUSINESS & OPERATIONAL LEADERSHIP
We are committed to helping community practices thrive, so we work strategically with physicians to grow their practices by leveraging our resources and management expertise. Our business services help oncology practices run more efficiently—through streamlining operations, group purchasing, patient quality measures, reporting and payer support:
- Innovative Practice ServicesSM Offering
  ◦ Practice Resources and Assessment
  ◦ Practice Management Consulting
    - Revenue Cycle
    - Managed Care
  - Clinical Care
  - Distribution Services, GPO Contracting and Drug Management
  - Patient Financial Support Tools

CLINICAL LEADERSHIP
We provide oncologists with access to resources that help support the delivery of evidence-based medicine:
- Treatment Guidelines and Pathways
- Patient Educational Materials
- Medication Therapy Management Forms
- In-office Dispensing Support
- Access to the nation’s largest network of community-based oncology researchers

Give your practice a competitive advantage through the unmatched breadth of our services and expertise. Our innovative clinical and business capabilities, delivered through advanced, integrated technology, make your community-based practice stronger.
Strength and flexibility — a program customized to your needs

**Revenue Optimization**

**INNOVATIVE PRACTICE SERVICES™**

Our Innovative Practice Services focuses on enhancing practice performance through both revenue cycle management and managed care strategy. The process begins with a Practice Assessment to determine the best opportunities to realize gains for your practice. Based on the results of the assessment, customized consulting services are available that provide actionable plans tailored specifically for the needs of your practice. Pathways and treatment guidelines offer further opportunities to demonstrate the practice of evidence-based medicine and further collaborate with payers.

**REGIMENT PROFILER**

Regiment Profiler helps practices assess costs and reimbursement for administering specific infusible regimens. Easy to use and customizable, Regiment Profiler reports provide a comprehensive overview of the financial details of both the drug and non-drug costs associated with administering a regimen and provide tools to help patients understand their financial responsibility.

**PRACTICE MANAGEMENT REPORTING TOOLS**

Consultative reports identifying opportunities for improved efficiencies; includes Margin Analyzer, Charge Validation Reporting, J-Code Audit, and other tools to help provide greater insight to a practice’s financial opportunities.

**Productivity Enhancement**

**IKNOWMED EHR**

Certified for meaningful use, iKnowMed EHR was developed by oncologists for community-based practices. It is the highest-ranked web-based EHR, for oncology and hematology practices, providing point-of-care decision support, charge capture, clinical trial access and reporting. It helps oncologists operate more efficiently, lower operational costs and enhance patient safety. iKnowMed EHR interfaces with existing practice management systems as well as laboratory, radiology, pathology and dictation and note systems.

**LYNX MOBILE™**

Lynx Mobile™ is a customizable, web-based inventory management system with charge capture and reporting solutions to help maximize inventory and practice efficiency, capture and eliminate drug waste, and provide accurate and optimized reimbursement. Lynx Mobile™ can interface with an existing Practice Management System (PMS) or Electronic Health Record (EHR) without additional input from oncologists.

**LYNX TOTALVIEW™**

Developed specifically for oncology practices, Lynx TotalView provides practices with a greater understanding of their claims and remittance data, a clear picture of their specific practice’s reimbursement trends and a better chance to identify any missed revenue opportunities, such as drug charges or procedures that may not have not been adequately reimbursed.

**Patient Volume Growth**

**CLINICAL TOOLS AND RESEARCH**

 Allows participation in the clinical trials of one of the nation’s largest community-based oncology research networks. Provides access to the latest information, research and expert opinions, and supports evidence-based medicine reimbursement.

**IN-OFFICE DISPENSING**

Enables practices to provide patients with immediate in-office service for their oral drug prescriptions. It helps optimize outcomes by maintaining patient compliance and adherence to medications, and improves the patient experience, while diversifying practice revenue.

**Purchasing Efficiency**

**GPO SERVICES**

Provides flexible contracting opportunities for practices. Negotiated contracts with leading pharmaceutical manufacturers provide access to contract discounts and rebates, and help maximize drug purchasing potential.

**DRUG DISTRIBUTION**

Offers accessibility to a wide range of brand and generic drugs, with focus on exceptional customer service. On-line ordering tools facilitate efficient ordering processes, and our generics purchase program offers access to additional rebates.

**The Onmark Select Program from McKesson Specialty Health offers a wide range of solutions and services to enhance practice performance. Completely flexible and customized to the needs of your practice, Onmark Select tools and solutions are designed to provide you with more time to focus on advancing the science of cancer care and the delivery of quality care to your patients.**
The future of oncology

“Our goal is to deliver the support you need for your practice to thrive, so that you can provide patients with the best possible care.”

—Marc Owen
CEO, McKesson Specialty Health

Our Onmark Select Program will help you chart a bright future for your community-based oncology practice in the new era of pay-for-performance and healthcare reform.

With value-based reimbursement becoming a reality, we have proven tools and processes to support evidence-based medicine—from treatment guidelines and pathways to reporting solutions providing insight into practice trends—because these tools are essential to creating a value-based reimbursement system that recognizes and rewards physicians for providing cost-effective, high-quality patient care.

We constantly expand our services and expertise, and add new initiatives—not only to support your needs today, but to prepare your practice for a successful future.
Meeting the challenges of today — and tomorrow

Cancer is one of the most important and complex healthcare challenges of our time. McKesson Specialty Health is an influential participant in national healthcare discussions, and is helping shape public policy on local, state and federal levels. Through active engagement with policy makers and elected officials, the McKesson Specialty Health Government Relations and Public Policy team aims to bridge the gap between the needs of community-based cancer care practices and local, state and national lawmakers. Through various activities and resources, we work to amplify the voice of this vital national resource of physicians, caregivers and their patients.

LEARN MORE — ONMARK SELECT PROGRAM

The costs of community-based cancer care are high and the challenges facing oncologists with independent practices today are complex. Oncologists have the opportunity to overcome these challenges with the support and flexible services offered through the Onmark Select Program. Together we can continue our commitment of advancing the science of cancer care and providing high-quality, affordable cancer care to patients in our communities.
LEARN MORE TODAY
To learn more about our Onmark Select Program, call 800.482.6700 or email us at msh.providers@mckesson.com.

www.mckessonspecialtyhealth.com/oncology

Onmark Select Program