

Physician Office Solutions



Leading the industry with
quality medical products,
innovative technology and
customer-driven services.



McKesson Medical-Surgical

With our comprehensive line of products and services, McKesson has long been recognized as the leading national distributor of medical-surgical supplies for physician offices. Customers not only benefit from the breadth of our product offerings, but can also leverage the depth of our experience and expertise to help you improve your overall business performance. We have constructed an experienced team to support our customers – true professionals who know your business almost as well as you do.

McKesson Medical-Surgical consults with practices to design strategies and tools that strive to reduce supply costs, streamline practice workflow and expand patient care services. McKesson also helps uncover business opportunities, such as laboratory solutions and other ancillary services, to offset the impact of declining reimbursement and rising costs.

We help manage the business of healthcare, so you can manage the healthcare of patients.

Quality Products for Quality Healthcare

McKesson Medical-Surgical is much more than a “supplier.” McKesson examines each product we provide and takes the time to understand the unique needs of each practice with whom we consult. We seek out new and innovative products as they come onto the market and help physician offices identify which ones meet their needs. Offering value, quality and choice, we take the best possible care of our customers, so they can take the best possible care of their patients.

We provide one-stop shopping with an impressive range of medical-surgical products and services. Practices benefit from the convenience of ordering all supplies from one place, receiving one invoice and remitting one payment.

McKesson Products:

Medical Supplies and Equipment

More than 150,000 national brand products, from bandages to exam tables.

Laboratory Solutions

From basic diagnostic testing and reagents to comprehensive lab equipment, McKesson’s solutions allow practices to provide convenient, valuable services to patients.

Pharmaceuticals and Vaccines

McKesson can meet your needs when administering in-office medications with our selection of:

- Injectables (such as antibiotics, pain medications and local anesthesia)
- IV solutions
- Vaccines (such as influenza, adult and childhood immunizations and tetanus)

McKesson Brand Products

Experience value without compromise when selecting from thousands of McKesson’s own line of high-quality medical-surgical products.

McKesson Corporation Facts

McKesson Corporation (NYSE:MCK) is a healthcare services and information technology company dedicated to helping its customers deliver high-quality healthcare by reducing costs, streamlining processes and improving the quality and safety of patient care. Since 1833, McKesson has grown to provide pharmaceutical and medical-surgical supply management across the spectrum of care; healthcare information technology for hospitals, physicians, homecare and payors; hospital and retail pharmacy automation; and services for manufacturers and payors designed to improve outcomes for patients. For more information, visit us at www.mckesson.com.



“Empowering Healthcare” defines everything we do at McKesson Medical-Surgical. In addition to meeting all your product needs, we are committed to providing service, technology and expertise to help improve the performance of your practice.

In short, we help manage the business of healthcare, so you can manage the healthcare of patients.



Technology to Improve Practice Performance

A leader in healthcare technology solutions, McKesson provides user-friendly tools to help streamline practice administration and business operations, as well as manage supplies more effectively.

McKesson Inventory Solutions:

McKesson SupplyManagerSM

McKesson's Web-based order management system allows customers to place orders via the Internet, search McKesson's online catalog, access real-time pricing, view order status and run reports to analyze purchasing trends.

McKesson ScanManagerSM

Customers can improve efficiency by using our portable ordering and inventory control system, which includes handheld personal digital assistants (PDAs) equipped with integrated barcode scanners to scan desired items and upload orders to SupplyManager.

- Provides summary reports by G/L accounting codes for SupplyManager orders
- Provides a physical inventory solution

McKesson Laboratory Solutions:

Laboratory Information Systems (LIS)

This technology solution consolidates patient information, as well as individual patient data from instruments and manual tests, into one easily accessible platform for efficient and accurate reporting.

McKesson Information Systems

McKesson Medical-Surgical works with our sister company, McKesson Provider Technologies (MPT), to offer cost-effective tools that help reduce the cost and variability of care, improve healthcare efficiency and better manage revenue streams and resources.

McKesson Clinical and Financial Solutions: EMR

Gives physicians the ability to access real-time patient information and consolidate it in an electronic database.

Practice Management

Assists practices with administrative and financial management.

Claims Processing

With access to more than 1,350 payors nationwide, practices accelerate their revenue cycle by submitting claims electronically.

ePrescribing

Allows the coordination of drug therapies with medical knowledge databases and payor formularies to help ensure medication safety and cost-effective, timely prescribing.

Picture Archiving and Communication System (PACS)

Enables practices to acquire, distribute and archive medical images and diagnostic reports across their enterprise.

Services that Cater to Our Customers

Throughout our more than 170-year history, our customers' needs have driven our business. With our consultative approach, we are committed to helping customers enhance practice efficiency.

Dedicated, Experienced Account Managers

Through an innovative, customer-focused approach, our Account Managers offer physician offices a variety of services. McKesson Account Managers are committed to delivering high-quality products and services designed to add value to your practice.



What to expect from McKesson Account Managers

- Prompt response to questions
- Solutions to challenges
- Consistent calls evaluating practice inventory levels
- Standardization of products
- Business reviews highlighting opportunities to help you enhance efficiency and profitability
- Recommendations for expanding ancillary services with equipment and products
- Laboratory needs analysis

Flexible Delivery Schedules

With 12 primary care distribution centers strategically located to provide optimal service to physician office customers, McKesson offers fast, reliable delivery solutions. Our regular delivery schedules mean customers are able to requisition and receive products when they need them, staying within their supply budget while keeping vital supplies in stock.

Customer Programs

At McKesson, we value our customers, and we demonstrate our commitment to you through programs that include the following.

Continuing Education

Continuing education opportunities from McKesson and our preferred manufacturers on a range of topics, including OSHA training, sharps guidelines, practice management, and many more.

Customer Rewards

Qualifying customers earn rebates on select purchases from a list of key suppliers and gain access to exclusive educational tools and regulatory clinical resources at discounted prices.

Financing Services

Access to a variety of flexible leasing terms and end-of-lease options to meet your financing needs.

Customer Service Team

McKesson's knowledgeable Customer Service team provides practices with timely answers on an extensive list of topics. During a comprehensive training program, Customer Service Representatives gain an understanding of medical terminology, become experts at our product and service offerings and familiarize themselves with the physician office market. Our qualified Customer Service Representatives work closely with McKesson Account Managers to respond to any needs physician offices may have.



MCKESSON

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8741 Landmark Road
Richmond, VA 23228

www.mckesson.com

804.264.7900