

Ambulatory Surgery Center Solutions



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



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, ambulatory surgery centers, home care 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.

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 surgery centers. 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've 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 surgery centers to design strategies and tools that strive to reduce supply costs, streamline workflow and expand patient care services. McKesson also helps uncover business opportunities to offset the impact of changes in 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 evaluates each product we provide and takes the time to understand the unique needs of each surgery center with whom we consult. We seek out new and innovative products as they come onto the market and help our clients identify which ones meet their needs. Offering value, quality and choice, McKesson Medical-Surgical delivers the solutions that enable our customers to direct their focus to patient care.

We provide one-stop shopping with an impressive range of medical-surgical products and services. Surgery centers 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 surgical gowns to patient monitors.
- **Pharmaceuticals** – McKesson can meet your needs when administering medications with our selection of:
 - Anesthesia
 - IV solutions
 - Controlled substances
 - And more
- **McKesson Brand Products** – Experience value without compromise when selecting from thousands of McKesson's own line of high-quality medical-surgical products.

Technology to Improve Surgery Center Performance

A leader in healthcare technology solutions, McKesson provides user-friendly tools to help streamline 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 our 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

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 efficiency.

Flexible and Rigid Scope Repair

McKesson provides quick turnaround on a wide range of scope repairs. For flexible and rigid endoscopes, our personalized service is a cost effective alternative to OEMs.

Single Use Device (SUD) Reprocessing

McKesson Medical-Surgical can turn thousands of dollars of waste into thousands of dollars of savings through single use device reprocessing.

Dedicated, Experienced Account Managers

Through an innovative, customer-focused approach, our account managers offer surgery centers a variety of services. McKesson account managers are committed to delivering high-quality products and services designed to add value to your organization.

What to expect from McKesson account managers:

- Prompt response to questions
- Solutions to challenges
- Consistent calls evaluating surgery center 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

Other offerings include:

- Revenue cycle management
- Prescription drug cabinetry
- Clinical decision support

Flexible Delivery Schedules

With 12 distribution centers strategically located to provide optimal service to surgery centers, 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:

- Continuing Education – Continuing education opportunities from McKesson and our preferred manufacturers on a range of topics, including fire safety in the OR, glove barrier protection, understanding latex allergies, and 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 surgery centers with timely answers on an extensive list of topics. During a comprehensive training program, representatives gain an understanding of medical terminology, become experts at our product and service offerings and familiarize themselves with the surgery center market. Our qualified customer service representatives work closely with McKesson's account managers to respond to any needs surgery centers may have.



“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 surgery center.

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





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