

## Virginia Association of Oncology Hematology Managers (VAHOM)

Together, OTN and Onmark provide a suite of services, technology, and educational programs to help VAHOM practices thrive and succeed in today's changing environment.

### PRICING

- **Choice Preferred VAHOM pricing**
  - Best available Choice pricing
  - Purchasing requirements
    - Must be Onmark member
    - Sign all Onmark declaration letters
    - Purchase substantially all required Onmark contracted products from OTN (includes generics)
  - All purchased Onmark contracted products will earn additional 0.60%, which will be distributed to each eligible member practice in quarterly rebate as credit
    - Monthly price list will break out the pricing on contracted versus non-contract products
    - Quarterly summary of rebates will be sent to each eligible VAHOM practice
  - Administrative fee of 0.15% of all purchased Onmark contracted products from this program will be accrued for VAHOM and paid quarterly
- **Choice Plus VAHOM pricing**
  - Competitive pricing
  - Purchasing flexibility
  - Purchasing requirements
    - Must be Onmark member

### SERVICES

- Medical/Surgical Supply Offering
  - Full line of infusion-related and commodity items
- OTN Specialty Pharmacy
  - Orals and pre-filled syringes
- Monthly Legislative Teleconferences, led by John Asckin

- Up-to-date information on legislative, regulatory, and reimbursement issues

## **TECHNOLOGY**

- Lynx Station™
  - An inventory management system that includes automatic ordering, interface, and online reporting capabilities
- Lynx Mobile™
  - A charge capture inventory management and reporting tool
  - Easily integrated into practices' workspaces and accessible anywhere
- Lynx Practice Management™
  - A full-service practice management software product that increases practices' efficiencies and decreases the likelihood of missed charges
  - Provides scheduling and demographic billing management functions
- Technology training & support
  - A dedicated OTN team available for training and support

## **ONMARK**

- **Member Exclusive Discounts**
  - Discounts on OTN technologies
  - Special pricing on medical/surgical supplies
  - Discounts on office supplies
- **Educational Programs**
  - Preparation Techniques for Hazardous Drugs
  - Community Oncology Reimbursement Education (CORE) webcasts
  - Clinical webcasts
  - Teleconferences
  - Payor/Provider forums (Managed Care)
  - Regimen Standardization Programs

## **OTN & ONMARK SUPPORT**

- Participation at all local VAHOM meetings