

## CASE STUDY

# Seamless Integration Onto the OneOncology Platform

OneOncology's Integrations Team moves with swift precision to integrate practices onto the platform for immediate and long-term success.



**MARY BIRD PERKINS**  
CANCER CENTER™

## PRACTICE OVERVIEW

Founded in 1968, Mary Bird Perkins Cancer Center (MBPCC) is Louisiana's leading cancer care organization, caring for more patients each year than any other facility in the region. With 24 oncologists and seven locations across southeastern Louisiana and eastern Mississippi, MBPCC provides state-of-the-art treatments and unparalleled collaborative, comprehensive cancer services.

## WHY MARY BIRD PERKINS CANCER CENTER JOINED ONEONCOLOGY

MBPCC, with its unparalleled track record of providing high-quality care, national leadership in clinical research, dedication to prevention and early detection and value-based relationships, aligned with OneOncology to focus on enhancing community-based cancer care, remain independent, and retain its decision-making authority in an increasingly competitive market. OneOncology brings to MBPCC resources, access to a broad network of physicians across the country, information technology assets and national buying power. The OneOncology and MBPCC's partnership is anticipated to fuel program growth, reduce costs for patients and expand access to clinical trials — all with a focus on enhancing the physician-patient relationship and positioning the group for partnerships that ensure patients are receiving the highest quality cancer care close to home.

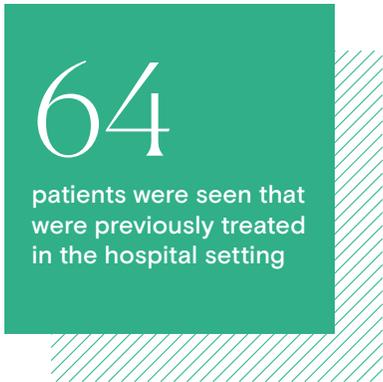
## HOW ONEONCOLOGY SUPPORTED THIS INTEGRATION

OneOncology's Integrations Team members served as thought partners to practice leadership throughout the transition, while setting the practice up for long-term success. MBPCC was a complex integration given the multiple practices coming together under OneOncology, several system conversions needed (Flatiron, ULS, Oncology Supply), timing over the holiday season, and a difficult extraction from a former hospital partner. Despite these challenges, OneOncology's Integrations Team in partnership with MBPCC management was able to execute a successful go-live in just four months.

- **Integrations Team Expertise:** Using their extensive operational knowledge and learnings from multiple previous hospitals extractions, the OneOncology Integrations Team thought through and built customized plans for every possible scenario.
- **Preferred Relationship with Partners:** OneOncology's strong partnership with Flatiron allowed MBPCC to build a new EMR from scratch in only three months despite being unable to access pre-existing data from the hospital and having to build out customized workflows to extract patient data. Additionally, existing relationships with distributors and manufacturers allowed equipment and supply orders to be expedited and ensured that all vital materials were available on day one.
- **Platform Offerings:** OneOncology's integrated platform, including HR, finance, marketing, development and business office teams, worked collaboratively to provide the support needed for 24 MBPCC physicians to feel comfortable leaving their arrangement with the hospital.

# Fast Facts

## ON DAY ONE OF THE MARY BIRD PERKINS CANCER CENTER GO-LIVE:



**64**  
patients were seen that were previously treated in the hospital setting



**12+**  
Flatiron OncoEMR interfaces launched



**100+**  
invoices were processed

## EXTENSIVE SUPPORT WAS PROVIDED BY ONEONCOLOGY AND PARTNERS OVER THE HOLIDAYS AND THROUGHOUT THE GO-LIVE WEEK



**Flatiron:** 15+ staff on-site; provided a total of 6 weeks of support as well as an on-site support plan



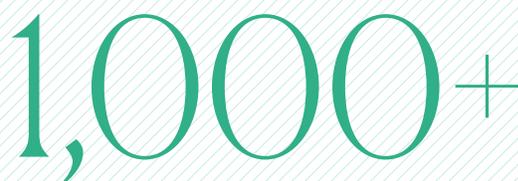
**Oncology Supply:** 3 staff on-site for the conversion



**Henry Schein:** 8 staff helped set up equipment and 2 stayed on-site for the go-live week



**OneOncology Operations Team:** 6 staff supported with the training of MBPCC pharmacy and clinical staff and helped with overall readiness planning



**1,000+**

medical/office equipment items and more than 2,000 IT equipment items (a total \$1M+ in equipment) were ordered with all critical items arriving in time for the go-live