



Supplier Diversity at McKesson

McKesson is committed to expanding opportunities to businesses that can provide us with exceptional services at competitive value and cost.

Our Supplier Diversity Program works to open the doors of opportunity to qualified small and diverse suppliers to meet our business needs and enhance the economic value and fiscal health of our customers.

“McKesson’s commitment to supplier diversity is an integral part of our corporate culture. We recognize that fostering relationships with small, minority, women, and veteran-owned businesses drives innovation, deepens our understanding of our customers, fuels mutual growth, and improves the health of the communities we serve.”

*– John Hammergren, Chairman and CEO
McKesson Corporation*

McKesson Offers Opportunities in Healthcare

Supporting Small and Diverse Businesses



As a leader in America's healthcare system, McKesson recognizes and promotes the outstanding contributions made by small and diverse businesses to the economic health and diversity of communities throughout the United States of America. These

small businesses include disadvantaged, minority-owned, women-owned, veteran-owned, service disabled veteran-owned and HUBZone businesses, as well as Ability One non-profit agencies.

Since 1994, McKesson has maintained a mentoring program that provides support and guidance to its small and diverse business protégés. McKesson is pleased to announce that in January 2011, we were one of only 20 firms to be selected by the Department of Veterans Affairs to serve as a mentor to a service disabled veteran-owned small business.

Supporting our Small Business Partners

McKesson maintains memberships and/or actively supports:

- ▶ Industry Council for Small Business Development
- ▶ DoD Western Regional Council for Small Business Education and Advocacy
- ▶ Healthcare Supplier Diversity Alliance
- ▶ Northern California Minority Supplier Diversity Council
- ▶ California Disabled Veteran Business Enterprise Alliance
- ▶ VetBiz USA
- ▶ National Veteran-Owned Business Association (NaVOBA)

McKesson and Veterans

We take pride in our active duty and veteran employees and are honored to serve veteran organizations, including the Department of Veterans Affairs.

Veteran-owned small businesses represent some of our most trusted suppliers and partners. Currently, McKesson works with more than 125 veteran-owned small business suppliers. McKesson encourages veteran-owned small businesses to reach out to us and learn more about McKesson supplier opportunities. If you are interested in doing business with us, please complete our online supplier certification form.

McKesson representatives participate in various events, including procurement fairs, seminars and workshops for veteran business organizations, such as The United States Association of Veterans in Business (USAVETBIZ), the National Veteran-Owned Business Association (NaVOBA), and the Disabled Veterans Business/The California Alliance (DVBE).

Additionally, McKesson supports our veterans throughout the year in a number of ways including:

- ▶ Advertisements in veteran periodicals
- ▶ Veterans' Day acknowledgement and advertisements
- ▶ Participation, partnerships and board memberships with organizations
- ▶ McKesson-sponsored Veteran and Disabled Veteran-owned Business Supplier Diversity Forum
- ▶ Increased awareness through publications geared toward veteran-owned and service disabled veteran-owned small businesses
- ▶ McKesson Military Resource Group, a group for veteran employees

Learn more at www.mckesson.com/veterans.



The Suppliers We Seek

McKesson is dedicated to helping its customers deliver high-quality healthcare by reducing costs, streamlining processes and improving the quality and safety of patient care. We seek supplier partners that can add value to our business processes and help meet our customers' needs.

We value the same qualities in suppliers that our customers expect from McKesson: competitive pricing, excellent customer service, open communication, and e-commerce capability. We welcome inquiries from companies that have met the Small Business Administration's criteria in one of these categories:

- ▶ Small Business Enterprise
- ▶ Small Disadvantaged Businesses
- ▶ Woman-Owned Businesses
- ▶ Veteran-Owned Small Businesses*
- ▶ Service Disabled Veteran-Owned Small Businesses*
- ▶ HUBZone-Based Businesses
- ▶ Minority-Owned Businesses
- ▶ Ability One Businesses

* VA Verification Program certification mandatory

Supplier Certification

McKesson accepts self-certification and recognizes certification from the following organizations:

- ▶ **National Minority Supplier Development Council (NMSDC)**
www.nmsdc.org
- ▶ **Women's Business Enterprise National Council (WBENC)**
www.wbenc.org
- ▶ **U.S. Small Business Administration (SBA)**
www.sba.org
- ▶ **VA Verification Program**
www.VetBiz.gov



Doing Business with McKesson

Supplier Registration

Small and diverse businesses wanting their company added to McKesson's database of interested businesses should complete the online self-certification form found at www.mckesson.com/supplier_diversity. While not a promise or guarantee of sales, the database is used as a sourcing tool when McKesson buyers are seeking suppliers and products.

To view current and upcoming bid opportunities that are competitively bid or negotiated visit www.mckesson.com/supplier_diversity.

The Products and Services We Procure

In addition to pharmaceuticals, health and beauty care products, medical-surgical supplies, and information technology, McKesson looks to qualified companies for a wide variety of goods and services, including:

- ▶ Advertising
- ▶ Building and Construction
- ▶ Chemicals
- ▶ Computer Hardware and Peripherals
- ▶ Distribution Technology/Racking and Shelving
- ▶ Electrical Supplies
- ▶ Janitorial Services
- ▶ Laboratory Supplies and Instrumentation
- ▶ Printing Services
- ▶ Professional Services
- ▶ Promotional Products
- ▶ Safety Supplies
- ▶ Temporary Staffing
- ▶ Transportation/Delivery Services
- ▶ Warehouse Supplies
- ▶ Uniforms

Contact McKesson's Supplier Diversity Program

To contact our Supplier Diversity team, call **(415) 983-7170** or send your inquiry to **supplier.diversity@mckesson.com**.