

Independent oncology practices team up to increase their buying power

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A group of independent oncology practices from across the U.S. has teamed up to increase their buying power, including when it comes to helping patients access clinical research trials.



Barbara McAneny MD, CEO of New Mexico Cancer Center, says a new alliance between close to a dozen independent oncology practices will help increase patient access to clinical trials.

The National Cancer Care Alliance (NCCA) has members from as far west as Salt Lake City to the southern tip of Maine, but one of its main foundations is from Albuquerque in the form of New Mexico Oncology Hematology Consultants, better known as the New Mexico Cancer Center.

“By joining forces, physicians in the alliance are now able to connect with oncology leaders around the country and offer patients inclusion in clinical research trials,” said Barbara McAneny, NCCA chairwoman and CEO of the New Mexico Cancer Center. “We believe

through this alliance each practice will reap the benefits of cost efficiencies and improved patient outcomes.”

Several of the practices in the alliance had already been part of a virtual patient-centered medical program developed by Innovative Oncology Business Solutions (IOBS), which will handle management and financial services for NCAA's operations. Membership, a spokesperson confirmed, is open to any independent oncology practice.

Laura Stevens, the Chief Operating Officer for IOBS, says that "members believe NCCA is an organization that can help community oncology practices retain their independence through cost control activities such group purchases, data collection, integrated care models and analytical support." Stevens also said that a significant priority for NCCA is to increase participation in clinical trials in a cost effective, revenue positive manner.

According to data from the [Pharmaceutical Research and Manufacturers of America](#), New Mexico had 5,430 people enrolled in 382 active clinical trials in 2013, with an estimated total economic impact of \$87.7 million.