

Comparator Drug Sourcing for Clinical Trials

McKesson can support Phase II to IV clinical trials of emerging drugs by delivering comparator drugs that meet your clinical-trial sourcing requirements. Our dedicated team of procurement specialists offers the global reach to secure commercial drugs directly from manufacturers, and the logistics capabilities to protect comparator drug quality and security during delivery to your distribution facility, study site, or contract research organization.

Comparator sourcing and expertise meet your specifications

The only major U.S. distributor that maintains a dedicated comparator drug sourcing team, McKesson draws on its relationships with pharmaceutical manufacturers worldwide to give your clinical-trial team access to virtually any commercially available drug, as well as confidential, strategic advice that can help avoid costly delays.

Sourcing all comparator drugs directly from their manufacturers, this team can help secure drugs that have constrained supply, and often has the flexibility to meet such specific requirements as lot numbers and expiry dates. The McKesson team will consult with your clinical trial managers to prepare a competitive bid that meets your objectives and helps mitigate the financial risks inherent to each sourcing assignment.

Industry-leading logistics capabilities

McKesson's sophisticated supply chain resources include cold-chain storage and shipping, and secure management of specialty and Schedule II–VI drugs. This enables us to maintain comparator drug quality from the manufacturer, and to expedite secure delivery to clinics, hospitals, retail pharmacies, or other locations, via 33 distribution centers nationwide.

The choice of major pharmaceutical manufacturers

McKesson's comparator drug sourcing group was established in 2007 as a partnership with a leading pharmaceutical manufacturer to support its clinical-trial needs. Since becoming a stand-alone McKesson business, the unit has worked with 18 other U.S. and multinational drug manufacturers of all sizes to deliver comparator drugs for clinical trials. The unit's growing revenues indicate its reputation for value-added service and the trust of its customers.



McKesson combines a dedicated global sourcing team with industry-leading logistics to provide safe and timely custom delivery of comparator drugs to support your clinical trials.

Precision Sourcing Helps Keep Your Clinical Trials on Schedule

- Global manufacturer relationships; access to supply-constrained drugs
- Specialized shipping capabilities; national distribution network
- Experience supplying domestic and international manufacturers' clinical trials

Strategic Solutions from McKesson

McKesson Manufacturer MarketingSM backs your brand with the unmatched resources of America's leading healthcare services company. We offer the flexibility and expertise to help you define and implement a customized strategy to increase brand performance by choosing from more than 25 programs.

Whether your goal is to build awareness with patients or pharmacists or to promote long-term adherence, McKesson Manufacturer Marketing lets you create a packaging, communication, and distribution strategy that is designed to maximize your opportunities and deliver measurable results.

Concentrate on Your Clinical Trial, Not Comparator Sourcing

To learn how McKesson's comparator drug sourcing team can help keep your trials on track and on schedule, please contact comparators@mckesson.com or call 800.452.6600.

To learn more about other McKesson Manufacturer Marketing programs, call **415.983.9133**.

**McKesson
Manufacturer Marketing**
One Post Street
San Francisco, CA 94104