

MCKESSON*Empowering Healthcare*

Company Description

McKesson Medical-Surgical is the leading supplier to nursing homes and long term care facilities. We understand your business and can help you identify savings opportunities and streamline your operational activities.

With our comprehensive selection of products and services, we provide everything you need to manage your facilities, including national brand supplies and equipment, our own McKesson brand quality products at competitive prices, and a comprehensive line of equipment and diabetic and incontinence products.

In addition to extensive product choices, our innovative technology solutions meet the challenges facing your business. McKesson Medical-Surgical helps manage the business of healthcare through advanced supply chain models, technology and software, and by offering comprehensive solutions to healthcare providers across the country.

We have a 23% share in the market serving all sizes and types of long term care customers. Some of our largest customers include HCR ManorCare, Life Care Centers of America, Extendicare, Medical Facilities of America and Encore.

Geographic Area Served: U.S. Only

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **New QIS Solution Prepares Providers for Success:** We have launched a new QIS solution that contains both an in-depth application assessment tool as well as 33 training lessons to ensure that you are set up for success at survey time.
- **Technology to Decrease Expenses and Improve Efficiency:** Ask us about our technology solutions that will decrease your expenses and increase your operational efficiency – giving you more time to manage the healthcare of your residents.
- **McKesson offers a complete solution for the Part B reimbursement arena.**

Suggested Consultative Discussions

- **Learn how to Improve Quality and Reduce Costs:** McKesson's QIS and e-Learning Solutions are designed to meet the need for ongoing training, education and CE credits in long term care. Our offering allows you to design specific training programs for your employees as well as take advantage of the certified accredited programs offered.
- **McKesson can help you navigate through the ever-changing Medicare Part B arena.**



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