

Rheumatology practice support **made for you**

We listen to your needs to provide the right clinical, financial and operational solutions — so you can run your practice smoothly, profitably and independently.





Your rheumatology practice faces **ever-increasing complexity**

We understand that running your independent rheumatology practice can be challenging. Every practice has unique goals to meet, and you must juggle day-to-day logistics, manage inventory amidst prior authorization and reimbursement changes and oversee employees, all while staying up-to-date with clinical developments to provide the best care for your patients. To do this effectively and profitably, it's crucial to have a partner who invests in your relationship.

Navigating industry dynamics



About 25% of American adults have been diagnosed with arthritis¹



Increasing patient volumes and decreasing numbers of rheumatologists²



A robust pipeline of new therapies, including biosimilars



Changing reimbursement landscape



Reliance on data and analytics

How we **support you**

At Cardinal Health, we provide total practice management support, tailored to you. We start by listening — so we can empower you with the right clinical, financial and operational solutions to meet your practice's goals.

When you work with Cardinal Health, you can expect engaged representatives who take the time to understand your practice, no matter its size. We make pricing transparent, so you can select the right products to maximize patient outcomes and value for your practice. We ensure you're always informed, whether it's a supply chain challenge, a reimbursement change or the latest data on a breakthrough treatment. We make information and insights relevant, easy to understand and actionable.

Ultimately, we want to help you run your practice smoothly, profitably and independently.



“We value the relationship, and I can't say enough as a small, private, independent practice wanting to remain that way as long as possible. We don't feel like a small fish in a big sea. We feel like we are just as big as anyone else.”

Jennifer Vogel,
Practice Administrator,
Emkey Arthritis & Osteoporosis Clinic

Your partnership benefits



CLEAR INFORMATION

Pricing and industry insights are easy to find and understand so you can stay on top of the information you need to run your practice.



ALL THE SOLUTIONS YOU NEED — TAILORED TO YOU

You'll have access to a wide range of clinical, practice management and technology solutions adapted to your organization's needs.



PRACTICE OPERATIONS EXPERTISE

Receive the support you need to run your business more efficiently and effectively so you can focus on caring for your patients.



SUPPORTIVE RELATIONSHIPS

We take time to understand what you and your practice needs, so we can help you achieve your goals.



Our wide range of solutions is tailored to your needs

Explore how we support rheumatology practices of any size:



Maximize GPO contracts to power financial performance

We build a total financial picture of your practice with the data, GPO contracts and insights you need to stay independent and drive strong, sustainable business results.



Strengthen revenue cycle management

We help increase your practice's cash flow and maximize reimbursements with the business tools, payer contacting support and consulting services that give you the confidence knowing you're operating at the top of your ability.



Streamline practice operations

We simplify your operations and provide tools and services that help take work off your plate so that your practice runs smoothly and efficiently.



Access products and industry information

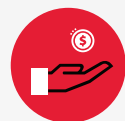
We make product and industry information easier to find and understand to help you stay in the know and make the best decisions for your practice and patients. Access the medications and supplies your practice needs and optimize your purchasing power with competitive contracts and manufacturer discounts and rebates on an extensive portfolio of rheumatology medications and biosimilars.

A holistic suite of solutions designed for rheumatology practices



GPO contracts and industry expertise:

As one of the largest rheumatology-focused GPOs, Cornerstone Rheumatology™ GPO helps members optimize their purchasing power by providing access to a broad range of competitive contracts and manufacturer discounts and rebates on medications.



Revenue cycle management:

- **Analytic insights:** Gain actionable insights with robust data from Advanced Practice Analytics, enabling you to monitor drug utilization, claim payments, denials and reimbursement.
- **Payer contracting expertise:** In collaboration with PayrHealth, our team of experts manage every step of the payer contracting process for you — helping you maximize reimbursements, strengthen your revenue cycle and improve overall financial performance.
- **Prior authorization services:** Simplify prior authorization with a single cloud-based portal, delivered in collaboration with eBlu Solutions, that automates the medical benefits investigation and prior authorization process for you.
- **Revenue cycle consulting:** Our revenue cycle experts work with you closely to optimize your revenue cycle by identifying and closing gaps in performance with solutions personalized for your practice.



Contract performance and rebates:

View your GPO contract summaries and performance in real time with GPO Contract Dashboard, an easy-to-use online tool with on-demand reporting.



Inventory solutions: Empower your practice to run more efficiently with Inventory Management Solutions, a cloud-based inventory tool designed to help you reduce waste, eliminate guesswork and save time.



Practice consulting: Our Practice Consultants work alongside you to help elevate your performance, with a focus on optimizing the practice, the pharmacy and the formulary.



Networking and educational forums: Engage with your peers and gain perspectives on practice management, healthcare policy and emerging trends in rheumatology care.



Biosimilar resources: With broad access and a deep understanding of the considerations for biosimilar utilization, Cardinal Health is positioned to be your trusted healthcare advisor and partner.



Reliable nationwide distribution: As one of the nation's largest specialty healthcare distributors, Cardinal Health provides on-time and accurate shipments to over 20,000 specialty physician practices and clinics across the United States. Experience easy online ordering and reliable delivery from Cardinal Health, your single source for pharmaceuticals and medical supplies.



“It is evident through my interactions and communication with all of your team members that your company truly cares about their customers. We especially appreciate Cardinal Health and Cornerstone Rheumatology™ GPO providing so many wonderful resources that are specific to rheumatology practices.”

Cindy Goodman, Practice Administrator, Arthritis & Rheumatology Clinic

BIOSIMILARS

PATIENT EDUCATION: 85% of participating rheumatologists said educating patients about biosimilars is important, and nearly all participants said they are at least somewhat comfortable discussing biosimilar options with patients.

To what extent do you agree with the following statement? Educating patients about biosimilars as safe and effective treatment options is important.

Strongly agree	Agree	Neither agree nor disagree	Disagree	Strongly disagree
35%	50%	13%	1%	1%

For which patients are you most likely to prescribe a biosimilar?

Existing patients for whom payers have mandated a biosimilar	Existing patients having vaccines on a reference product	I am not likely to prescribe a biosimilar for any patient at this time
67%	37%	8%
35%	11%	7%

How comfortable do you feel discussing biosimilar options with your patients?

Very comfortable	Somewhat comfortable	Somewhat uncomfortable	Very uncomfortable
53%	43%	4%	0%

64% of participants said that biosimilars will positively impact rheumatology care while only 15% disagree. The rest were neutral.

47% of rheumatologists surveyed said they are excited about the growing number of rheumatology biosimilars anticipated to come to market, while only 20% disagree. About one-third of respondents were neutral.

Rheumatology Next e-newsletter

Rheumatology Next
In this issue

- Practice survival guide for navigating supply disruptions and shortages
- Findings from January Rheumatology Summit
- Omnibus spending bill and its impact on healthcare
- SAPHNELO™ J-code change
- Sequestration effective April 1, 2022
- Voice of the Customer survey
- Congress of Clinical Rheumatology (CCR) East
- Save the date for the NORM 2022 conference

Practice survival guide for navigating supply disruptions and shortages

Join us tomorrow from 3:15-4 p.m. EST to learn best practices from our expert panel to prepare your community rheumatology practice to navigate any pharmaceutical supply disruption or shortage. Co-sponsored by the National Organization of Rheumatology Management (NORM). Can't make it? Register and we'll send you the webinar recording.

Register now (no cost)

Collaborating with Bendcare to empower rheumatologists to thrive, operate efficiently and **improve patient outcomes**

Cardinal Health and Bendcare are combining their expertise and best-in-class capabilities to create an integrated suite of clinical, practice management and distribution solutions to help support the success and financial health of rheumatology practices nationwide.

Cardinal Health customers have the option to join the American Arthritis & Rheumatology Association (AARA) powered by Bendcare, the largest supergroup of rheumatologists in the United States with over 300 providers across the country. Designed and led by physicians, AARA is reshaping rheumatology with a focus on improving the patient journey through improved access, advocacy, technology, training and education.

In collaboration with



Benefits of AARA membership:



Access to infusion management services to optimize and simplify the clinical patient experience



Top-rated education with in-person and digital formats to empower a new generation of healthcare professionals through scientific discovery and diversified revenue streams



Technology via a data repository that utilizes real-world data to drive course corrections and improve outcomes across the entire patient journey



Physician purchasing power and manufacturer rebates that leverage Cornerstone Rheumatology™ GPO membership volume to negotiate preferred pricing

To learn more, visit [bendcare.com](https://www.bendcare.com).

Resources to help **keep you in the know**

We're focused on supporting you so you can easily stay up-to-date on industry changes and feel empowered to make the best decisions for your practice. We know you're busy, so that's why we deliver the information you need in a way that will be most helpful to you.

Biosimilar education: We work with all healthcare stakeholders to provide comprehensive support navigating the evolving biosimilar landscape and build broader understanding of the role biosimilars can play in facilitating higher-quality, lower-cost care.

Rheumatology Insights report: Our annual research-based report is designed to help rheumatologists, practice leaders and manufacturers understand the trends and changes impacting rheumatology today.

Rheumatology Next e-newsletter: We make it easy to stay in the know with a bi-monthly e-newsletter that shares perspectives on practice management, healthcare policy and industry changes to help you optimize your practice and performance.

Member events and networking: Our invitation-only GPO membership meeting brings together practice administrators, physicians and other clinicians to learn the latest industry trends and provide opportunities to network with other members and pharmaceutical manufacturers.

GPO members-only resource center: Gain access to a valuable source for viewing contract summaries and performance in real time, analytic insights and other helpful resources.

Through our unique partnership with NORM Ventures, we've proudly supported the National Organization of Rheumatology Managers' (NORM) education and advocacy mission for rheumatology practices for ten years. Founded in 2005, NORM is a forum that promotes education, expertise and advocacy for rheumatology managers and their practices.



“Joining AARA powered by Bendcare has been a game changer for my private practice. I now belong to a larger community of like-minded physicians interested in delivering high-quality, evidence-based, patient-centered care.

This group has empowered me professionally to continuously engage with other physician leaders and business visionaries so I can stay up-to-date with the practice of rheumatology and with the rapidly changing environment of healthcare. It was one of the best career decisions I have ever made.”

Priya Reddy, MD
Riverview, Florida



Join the more than 1,300 rheumatology providers who trust Cardinal Health to help them run their practices smoothly, profitably and independently. Visit cardinalhealth.com/rheumatology to start the conversation.

References: 1. American College of Rheumatology. Statistics. <https://www.rheumatology.org/Learning-Center/Statistics>. Accessed December 8, 2022. 2. Borenstein, David MD. Hug Your Rheumatologist: The Shortage is Coming. The Arthritis Connection. <https://www.thearthritisconnection.com/rheumatoid-arthritis/hug-your-rheumatologist-the-shortage-is-coming>. Published September 2021. Accessed December 8, 2022.

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