

8 in a Row

McKesson's ERP Solution Suite Wins 2010 Best in KLAS for Financial/ERP

Providers expect the best. As a documentation of shared peer experience, KLAS ratings are the measuring stick by which thousands of hospitals evaluate vendor performance to help make the best buying decision. McKesson is pleased to announce that our clients have ranked us as the highest performing vendor in the KLAS Financial/ERP market segment since 2003. In 2010, we were also named the Category Leader in the Financial/ERP market segment for our Pathways Materials Management, Pathways Financial Management and Horizon Human Resource Management products.

KLAS methodology is renowned for its impartiality. So when hospitals evaluate information systems, they can trust the KLAS assessment — a statistically validated appraisal of real-world performance based on end-user data.

Seamless Integration

Our comprehensive enterprise resource planning (ERP) suite, offers seamless integration between key operational areas. Organizations gain a clear picture of their true clinical/financial performance and actual resource utilization, which helps them make sound decisions on process improvements. An extraordinary level of integration within the ERP suite improves efficiencies and enhances information flow for decreased training, system maintenance and administration costs. We also offer integration with other McKesson solutions, including point of use (POU), surgery, revenue cycle management and pharmaceutical distribution services.

Financial/ERP

The McKesson Financial/ERP suite, which includes three solutions – Pathways Materials Management™, Pathways Financial Management™ and Horizon Human Resource Management™ – is ranked #1 by KLAS as the leader in the Financial/ERP segment!

Financial/ERP

ERP "type" vendor products and components that provide some or all of general accounting, asset management, AP, materials management, payroll and HR.

Rank	Previous Rank	Vendor/Product	Overall Score	Rating % Change	Konfidence Level	Disclosure Level	Buy Again	Product Quality Rating
Current Products								
1	1	McKesson Pathways Financial/Materials/HR Mgr	75.8	-4%	✓✓✓	Limited	86%	7.0
2	3	Oracle PeopleSoft Enterprise	74.5	+4%	✓✓	Limited	96%	7.4
3	4	Lawson Healthcare Solutions Suite	71.0	+3%	✓✓✓	Limited	85%	7.0

Source: 2010 'Top 20 Best in KLAS Awards: Software & Professional Services,' www.KLASresearch.com. © 2010 KLAS Enterprises, LLC. *All rights reserved. Emphasis added.

For the 8th consecutive year, McKesson is proud to receive this Best in KLAS distinction for our ERP solutions. In the history of KLAS, McKesson is the only vendor that can claim this honor in the Financial/ERP category. Such industry-wide recognition is important to our mission of consistently offering the best products and support. Beyond this accomplishment is the fact our ERP customers remain extremely satisfied and loyal — which is the highest compliment of all.



Advantages of ERP Solutions from McKesson

Our ERP suite has rated Best in KLAS for the past eight years, outranking other vendors' solutions. The average overall score is comprised of scores for performance indicators such as *Worth the Money*, *Quality of Implementation*, *Implementation on Time*, *Avoids Nickel and Diming* and *Lives Up to Expectations*.

The McKesson solution offers the following advantages:

- Lower total cost of ownership
- Executive-level governance and commitment
- Evolving solutions, harnessing new technology
- Superior integration between products
- Seasoned, U.S.-based implementation, services and support staff
- Flexible options: multiple technical options and payment options

About Pathways Materials Management™

The Pathways Materials Management solution links an organization's entire supply chain into a single, integrated process. Pathways Materials Management provides healthcare organizations with accurate, up-to-the-minute operational information for single to multi-entity facilities. The results realized from using Pathways Materials Management include streamlined processes, automated ordering, reduced overall costs and increased productivity.

About Pathways Financial Management™

The Pathways Financial Management solution enables healthcare organizations to link the entire process, from financial reporting to requisitions, into a single, integrated operation. This sophisticated technology helps cut costs by providing access to accurate, up-to-the-minute information for proactive decision-making. Healthcare organizations will have detailed expense information, including integrated real-time budgeting. Users can drill-down to the purchase order line detail to streamline reconciliations, and the system has the ability to scan images, including Optical Character Recognition, for a paperless world.

About Horizon Human Resource Management™

The Horizon Human Resource Management solution is a modular, integrated human resource information system and payroll solution that supports an organization's business goals by automating human resource functions and fostering collaboration across departments. Horizon Human Resource Management can help expedite routine functions, centralize financial reporting tasks, administer employee benefits and improve self-service access for multiple users.

And there's more: A History of Industry "Firsts"

1980s

- Founding member of HL7
- First MMIS – ADAMM
- First handheld – Par Stock
- First OR system to manage OR supplies

1990s

- First point-of-use system
- First stockless and JIT system
- First healthcare-specific client/server supply chain and financial management applications
- Introduced advanced EDI

2000s

- First rebate management system
- First ERP system single item file for OR
- First ERP system with pharmaceutical integration
- First ERP system with integrated OCR components
- 550+ vendor transaction sets
- First bar-code style supply tracking

McKESSON

McKesson Provider Technologies
5995 Windward Parkway
Alpharetta, GA 30005
www.mckesson.com