



Autonomous Finance Realized

Welcome to the Delegation Era



Scaling Prophix Adoption

From a Few Users to Organization-Wide Impact



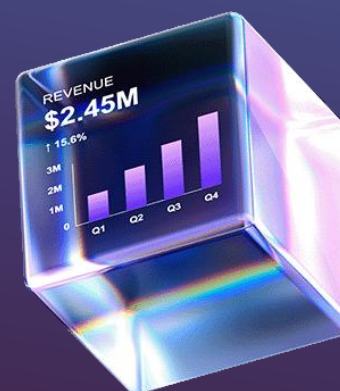
A little about myself

- Taylor Garrett
- Director of Finance at American Oncology Network
- Bachelors of Economics from Mercer University
- Started in Finance and Healthcare in 2015
- Implemented Prophix at two different companies
- Converted to FP&A Plus in 2026



Who is AON?

- Founded in 2018 to support independent oncology practices and expand access to community-based cancer care
- Established with a mission to preserve physician autonomy while providing operational and administrative support
- Began partnering with oncology practices across key U.S. markets shortly after launch
- Rapid early growth driven by physician partnerships and strategic acquisitions
- Today: 100+ providers across 20+ states, serving thousands of patients annually



Questions for you

Show of hands

Who here considers themselves a Prophix expert?

It's ok if you aren't!

Who thinks that they have maximized their use of Prophix tools?

It's ok if you don't!

Who thinks they could have a stronger adoption of Prophix in their company?

It's ok if you do!

Technology Problem?

What percent of enterprise software is not fully adopted?

30-50%

- 30–40% of SaaS licenses go unused (Certero)
- Approximately 50% of software usage is inactive (Nextthink)
- 53% of SaaS licenses unused (Productiv dataset)
- Only ~54% of licenses actively used (Redress Compliance)

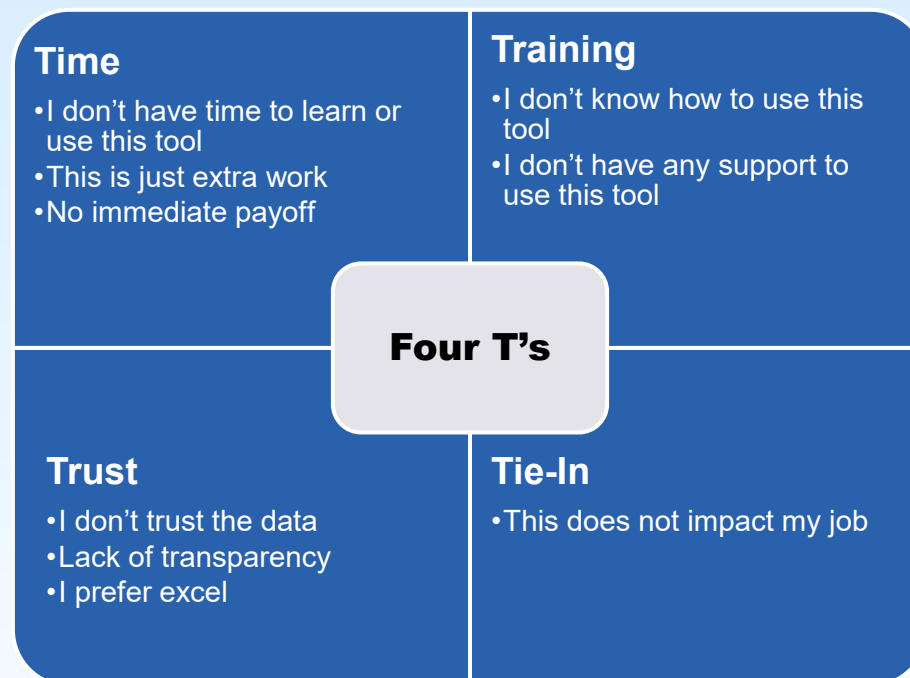
We don't have a technology problem

We have an adoption problem

What's the Tee?

What challenges have you had getting Prophix adopted across your company?

Why tools don't get adopted?



Our Prophix Journey

2020

Few Users (17)

Finance Driven

Low Visibility

No Automation

Now

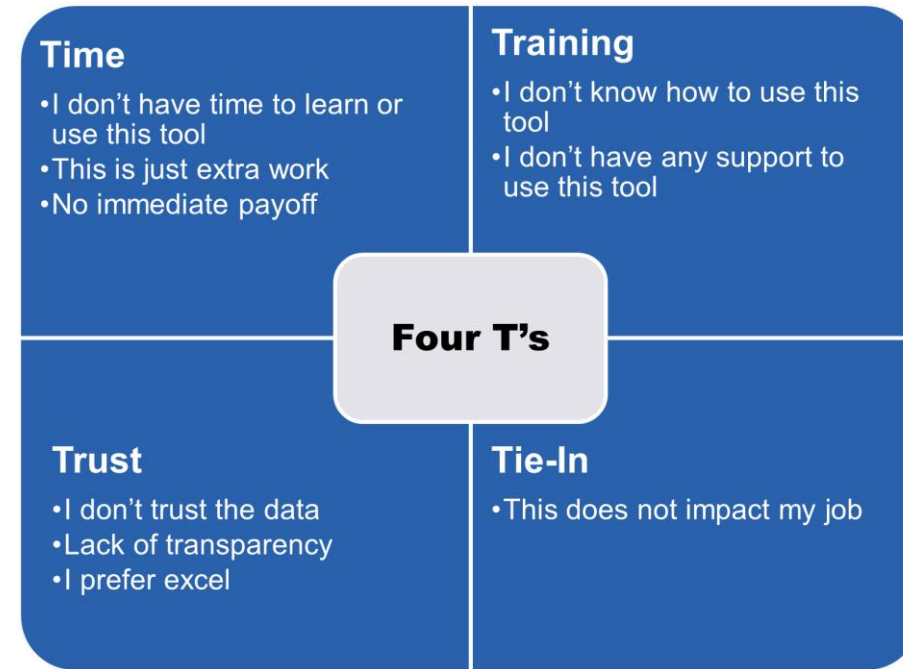
Dozens Active Users (61)

Multi Departmental

Senior Leadership Users

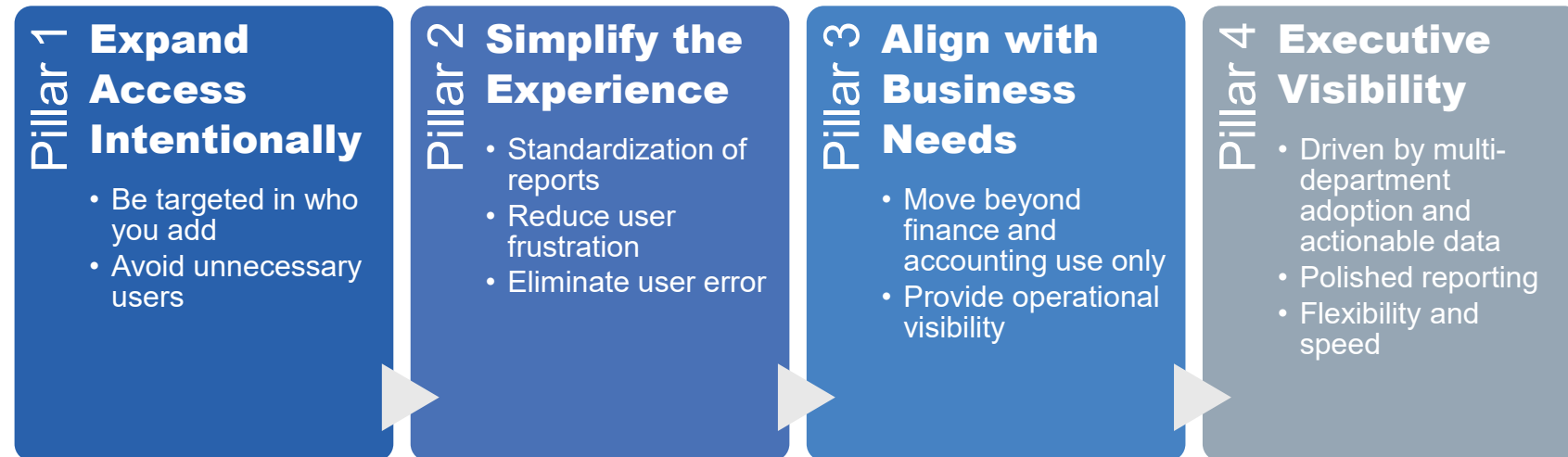
Multiple Automations

I'll even let you cheat



Overcoming Our "T"s

The 4 Pillars



4 Pillars in 1

AR1

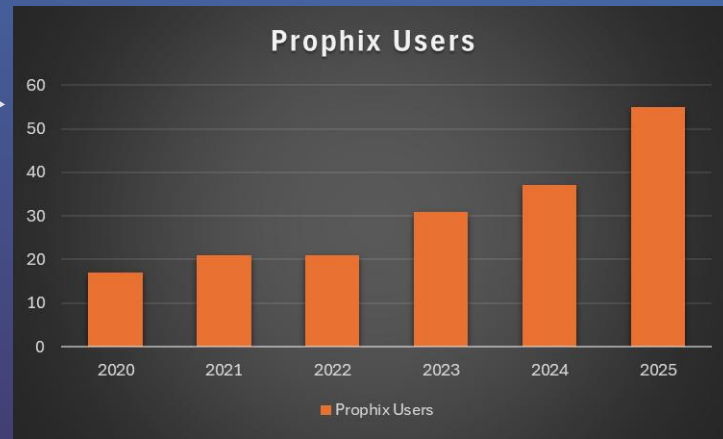
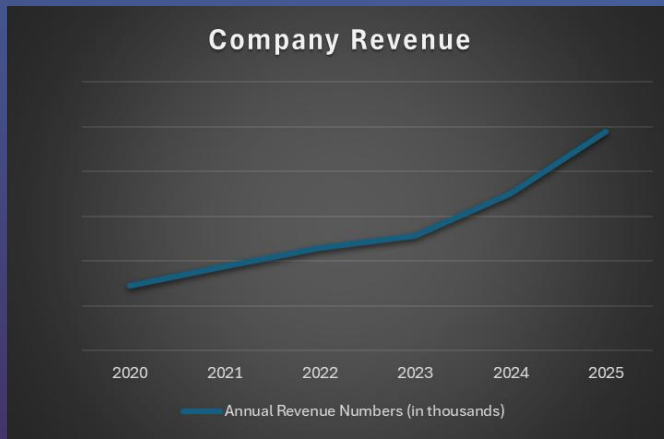
Reporting Month: Apr-26



| <u>Report Category</u> | <u>Report Name</u> | <u>Description</u> | <u>Time Frame</u> |
|------------------------------|-----------------------------|---|--|
| Financial Summary | Summary Format | Summary Income Statement (12-month view & comparison) | Trailing 12 months vs prior year |
| | Summary Format MoM | Summary Income Statement (single month comparison) | Current month vs same month prior year |
| | Cumulative Blue Line | Cumulative accrual balance | All-time balance |
| Profit & Loss | PL CY | Profit & Loss Statement | Current Calendar Year |
| | PL PY | Profit & Loss Statement | Prior Calendar Year |
| Operational Metrics | Volumes CY | Volume Metrics | Current Calendar Year |
| | Volumes PY | Volume Metrics | Prior Calendar Year |
| Expense Analysis | Opex CY | Operational Overhead Expenses | Current Calendar Year |
| | Opex PY | Operational Overhead Expenses | Prior Calendar Year |
| | All Other CY | Breakdown of Other Expense Lines | Current Calendar Year |
| | All Other PY | Breakdown of Other Expense Lines | Prior Calendar Year |
| Department Financials | PET CY | Radiology Income Statement | Current Calendar Year |
| | PET PY | Radiology Income Statement | Prior Calendar Year |
| | Research CY | Research Income Statement | Current Calendar Year |
| | Research PY | Research Income Statement | Prior Calendar Year |

May 5, 2026

What does adoption look like?



We were able to keep up with growth of the company without adding significant personnel cost.

Wait, there's one more "T"?



Talent







Thank you!



Scan the QR code and complete
the course evaluation to earn your
CPE credit

Taylor Garrett

taylor.garrett@aoncology.com