



ACCC 45TH ANNUAL MEETING & CANCER CENTER BUSINESS SUMMIT

March 20–22, 2019

Renaissance Washington, DC Downtown Hotel

THE INTERSECTION of BUSINESS, QUALITY, TECHNOLOGY, & POLICY



Strategic Partnering Options for Oncology Providers Deep Dive Workshop

Friday, March 22, 2019

1:00 - 3:30 PM

This workshop is aimed at oncology practice leaders and hospital oncology service line executives looking to take their cancer care business and services to the “next level.” Participants will learn from—and share experiences with—peers who have progressed through and successfully executed a partnering opportunity. Case studies will be presented on two predominant forms of partnering: hospital-oncologist alignment and integration, practice management, and network affiliation. Hear an overview of the portfolio of available options and discuss legal, regulatory, and operational considerations. Time is allotted for robust interaction among attendees and faculty to identify troubling issues and brainstorm solutions.

FACILITATORS

Ronald R. Barkley, MS, JD, President *Cancer Center Business Development Group*

Adria E. Warren, JD, Partner, *Foley & Lardner LLP*

Kelley D. Simpson, MBA, Director, *The Chartis Group/Oncology Solutions, LLC*

WORKSHOP AGENDA

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|----------------|--|
| 1:00 – 1:05 PM | Introduction and Survey Profile of Participant Demographics
Ronald R. Barkley, MS, JD |
| 1:05 – 1:35 PM | Partnering Structures and Options: Legal and Regulatory Considerations
Adria E. Warren, JD |
| 1:35 – 1:50 PM | Observations, Considerations, and Key Insights to These Partnering Options
Kelley D. Simpson, MBA
Ronald R. Barkley, MS, JD |
| 1:50 – 2:20 PM | Case Study: Hospital-Oncologist Alignment & Integration
Bryan E. Chandler, MBA, <i>Baptist Hospitals of Southeast Texas</i>
Ernest Hymel, MD, PhD, MBA, <i>Baptist Regional Cancer Network</i> |
| 2:20 – 2:30 PM | Hospital-Practice Alignment Q&A |
| 2:30 – 3:00 PM | Case Study Practice Management and Network Affiliation
Todd Schonherz, <i>American Oncology Network, LLC</i>
Patrick C. Elwood, MD, and Steven L. Swart, <i>Zangmeister Cancer Center, American Oncology Network, LLC</i> |
| 3:00 – 3:10 PM | Practice Management and Network Affiliation Q&A |
| 3:10 – 3:30 PM | Open Forum Q&A
Adria E. Warren, JD, <i>Foley & Lardner LLP</i> (Moderator)
All Faculty Participate |