



McKesson Health Solutions

Financial Outcomes

McKesson's successful, collaborative Medicaid partnerships are proven to result in significant cost savings. Here are four examples of positive financial outcomes realized through McKesson programs.

Improving Health. Increasing Savings.

Illinois *Your Healthcare Plus*TM

By helping Medicaid members better control chronic diseases, McKesson helped Illinois save **\$262 million in just one year** (July 2009 – June 2010). With more than \$4.4 billion of actual claims costs during the program's four years, *Your Healthcare Plus* generated a **total net savings of \$569 million** for the state of Illinois. Net savings for years one through four were:

Year	Net savings
One	\$34 million
Two	\$104 million
Three	\$169 million
Four	\$262 million

Pennsylvania *ACCESS Plus*

Through better self-management of chronic illnesses, Pennsylvania's high-cost, high-risk Medicaid beneficiaries not only improved their health, but also helped the state reduce related healthcare costs. The *ACCESS Plus* program, serving approximately 290,000 Medicaid beneficiaries across 42 rural Pennsylvania counties, generated net savings of **\$35.9 million in year two** alone (July 2006 – June 2007).

California *Care Enhance Disease Management Pilot Program*

California's Department of Health Care Services (DHCS) Medicaid Program (Medi-Cal) and McKesson implemented a pilot program in two of the state's largest, most diverse counties. Providing disease management services for six conditions and featuring a robust provider engagement strategy, the Care Enhance Disease Management Pilot resulted in **net savings of more than \$31 million; a net ROI of \$3.22:1** (validated by UCLA's Center for Health Policy Research).

Texas *Personal Care Manager*TM

For the past six years, McKesson has provided care management services to Texas Medicaid clients. During program years one through five, McKesson's services generated a total of **\$40.1 million in net savings** for the state. Following McKesson's original six-year HHSC contract, the state put the care management program out for re-bid in 2009; McKesson was once again awarded the contract.

About McKesson:

McKesson Corporation, currently ranked 15th on the FORTUNE 500, is a healthcare services and information technology company dedicated to making the business of healthcare run better. We partner with payers, hospitals, physician offices, pharmacies, pharmaceutical companies and others across the spectrum of care to build healthier organizations that deliver better care to patients in every setting. McKesson helps its customers improve their financial, operational, and clinical performance with solutions that include pharmaceutical and medical-surgical supply management, healthcare information technology, and business and clinical services. For more information, visit <http://www.mckesson.com>.

