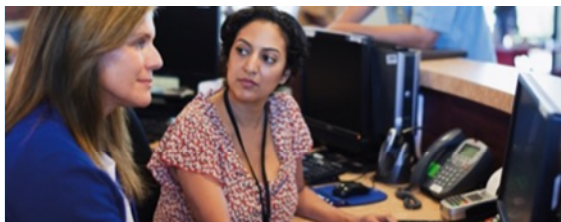
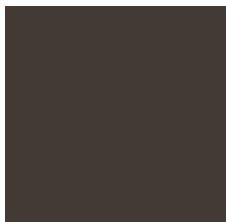


Manage the challenges of changing reimbursements



Provide quality care in the face of reduced reimbursements

With these customized solutions, your agency can continue to thrive – despite declining reimbursements:

- ▶ **Rules Management**
- ▶ **Patient Home Delivery**
- ▶ **McKesson Patient Care Solutions**



Rules Management for Home Health Agencies



Develop formulary, utilization and financial rules management with our help.

Benefits include:

- Help facilitate quality care
- Manage medical supply costs
- Monitor clinical compliance and outcomes
- Avoid overutilization of products
- Limit products purchased to approved formulary



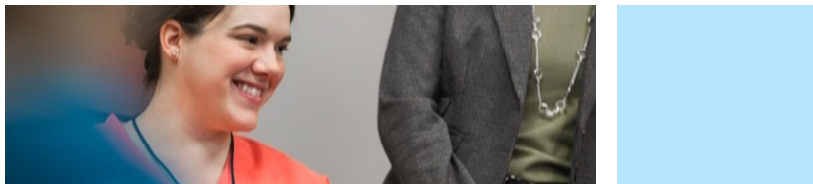
Patient Home Delivery



Quality patient home care includes having the right quantity of the right supplies, right on time. Ship patient orders directly to their home, your agency or even the clinician's home with our Patient Home Delivery.

Benefits include:

- Optimize nursing time and productivity
- Control product formulary and spend
- Reduce or eliminate in-house stock
- 1 – 2 day UPS ground delivery on most orders



**Get tools, training and education
you need to excel**



Quality home care begins with a well-trained clinical staff

Staff need specialized training to effectively take their skills on the road and into the home. Equip your staff to deliver quality home health care with these clinical resources and support:

- ▶ **McKesson Clinical Connection™**
- ▶ **Clinical Resource Team**
- ▶ **McKesson Readmissions Resource™**
- ▶ **McKesson WoundCare Companion™**
- ▶ **McKesson Respiratory Companion**
- ▶ **McKesson Webinars**
- ▶ **McKesson Academy™**
- ▶ **McKesson Academy™ Plus**
- ▶ **Relias Learning Management System**
- ▶ **UPrevent Infection Prevention Program**
- ▶ **Wound Care Education Institute (WCEI)**



Clinician Trunk Bin Program

A supply closet in your trunk to meet the product needs of patients.



Prepare your clinicians for any situation with a supply closet right in the trunk of their car. Trunk bins can be customized for different specialties, and bin contents can easily be replenished at the patient's bedside with a smartphone and mobile ordering platform.

Benefits include:

- Place orders for patients, right at their bedside
- Utilize rules management to maintain control at order entry
- Access SupplyManagerOnline (SMO) from any web-enabled phone
- Create trunk bin reorders

Helping You Deliver Better Care

At McKesson Medical-Surgical, our goal is to help you manage the challenges of running your facility in an ever-changing industry. Our **tools and resources** can help you achieve your goals of **growth and increased productivity** while enjoying the **highest level of patient care**.

How We Deliver Better Health

Keys to growing your Home Health Agency business include:



More Products, More Choice

Quality and selection with more national brands from a single source



Resources to Support Care

Expertise, support and clinical resources to help you manage and improve patient outcomes



Distribution You Can Count On

Reliable and flexible delivery options for your business needs



Solutions to Enhance Your Business

Tools, technology and support to help you manage costs and drive efficiencies

McKesson VIP RewardsSM



EARN

Customers earn **2 points for every dollar** spent on VIP Supplier products.

- Products are flagged with the VIP Rewards program logo on McKesson SupplyManagerSM
- Each point is worth \$0.01; Customers get \$0.02 for every VIP dollar spent, or 2%
- Customers can increase earnings based on purchase behavior and loyalty



REDEEM

Customers can **redeem points for either an account credit or a 3rd party service** from providers such as Relias, Pathway, VGM and WCEI.

- Points are redeemable on the VIP Rewards website
- There are no minimums for redemptions and Customers can use points and pay option for 3rd party services
- Redemptions are 1:1; there are no subsidies



ELIGIBILITY REQUIREMENTS

- Bill-to Accounts must be registered for the VIP Rewards program through McKesson SupplyManagerSM
- Customers must pay their invoices within their current terms
 - DDSO is reviewed monthly and program status is visible on the VIP Rewards website

Earned points are subject to meeting eligibility requirements in Terms and Conditions.

McKesson Medical-Surgical reserves the right to cancel or modify the terms, program offerings and benefits of the VIP RewardsSM program at any time.