



# Oncology Services

***BALANCING THE ASPIRATIONAL AND THE ACHIEVABLE***



# ABOUT PYA

## ASPIRATIONAL AND ACHIEVABLE.

While cancer care plays a primary role across the healthcare industry, oncology presents unique strategic, financial, and operational challenges. As an oncology care provider, you need an experienced partner who understands those challenges and your strengths, needs, and resources to help you achieve your aspiration of high-quality, financially sustainable, and comprehensive care.

For more than 40 years, PYA has established a national reputation for excellence as a professional services firm with specialized expertise in healthcare consulting. We have hands-on knowledge in oncology services across the cancer care continuum and for a wide spectrum of provider types including community hospitals and health systems, NCI-designated cancer centers, physician practices, and for-profit ventures. Our team has a depth of experience in radiation oncology, medical oncology, surgery, imaging, pathology, radiology, clinical research, and supportive care services.

As your partner, we work collaboratively to help you balance the aspirational and the achievable.

## PYA. WE PROVIDE THE BALANCE.

“ I have had the privilege of collaborating with professional team members at PYA for nearly 15 years on hospital and private practice mergers, acquisitions, and joint ventures. The depth and breadth of knowledge, experience, expertise, and relational capabilities were critically important to achieving success in new oncology partnerships that contributed to the transformational growth of The University of Kansas Cancer Center.

-Jeff Wright,  
Former Senior Vice President of  
The University of Kansas Cancer Center



## TRANSACTION ADVISORY SERVICES

- Due Diligence
- Quality of Earnings
- Mergers & Acquisitions



## 340B & PHARMACY COMPLIANCE

- Mock “HRSA Audit Readiness” Reviews
- Corrective Action Plan (CAP) Response Implementation
- Periodic Compliance Testing
- Pharmacy Benefit Management (PBM) Audits
- Post-Audit Defense Support





## STRATEGY & IMPLEMENTATION

- Strategic Planning
- Market and Organizational Assessments
- Implementation Planning and Support
- Provider Needs Assessments
- Network Strategy and Development
- Value-Based Care Readiness Assessments



## VALUATION SERVICES

- Business Valuation
- Brand Valuation
- Real Estate Valuation
- Compensation Valuation
- Compensation Planning and Design



## PERFORMANCE TRANSFORMATION

- Business and Clinical Operations Assessment and Analyses
- Performance Improvement
- Quality Scorecard Development and Tracking
- Care Pathway Development and Implementation Planning
- Policy and Procedure Development and Implementation
- Revenue Cycle and Reimbursement Assessments
- Coding and Medical Necessity Reviews



## CLINICAL RESEARCH ADMINISTRATION OFFICE (CRAO)

- Financial Activation and Maintenance
- Regulatory Activation and Maintenance
- Clinical Trials Accounts Receivable



## REAL ESTATE & FACILITY DEVELOPMENT

- Facility Planning and Feasibility
- Capital Strategies
- Real Estate Development Support
- Construction Program Management
- Portfolio and Property Management



**Tynan Kugler**  
Principal,  
Compensation Valuation  
Planning & Design



**Marcy Cent**  
Senior Manager,  
Strategic & Transaction  
Solutions



**Matt Warren**  
Principal,  
Transaction Advisory



**Sarah Bowman**  
Principal,  
Revenue & Compliance  
Advisory



**Lee Ann Odom**  
Principal,  
Performance Transformation



**Katie Crosswell**  
Manager,  
Revenue & Compliance  
Advisory, CRAO



**Valerie Rock**  
Principal,  
Revenue Integrity



**Deborah Biggs**  
Principal, Director,  
Academic Medicine  
Consulting Services, CRAO



**Joe Krumdieck**  
Realty Trust Group -  
Executive  
Vice President

# Help is our culture. Relationships are our passion.



In our hearts, we are a service organization—service to our clients, to our industries, to our communities, and to each other. Based on decades of our stories, these core values are what set us apart. They come from within—reflections of our people and our commitment to helping however we can.



## The PYA Way

We Are Radically **Responsive**.

We Strive for **Excellence** (Not Perfection).

We Are **Compassionate**.

We Are Lifelong **Learners** and **Teachers**.

**Integrity** Is Non-Negotiable.

We Are **Authentic**.

We Are **Honest**.

