

# Leading GPOs Rank McKesson #1



Three of the nation's leading group purchasing organizations (GPO) surveyed hundreds of their members regarding their pharmaceutical distributor's performance. And there was one clear leader: McKesson. Not only was McKesson ranked number one by each GPO's membership, but we improved on our own rankings from the previous year.

**With McKesson as your partner, you have the power to perform.**

You should expect your pharmaceutical distributor to have the right products on hand and deliver them to the right place, at the right time. But you should also expect your distribution partner to do much more. These independent survey results reflect our ability to fulfill these commitments.

At McKesson, we strive for distribution excellence. We employ best practices in our distribution centers driven by Six Sigma process improvement methodology. And, we are constantly working to improve our productivity, service, and accuracy to make sure we continue to exceed your expectations.

# #1

- #1 in customer service
- #1 in delivery
- #1 in operations
- #1 in reporting
- #1 overall**

## SURVEY RESULTS FROM THREE NATIONAL GPOS

<b>GPO "A"</b>	<ul style="list-style-type: none"> <li>- Rated highest national wholesaler in 4 of 5 categories</li> <li>- Top pharmaceutical distributor in 29 of 37 categories</li> </ul>
<b>GPO "B"</b>	<ul style="list-style-type: none"> <li>- Awarded highest grade in each of 5 classes</li> <li>- Only distributor to receive overall rating of "Excellent"</li> </ul>
<b>GPO "C"</b>	<ul style="list-style-type: none"> <li>- Year-over-year improvement in each category: deliveries, fill rate, credits/returns, representative, pricing, distribution center</li> <li>- 4.5/5.0 for overall service</li> <li>- 4.3/5.0 for overall communication</li> </ul>