

Oncology Associates, a division of RC Medical, Inc. is a group purchasing organization designed to offer practice management services and exclusive product agreements with discount pricing benefits to private practice physicians throughout the United States.

The company's team of experienced clinical and sales personnel has contracted with major pharmaceutical and medical supply manufacturers such as Amgen, Aventis, GlaxoSmithKline, Johnson & Johnson and Roche to offer a diverse portfolio of products at favorable prices to members of Oncology Associates, Group Purchasing Organization.

We want to hear from you! Call or Email us with your important input and we'll do everything we can to include your topic in the next OA Member News.

ONCOLOGY ASSOCIATES
Physician Network Services

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WITH MEMBERS IN MIND
ANNUAL PHYSICIAN'S MEETING

A heartfelt Thank You to all of the OA members who attended the recent Physician Members meeting held in Boston, MA. From the feedback I have received thus far, the conference was productive and successful in the participants' opinions. I am always pleased to observe the personal dynamics that take place at OA events. It seems that among the educational presentations and practice management discussions a great deal of networking on a nationwide basis occurs.

Hearing stories about patients and the early beginnings of many practices really defines where community oncology has been and is today in the world of medical technology. Greater than this, I learn quite a bit about each member's clinical and business philosophy. Each genuine interaction with OA's physician members makes an enduring impression on me that lasts long after the meeting's excitement has passed. I use the comments and suggestions I pick up through our conversations to guide the direction of the group during acquisitions and negotiations. When the members speak, I can assure you that my staff and I pay close attention.

I am proud to support a group of professionals that has pioneered and developed the most effective form of cancer treatment we know today.

TECHNOLOGY: OA has invested in many of the latest forms of office technology to make our operations more efficient. Data collection and analysis systems have been upgraded allowing OA to improve its effectiveness for contract management.

One of the tangible results from our technology investment that members can take

advantage of right away is the new OA web site at www.RCMED.com.

I know many of your offices have utilized the Internet for a long time while other practices are just getting their operations online. My recommendation to all members is to check the OA web site regularly as a reliable resource for contract details, product information, online purchasing and CME/CEU opportunities offered by OA's manufacturing partners. A new forum section has been added to the web site that should foster even greater group interaction as well as being an arena for discussing timely issues.

HEALTHIER THAN EVER: As you will see in the contract updates section of this issue of the OA magazine, OA's contracting team has been hard at work for you. Adding new manufacturer's agreements as well as new products to existing contracts, OA is positioned to supply your practice with the best purchasing advantages available. If you have any questions to the features and benefits of these product agreements, I encourage you to contact my staff or me directly at 888-732-7352.

OA'S DISTRIBUTOR: I am pleased to announce a new entry to our editorial content. Tom Magoulis, Vice President of FloridaInfusion Services (FIS), has addressed one of the most debated topics discussed during the recent Annual Members Meeting. I encourage you to read Tom's article on page 7 and to communicate with OA and FIS your thoughts on managing your payment terms.

This column is written by Brent Evans, Editor of the OA Member News and OA's Executive Vice President & General Manager. Contact him with your comments at bevans@rcmed.com.



GlaxoSmithKline REBATE RELEASE

Oncology Associates would like to remind you that the current rebate period ends September 30, 2003. Quarterly rebates will be sent directly to your office. You should receive this important correspondence no later than November 15, 2003 if you are a qualified member on the OA contract with GlaxoSmithKline for Hycamtin, Navelbine and Zofran.

As your GPO, OA extends to you the service of consultation and communication with GlaxoSmithKline for any discrepancies in the data used for calculating your rebate. To discuss any concerns about this process, please contact OA at **888-732-7352**.

Thank you for supporting OA through your purchasing of Hycamtin, Navelbine and Zofran.