

# Oncology Market Access. Understood & Applied.

**In the United States, oncology therapeutics face unique market access challenges.** Precision provides actionable training to help you overcome them. Leveraging our internal experts—scientists, clinicians, access decision makers, global market access consultants, and reimbursement specialists—we build market readiness training that addresses every facet of oncology market access. Whatever your team needs to learn, we're ready.

## Oncology e-Modules for Curated Training

### ■ The Evolution and Value of EHRs

Discover how electronic health records (EHRs) are harnessing pathways and order sets to optimize oncology care

### ■ Value Based Contracting

Understand how value-based care and provider contracting is moving oncology care from volume to value

### ■ 340B

Explore the complex 340B system, how it impacts community oncology providers and how health systems leverage it

### ■ Intro to SPP

Dive into the specialty pharmacy provider (SPP) landscape, from oncology benefits verification to patient adherence

### ■ Medical Benefits Structure

Study the medical benefit structure and reimbursement practices for oncology medications, including key distinctions from pharmacy benefits

### ■ Understanding Buy-and-Bill

Learn about buy-and-bill dynamics driving oncology practice reimbursement





## Moderated Live Training & Workshops

Hands-on practice to address key decision-maker concerns related to coverage, reimbursement, and accessibility of oncolytics

### ■ Access Experience Team (AET) Panel Discussions

Work directly with our team of former payer decision makers to pressure test the value proposition for your oncology therapeutics from a payer viewpoint

### ■ Oncology-centric Competitive Simulation Workshops

Analyze potential contracting and engagement strategies for both branded and biosimilar oncology competitors, working with our experts to evaluate ways to optimize coverage

### ■ Oncology-focused Objection Handling and Role Play

Hands-on practice to address key decision-maker concerns related to coverage, reimbursement, and accessibility of oncolytics

## Oncology Podcasts for Engaged On-the-Go Learning

### ■ Utilization Management (UM)

Understand payer perspectives on UM criteria for oncology, including trends, drivers of change, and impact, as well as integration of pharmacy and medical benefit management

### ■ Specialty Pharmacy Providers

Examine the impact of specialty pharmacies on payers, physician preference, and patient access to oncology therapies, and appropriate manufacturer response

### ■ Pharmacy and Therapeutics (P&T) Considerations

Beginning with the interconnected clinical and economic discussions and other influences that guide P&T committees' formulary decisions, discover key communications considerations for oncology manufacturers to demonstrate product value

### ■ Managing Trends

Survey current oncology drug trends—from monitoring metrics to stakeholder perspectives—and how these trends impact PBM and health plan formularies, utilization management, and contracting



Discover the Power of Precision Learning

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