

Long Term Care 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, 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.

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 long term care facilities. Customers not only benefit from the breadth of our product offerings, but can also leverage the depth of our experience and expertise to help improve 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 long term care facilities on strategies and tools that strive to reduce supply costs, streamline workflow and expand resident care services. Focusing on supply chain performance, McKesson offers services and supporting technologies that can help you lower supply costs and operational expense, while improving your cash flow.

We manage the business of healthcare, so you can manage the healthcare of residents.

Quality Products for Quality Healthcare

McKesson Medical-Surgical is much more than a "supplier." We have earned our superior reputation by examining each product we provide and taking the time to consult with our customers to understand the unique needs of each long term care facility. We seek out new and innovative products as they come onto the market and help facilities 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 residents.

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

McKesson Product Offerings:

- **Medical Supplies –**
Collaborating with more than 2,000 suppliers, we provide customers with more than 150,000 national brand products, from bandages to hand sanitizer, incontinence supplies and advanced wound care products.
- **Medical Equipment –**
McKesson offers a full breadth of medical equipment to help you better manage your resident population, from bariatric beds and walkers to interiors, furniture, and much more.
- **Influenza and Other Vaccines –**
With McKesson's strong manufacturer relationships, we are one of the very few companies able to provide influenza, pneumonia and hepatitis B vaccines to the long term care market. We can also supply your business with TB testing supplies.
- **McKesson Brand Products –**
Experience value without compromise when selecting from thousands of McKesson's own line of high-quality medical-surgical products.



Technology for Supply Chain Solutions

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

McKesson Technology:

- **Supply Management Online (SMO)** – McKesson’s Web-based order management system allows customers to place orders online, search McKesson’s online catalog, access real-time pricing, view order status and run reports to analyze purchasing trends.
- **Budget Manager** – Integrated with SMO, this software application allows purchasing managers to set spending limits and identify budget issues.
- **eCOMETS™** – Customers can improve efficiency by using our inventory management, handheld Personal Digital Assistant (PDA), which is equipped with an integrated laser bar code scanner, to scan the desired item and upload their order through SMO.
- **ORBITS® PDA** – Track supplies from storage to bedside with McKesson’s advanced billing and tracking system.

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 you enhance administrative efficiency.

Dedicated, Experienced Account Managers

Through an innovative, customer-focused approach, our representatives offer long term care facilities a variety of services – proactively suggesting solutions to improve business efficiency. McKesson account managers understand the unique demands of the long term care environment and are committed to delivering high-quality products and services.

What to expect from McKesson account managers:

- Prompt response to questions
- Solutions to challenges
- Standardization of products
- Business reviews highlighting opportunities to help you enhance efficiency and profitability

Flexible Delivery Schedules

With distribution centers strategically located across the nation, McKesson offers fast, reliable delivery solutions. Flexible delivery options allow customers to order and receive products as needed, staying within their monthly supply budget while keeping vital supplies in stock.



Reimbursement Services

As one of the country's largest Medicare Part B billing companies, McKesson is an expert in processing claims. Our experience in managing Medicare reimbursements saves facilities valuable time and allows them to focus on their primary mission – taking the best possible care of residents.

Long term care facilities can benefit from McKesson's Medicare Part B expertise through full assignment or contract billing.

Customer Programs

At McKesson, we value our customers, and we demonstrate our commitment to you with the following programs:

- **VIPSM Gold** – Select customers join McKesson and our suppliers in a cost-savings program that rewards businesses that adopt preferred supply management standards.
- **Education Resource Guide** – Continuing education opportunities from McKesson and our preferred manufacturers.
- **Financing Services** – Access to a variety of flexible leasing terms and end-of-lease options to meet your financing needs.
- **LearningLink** – On-demand source for regulatory, clinical and facility management information.

Customer Service Team

McKesson's knowledgeable customer service team provides long term care facilities with timely answers on an extensive list of topics. During an extensive training program, representatives gain an understanding of medical terminology, become experts at our product and service offerings and familiarize themselves with the business concerns of long term care facilities. Our experienced customer service representatives work closely with McKesson's account managers to respond to any needs a long term facility may have.



MCKESSON

Empowering Healthcare

“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 facility.

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



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