McKesson is committed to expanding opportunities to businesses that can provide us with exceptional services at competitive value and cost. Our Supplier Diversity Program works to open the doors of opportunity to qualified small and diverse suppliers to meet McKesson’s business needs and enhance the economic value and business health of our customers.

Doing Business with McKesson

Supplier Registration
Small and diverse businesses wanting their company added to McKesson’s database of interested businesses should complete the online self-certification form found at www.mckesson.com/supplier_diversity. While not a promise or guarantee of sales or a contract, the database is used as a sourcing tool when McKesson buyers are seeking suppliers and products.

To view current and upcoming bid opportunities that are competitively bid or negotiated, visit www.mckesson.com/supplier_diversity.

The Products and Services We Procure
In addition to pharmaceuticals, health and beauty care products, medical-surgical supplies, and information technology, McKesson looks to qualified companies for a wide variety of goods and services, including:

- Freight
- Software
- Professional Services
- Warehouse Equipment
- Events, Meetings & Trade Shows
- Improvements
- Maintenance & Repairs
- Packaging Supplies
- Nutritional Supplements
- Hardware
- Printing Services
- Promotional Products
- Security Equipment & Services
- Temporary Staffing
- Warehouse Supplies
- Office Furniture

Contact McKesson’s Supplier Diversity Program
To contact our Supplier Diversity team, call (415) 983-7170

“McKesson’s commitment to supplier diversity is an integral part of our corporate culture. We recognize that fostering relationships with small, minority, women and veteran-owned businesses drives innovation, deepens our understanding of our customers, fuels mutual growth, and improves the health of the communities we serve.”

– John Hammergren, Chairman and CEO
McKesson Corporation
McKesson Offers Opportunities in Healthcare

Supporting Small and Diverse Businesses

As a leader in America’s healthcare system, McKesson recognizes and promotes the outstanding contributions made by small and diverse businesses to the economic health and diversity of the communities we serve. These small businesses include small disadvantaged, minority-owned, women-owned, veteran-owned, service disabled veteran-owned, HUBZone, and LGBT-owned businesses, as well as Ability One non-profit agencies. Additionally, since 1994, McKesson has maintained a mentoring program that provides support and guidance to its small and diverse protégés.

Our Small Business Partners

McKesson maintains memberships and/or actively supports:

- Astra Women’s Business Alliance (a Regional Partner Organization of the Women’s Business Enterprise National Council)
- Disabled Veteran Business Alliance (DVBA)
- DoD Western Council for Small Business Development Education and Advocacy (DoD WRC)
- Golden Gate Business Association (GGBA)
- Healthcare Supplier Diversity Alliance (HSDA)
- Health Care Industry Group (HCIG)
- National Veteran-Owned Business Association (NaVOBA)
- National Veterans Small Business Coalition (NVSBC)
- Western Regional Minority Supplier Development Council (WRMSDC)

McKesson and Veterans

We take pride in our active duty and veteran employees and are honored to serve veteran organizations, including the Department of Veterans Affairs.

Veteran-owned small businesses represent some of our most valued suppliers and partners. Currently, McKesson works with more than 349 veteran-owned small business suppliers. McKesson encourages veteran-owned small businesses to reach out to us and learn more about McKesson supplier opportunities. If you are interested in doing business with us, please complete our online supplier certification form.

McKesson representatives participate in various events, including procurement fairs, seminars and workshops for veteran business organizations, such as the Disabled Veteran Business Alliance (DVBA), the National Veterans Small Business Coalition (NVSBC), and the National Veteran Small Business Engagement (NVSBE).

Additionally, McKesson supports our veterans throughout the year in a number of ways, including:

- Veterans’ Day acknowledgement and advertisements
- Participation, partnerships and board memberships with organizations
- McKesson-Sponsored Veteran and Disabled Veteran-Owned Business Supplier Diversity Forum
- Participation in publications geared toward veteran-owned and service disabled veteran-owned small businesses
- McKesson Military Resource Group, a group for veteran employees

Learn more at www.mckesson.com/veterans

The Suppliers We Seek

McKesson is dedicated to helping its customers deliver high-quality healthcare by reducing costs, streamlining processes, and improving the quality and safety of patient care. We seek supplier partners that can add value to our business processes and help meet our customers’ needs.

We value the same qualities in suppliers that our customers expect from McKesson: competitive pricing, excellent customer service, open communication, and e-commerce capability. We welcome inquiries from companies that have met the Small Business Administration’s criteria in one of these categories:

- Small Business Enterprise
- Small Disadvantaged Businesses
- Women-Owned Businesses
- Veteran-Owned Small Businesses*
- Service Disabled Veteran-Owned Small Businesses*
- HUBZone-Based Businesses
- Minority-Owned Businesses
- Ability One Businesses
- LGBT-Owned Businesses

*VA Verification Program certification

Supplier Certification

McKesson accepts self-certification and recognizes certification from the following organizations:

- Western Regional Minority Supplier Development Council (WRMSDC) www.wrmsdc.org
- Women’s Business Enterprise National Council (WBENC) www.wbenc.org
- U.S. Small Business Administration (SBA) www.sba.gov
- VA Verification Program www.vetbiz.gov