

Oncology Associates Contracts Currently Include:

ALZA
650.564.5000

AVENTIS
800.981.2491

BEDFORD LABS
800.562.4797

GLAXOSMITHKLINE
888.825.5249

IMMUNEX CORPORATION
206.587.0430

IVAX CORPORATION
305.575.6000

MEDICAL SPECIALTIES
800.967.6400

MEDIMMUNE ONCOLOGY, INC.
877.633.4411

MGI PHARMA
952.346.4700

ROCHE, INC.
973.235.5000

WYETH/GENETICS INSTITUTE
617.876.1170

New Contract Signings

OA SIGNS WITH ROCHE FOR KYTRIL AGREEMENT



Starting on November 1, 2001 Kytril became available to Oncology Associates'

members through a recent product agreement established with Roche. Pricing has been loaded and product is available to all OA members.

The contract allows for OA members to take advantage of aggressive tier pricing immediately. As members purchase and develop a history, individual efforts will be rewarded with a promotion to the next tier of the discount structure.

In regard to the terms of this recent contract, Dino DeRoia, National Account Manager with Roche, says "Roche is coming out strong with a winning offer to the membership of Oncology Associates. We look forward to promoting this advantage to the Oncologists and providing educational services to the practices."

In conjunction with Oncology Associates, Roche offers business man-

agement materials that can be helpful in organizing your office as well as improving the bottom line numbers. Opportunities also exist for OA members to take advantage of consulting services provided by Roche as part of the partnership with Oncology Associates, GPO.

Interestingly, the Kytril contract includes unique advantages to OA members with multiple offices. "This contract allows practices with two or more sites to pool their purchases and move up to the next discount tier" commented Brent Evans, OA's V.P of Sales and Marketing. Evans went on to say, "The signing of this contract with Roche for Kytril is in response to the requests of our membership. OA is always looking to grow and serve the needs of our members first."

The terms of the Kytril contract allow for OA members to receive a discount and then grow to build up their volume. The initial group base price will be offered for six months. The group's performance will be evaluated at the end of this period and a new base price will be established.

MedImmune Reacquires the U.S. Rights to Ethyol[®] from Alza

(Effective October 1, 2001.)

Forging ahead with a new partnership between Oncology Associates and MedImmune, Ethyol is available to OA members without interruption to the contract and its terms.

After expanding the sales, marketing and medical affairs infrastructure including approximately 50 new professionals, MedImmune is looking forward to getting behind Ethyol in the fourth quarter of 2001. Bill Rorer, National Account Manager with MedImmune Oncology, Inc., states, "MedImmune is here to service the Oncology Associates membership with clinical information and billing

support using a third party consultant to insure patient confidentiality with the best service possible."

Ethyol is a unique product that has the potential to address substantial markets in oncology. It is used to reduce unwanted toxicities caused by certain anti-cancer treatments. Currently, Ethyol is approved as a chemoprotective agent to reduce the cumulative kidney toxicities associated with repeated administration of cisplatin in patients with advanced

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