

# Delivering Better Care Together

## Q&A

Find out how your practice can partner with AON to enhance and expand the services you provide to your patients and increase practice success.

American Oncology Network (AON) is an alliance of physicians and veteran healthcare leaders dedicated to ensuring the long-term success and viability of oncology diagnosis and treatment in community-based settings. It is one of the fastest growing national networks of community oncology practices delivering local access to exceptional cancer care.

### Gain Insights from Physician and Practice Administrator Peers

Learn how partnering with AON can help your practice remain independent and thrive.

**Q** How does working with AON contribute to the viability of your practice?

**A** "The oncology landscape is challenged by diminishing reimbursements, complicated payer contracting negotiations and continuing pressures to maximize practice efficiency. AON is the partner we need to help us navigate these tumultuous times and allows us to continue to practice high-quality, empathic patient care on our terms."



**Martin Palmeri, MD, MBA, FASCO**  
Messino Cancer Centers

**Q** How has your relationship with AON contributed to the growth of your practice?

**A** "One nice part about AON is that it allows you to access revenue from pathology, flow cytometry and whatever else that you may be missing. It also improves the quality because the people we have selected and hired are world-class talent."



**Stephen "Fred" Divers, MD**  
Genesis Cancer and  
Blood Institute

Find out what additional services AON can offer your practice by visiting [AONcology.com](https://www.aoncology.com)

**Q** How does AON support the delivery of high-quality patient-centered care?

**A** "Working with AON has brought additional benefits to my colleagues and me, and ultimately our patients. Our practice has gained access to value-based contracting expertise and enhanced services such as pathology and oral oncolytic pharmacy. Patients have access to an experienced care coordination team for assistance between visits. Services such as these help us ensure that our patients receive the best possible care and experience."



**Rangappa Rajendra, MD**  
Oncology/Hematology of Loudoun and Reston

**Q** In what ways have AON's economies of scale added value to your practice?

**A** "AON's ability to aggregate size and scale has helped to provide us with the most competitive and attentive vendor services and drug pricing. Being part of competitive national contracts, we are able to take advantage of lower pricing for medical supplies and maintenance. We have seen significant cost savings in other key areas as well, including malpractice insurance and employee and physician benefits."



**Jeanna L. Knoble, MD**  
Zangmeister Cancer Center

**Q** What is the importance of being physician led and governed?

**A** "Continuing to be physician led and governed allows us to voice our concerns and have those concerns addressed. Above all, it helps us to maintain our independence. With AON we have practice autonomy; our practice continues to maintain control over staffing and schedules and decisions about when to add new physicians, etc. We leverage AON as a resource, but ultimately, what we implement in the practice is up to us — we make the final decision."



**Taral Patel, MD**  
Zangmeister Cancer Center

**Q** In what ways has joining AON eased the administrative burdens of managing a practice in today's evolving healthcare environment?

**A** "Since joining AON, our practice has seen enhanced results through the adoption of best practices and access to increased resources, thanks to efficient and effective centralized services such as revenue cycle, purchasing, IT, legal, HR, accounting, finance, credentialing, compliance and marketing. Through centralized ancillaries such as clinical lab, pathology and oral oncolytic pharmacy, AON helps us take care of our business so that we can focus on our patients."



**Michael Castine III, MD**  
Hematology/Oncology Clinic

We strive to preserve and protect the sustainability of community oncology for physicians and patients, so practices thrive.