



TKG ONCOLOGY INSIGHTS

JULY 2020

Oncology Practice Consolidation & Emerging Organizational Needs

Independent oncology practices are struggling to retain their independence in today's challenging healthcare landscape



Many acquisitions have failed to deliver²

Many mergers and acquisitions have failed to improve quality, efficiency, and patient experience, actually losing ground in some cases.

Contributing factors may include the diversion of resources toward integration needs and poor leadership by low-performing acquirers.

TKG is observing dramatic changes to the oncology customer landscape



“ THE FOCUS RIGHT NOW FOR FEE-FOR-SERVICE PROVIDERS IS CASH FLOW. IT'S ALL THEY HAVE. WE ARE BRACING FOR MERGER MANIA. ”

– C-Suite Healthcare Executive



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Life science companies will need to customize their approaches to effectively engage with newly integrated practices



Understand cancer center networks to identify those that allow more physician autonomy in choosing treatment options



Individualize engagement strategies to address the new customer ecosystem and any resulting pain points



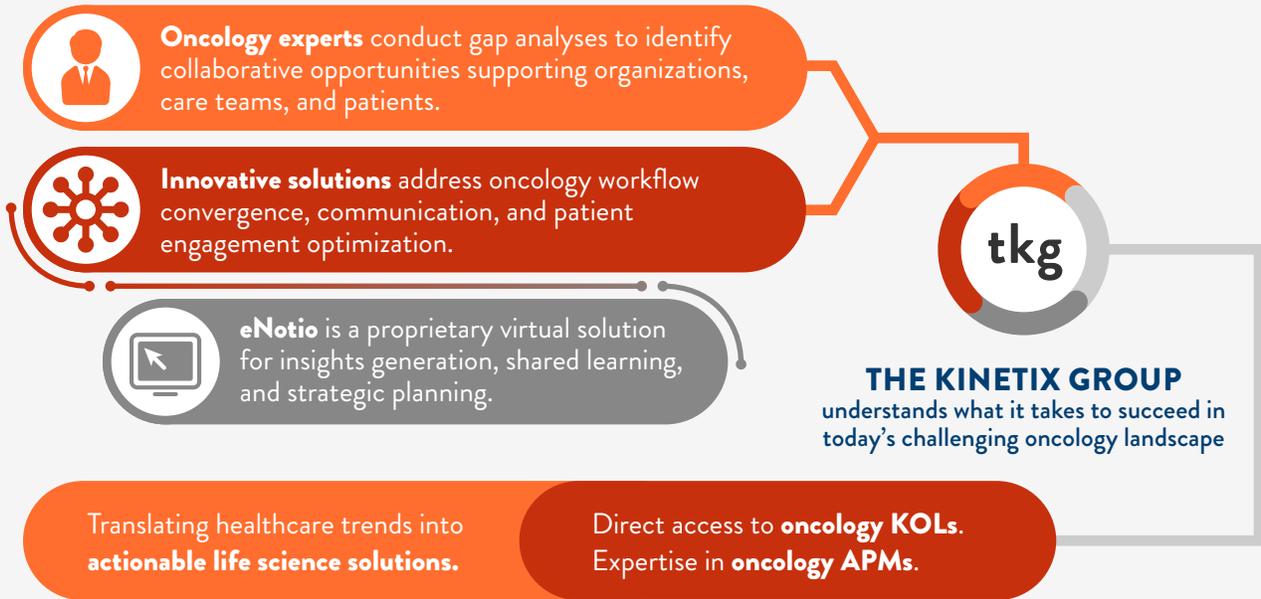
Develop best-practice resources and assimilation tools to ensure continued patient-centered care delivery during transitions

CONTACT US TO LEARN MORE ABOUT CANCER CENTER ARCHETYPES AND STRATEGIES

Do your customers look to you for solutions?



TKG can equip you with tools to support your oncology customers



CONTACT US TODAY TO ADDRESS ONCOLOGY CONSOLIDATION CHALLENGES