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## FAQs

### Partnership and Benefits

- *What will the relationship between OHSU and Pacific Oncology be?*

OHSU is partnering with Pacific Oncology. The partnership will be accomplished by OHSU's purchase of Pacific Oncology assets. Pacific Oncology clinicians and staff have an excellent reputation for high-quality patient care; the OHSU Cancer Institute team looks forward to building on that reputation by working with them in the communities they serve.

- *What are the benefits of this partnership for OHSU, Pacific Oncology, and patients?*

Pacific Oncology clinicians will become participating members of the OHSU Cancer Institute, which will give them access extensive resources, services, and more than 200 OHSU oncology clinical trials. The expanded patient base for these critical studies will allow the OHSU Cancer Institute to more rapidly accumulate data, speeding the development of potentially lifesaving treatments. Both organizations are excited about the opportunity to have additional expert clinicians join the cancer institute's prolific team of approximately 120 clinical researchers, basic scientists, and population scientists, working together to translate scientific discoveries into higher quality of life and extended years for Oregon's cancer patients.

- *How does this partnership fit into OHSU's and Pacific Oncology's strategic plans?*

A consistent theme of OHSU's Vision 2020 strategic plan is collaboration, as well as expanding OHSU's clinical mission. Part of Pacific Oncology's strategic plan is to pursue alliances that enhance patient access to leading-edge clinical trials. This partnership accomplishes the goals of both organizations-expanding OHSU's clinical mission and giving Pacific Oncology patients enhanced access to clinical trials-through a unique collaboration that leverages the strengths of both.

### **Logistics**

- *How did this partnership come about?*

OHSU and Pacific Oncology leadership first met in fall 2007. They quickly identified a shared mission-to bring the most advanced cancer care and research to more Oregonians - which neither could accomplish alone. They agreed to combine their respective strengths to bring leading-edge prevention and treatment options to patients where they live.

- *When will the partnership be completed?*

Transition teams have already begun working and expect to be ready for the initial phase of partnership when the agreement is finalized by both organizations in the fall of 2008. Subsequent phases of integration will occur over the next 12-18 months.

- *Where are Pacific Oncology practices located? Will they remain open?*

Pacific Oncology practices are located in Beaverton, Portland, Milwaukie, Gresham, Tualatin and Newberg. Prior to reaching an agreement with OHSU, Pacific Oncology made plans to close its Milwaukie location and serve those patients at other sites. Part of the benefit of this partnership is the ability to care for patients in the communities where they live, so the intent is to keep practices open in a wide variety of locations.

- *How will Pacific Oncology be branded? Will it retain its name?*

The Pacific Oncology logo and building signage will remain the same during the initial transition. The organizations will collaborate to develop a more unified look over time.

### **Financials**

- *What is the cost of this purchase? Where is OHSU getting the money?*

The total price will vary based on the physical inventory taken as of the effective date of the purchase agreement, and is anticipated to be between \$5.5 and \$7 million. While OHSU will make a significant initial cash outlay in addition to assuming a long-term equipment lease, future revenues will cover the cost of the agreement.

### **Trends**

- *Is this a new approach? Is OHSU partnering with the community in other ways?*

OHSU has a long a history of partnering with organizations to ensure that Oregonians have access to high-quality, affordable health care close to home. For example, OHSU is partnering with Tuality Healthcare to bring comprehensive cancer treatment services to western Washington County, and with the Portland Veterans Affairs Medical Center to provide a number of health care services, including liver transplantation.

### **Human Resources**

- *How many employees work for Pacific Oncology? Will there be layoffs?*

There are approximately 160 Pacific Oncology employees plus 9 physicians and four nurse practitioners. There will be no changes to Pacific Oncology organization or job structures when the partnership is finalized, and no layoffs are anticipated. Since both organizations are committed to excellence in quality, safety, and efficiency, the manner in which care is delivered will be continually reviewed. Changes resulting from this review process will be mutually developed and implemented.