

It starts with  
distribution,  
but your business  
demands so  
much more.



Improve your  
profitability.

Increase your  
efficiency.

Grow your  
business.

**With the right  
distribution partner  
at your side.**





Your business depends on getting the products you need, when you need them. But in order to stay competitive, the market demands that you innovate, streamline operations, reduce costs and provide unique solutions that your customers expect.



***That is why you need more than a distributor.*** You need a partner who understands your alternate site pharmacy business and is ready to offer support, with new solutions focused on your profitability, efficiency and growth. Whether you're looking to identify new sources of income, branch into home infusion or specialty, open a retail location, participate in 340B, streamline processes, or navigate the uncertainties that accompany regulatory and reimbursement challenges, we're here for you.

**McKesson Alternate Site Pharmacy<sup>SM</sup> is ready to partner with you to help your unique long-term care, home infusion or specialty business succeed.**

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## McKesson Alternate Site Pharmacy



“My favorite part of working with McKesson has been the **support and opportunities** that McKesson has given me to grow my business.”

Samit Banerjee, Senior Care Pharmacy

### **The products you need, with savings you want**

#### **McKesson OneStop Generics® Alternate Site Pharmacy**

Specifically designed for alternate site pharmacies, this comprehensive portfolio provides you with competitive pricing on over 3,500 of the most commonly ordered generic pharmaceuticals, including an extensive line of injectables.

#### **Plasma and Biologics**

McKesson Plasma and Biologics\* offers a wide selection of products, made available online through a streamlined ordering process that uniquely displays available IU sizes of factor products. And orders count toward your total drug volume tiers, delivering additional savings.

#### **Specialty Products**

Through McKesson Specialty Health's product line, you get access to exclusive and limited injectable and oral products to cover your patients' specialty-care needs.

#### **Medical/Surgical Supplies**

McKesson Medical-Surgical offers a home-delivery system for enterals, which can help you to reduce inventory and delivery costs, and provides an entire line of med supplies to develop your formulary.



## Innovative solutions that give you a competitive edge

### **Customized Packaging**

McKesson's unique relationship with Safecor Health provides fully integrated, third-party repackaging services at leading prices to help you cut costs and improve profitability, without compromising quality. SKY Packaging lets you provide barcode-ready, generic oral-solid medications in unit dose and punch-card packaging, while Parata® PASS (Patient Adherence Strip System) offers a smarter and simpler medication-management solution to help your pharmacy increase adherence, improve current senior care relationships and win new ones.

### **Six Sigma Consulting**

Through another customizable service offering, we can help you streamline your pharmacy operations to run a leaner business while delivering faster and more accurately to your customers. Our Six Sigma Certified consultants work with you to measure and redesign key pharmacy processes.

### **Revenue and Reimbursement Enhancement**

With RelayHealth® solutions, capture more prescriptions by providing patient co-pay assistance — at no cost to you — and automating the prior-authorization process. RelayHealth also helps to ensure claims are properly and quickly adjudicated with pre- and post-editing services designed specifically for the alternate site pharmacy, and captures lost dollars from transactions paid using outdated AWP.

## Distribution you can count on

### **Industry Excellence**

As a result of our unique distribution network, leading-edge technologies, and relentless focus on improving our process and infrastructure through Six Sigma methodologies, McKesson Alternate Site Pharmacy customers benefit from 99.96% order accuracy and 99.99% order quality rates — giving you the peace of mind that you'll receive the right product at the right time.

### **Online Procurement That Goes Beyond Ordering**

Save time and make smarter purchasing decisions with real-time pricing and inventory levels, order status tracking, customizable reporting tools and analysis. McKesson *Connect*<sup>SM</sup> reviews orders for contract and formulary compliance, and is your one-stop source for information on products, programs and services, with 24/7 support.

### **Inventory Management That Removes the Guesswork**

Optimize your purchasing behavior with our data-driven pharmacy-procurement program to achieve higher inventory turns and improve contract compliance.

## Increased focus and support

McKesson's Alternate Site Pharmacy team extends from your local account manager to regional advisors, from dedicated customer care representatives offering 24/7 access, to our generics specialists striving to maximize your savings. Together, we can help you resolve issues from ordering to process, and provide you with expertise to help you solve your business challenges.

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## McKesson Health Systems

### McKesson Corporation

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## Your business demands more

At McKesson, we believe in partnership. The kind of partnership that hinges on a unique distribution network to ensure that you're getting the right medications at the right time, but doesn't stop there. We work with you to identify ways to reduce your costs and enhance revenues, fill more scripts while helping you minimize errors, grow your business, and ultimately, better serve your customers. Yet we recognize that your business is unique, and not one solution fits all.

Whether you're focused on long-term care, home infusion or specialty, we're here for you and committed to helping your pharmacy succeed.

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*To learn more about how McKesson Alternate Site Pharmacy can tailor a solution to meet your needs, email us at [alternatesite@mckesson.com](mailto:alternatesite@mckesson.com).*