

Home Health Agencies

Your goal is the best possible care and outcome for your patients.

Our goal is getting you there with our products and solutions.





Let us bring you more time to do what you do best: *care for your patients.*

At McKesson Medical-Surgical, we understand that better patient health and outcomes are your top priorities. That's why we offer solutions to help you manage your business and the challenges you face.

Our expansive payor relationships help you provide care for Medicare and Medicaid patients, as well as patients covered by other healthcare plans. With our trunk bins your clinicians are stocked with supplies they need on the go. Our custom ordering rules help reduce ordering time and control spending. McKesson Medical-Surgical is the ultimate provider for your home health and hospice business.



PRODUCT SOLUTIONS



DISTRIBUTION SOLUTIONS



BUSINESS MANAGEMENT SOLUTIONS



MCKESSON PATIENT CARE SOLUTIONS



PRODUCT SOLUTIONS

We bring you the right products at the right price.

NATIONAL BRAND

We understand the importance of patient brand preference. With more than 45,000 products, we deliver the quality your patients deserve — at prices you'll appreciate.

MCKESSON BRANDS

100% Satisfaction Guarantee

With our competitively priced advanced wound care, incontinence, diabetic and skin care products, you'll never have to compromise on care.

ADVANCED SKIN & WOUND CARE

Addressing wounds is a daily challenge within the home care setting. We combine the right balance of quality, savings and service to help you offer great care to your patients through our 3-part solution:

- Part 1: Clinical support and educational offerings**, including a toll-free clinical support line — 877.611.0081 — product selection guides, educational seminars, in-servicing and webinars.
- Part 2: Prevention** by maintaining skin integrity as the first step in addressing wounds with our THERA™ Advanced Skin Care product line.
- Part 3: Treatment** of a variety of wounds through our exclusive line of advanced wound care products.

CLINICAL SUPPORT

Our Clinical Resource Team is ready to help with questions you encounter every day.

Our Clinicians Provide:

- Training and education
- Clinical tools
- Clinical consultation and assistance with product selection
- Formulary development on topics and supplies
- Webinar series



"I have provided care at the bedside for over 20 years to patients with fragile and compromised skin in the home, hospice and acute care settings. As a Board-Certified Wound Ostomy Continence nurse, I am very proud to be in the position to represent and support the new line of THERA™ Advanced Skin Care products."

– MARY PETERSEN
RN, BSN, CWOCN

"My nurses who listened in were very impressed."

– WEBINAR ATTENDEE





DISTRIBUTION SOLUTIONS

We bring you integrated tools and a nationwide distribution network.

NATIONAL DISTRIBUTION NETWORK

Thanks to our strategic network of 13 distribution centers coast to coast, we can deliver products quickly and efficiently no matter where you or your patients are. With our network, you'll save on shipping costs and get your patients' orders fulfilled faster, so you can focus on care.

PATIENT HOME DELIVERY

We offer same-day shipping, with next-day delivery, on more than 45,000 products to over 90% of the country. Individual orders can be shipped directly to your patients' homes — reducing or eliminating in-house stock.

PATIENT SPECIFIC BULK

Save time and reduce costs with complete orders that are individually packed, sorted and labeled by patient. Clear labeling organized by clinician and patient makes it easy to streamline orders.

CLINICIAN TRUNK BIN

With a supply closet right in the trunk of their car, your clinicians are always prepared for last-minute patient needs and weekend admits. Customize and replenish bins easily using our online ordering system — even restock directly from a smartphone with McKesson MobileManagerHCSM.

"It's a good customer service for the patient... Customers don't have to wait wondering, 'Are they going to bring the supplies? Are the supplies going to be there that I need?' That peace of mind for them is just terrific."

**- PATTILOGAN,
VISITING NURSE
SERVICES**



HHSolutions.McKesson.com or call 888.822.8111



BUSINESS MANAGEMENT SOLUTIONS

We bring you integrated solutions that help you improve the business of care.

MCKESSON SUPPLYMANAGERSM

Our industry-leading web-based order management system automates processes and integrates with other McKesson Medical-Surgical solutions, helping you manage inventory and expenses efficiently.

MCKESSON DIRECTSM AND MCKESSON DIRECT PLUS

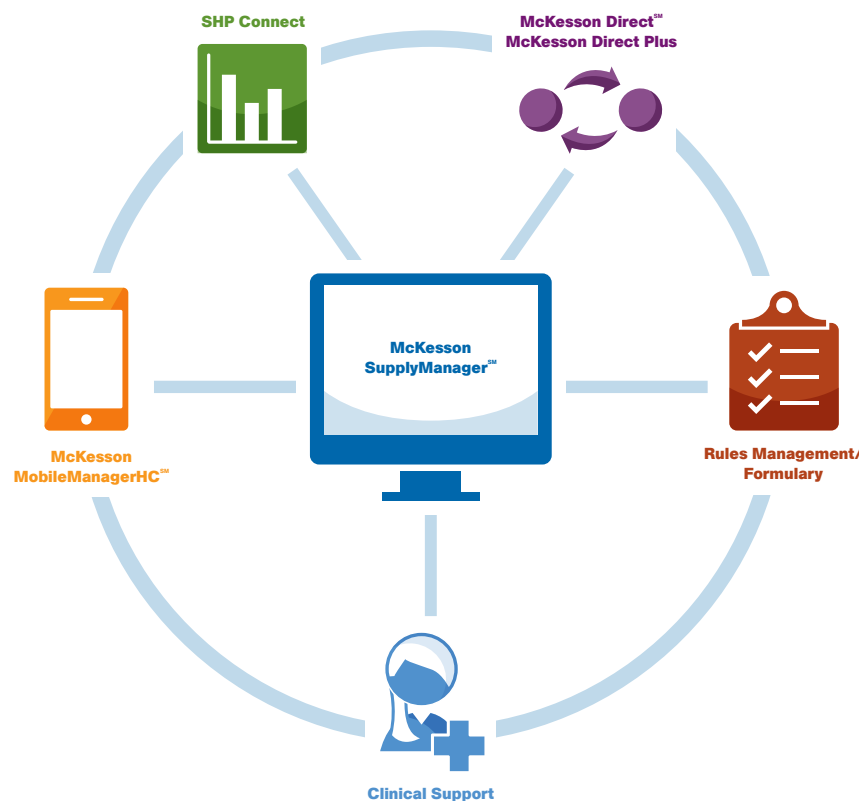
Sync your clinical and billing software with our online ordering platform, SupplyManager, and simultaneously update patient information in your system and ours. Utilize McKesson Direct Plus to efficiently submit orders for any payor type and have orders shipped directly to your patients' homes.

AUTOMATED RULES MANAGEMENT

Customized rules can help with formulary compliance, spending per patient and controlling costs. Set spending limits by location, caregiver or patient. Or create utilization rules to guide compliance with a patient's care plan.

MCKESSON MOBILEMANAGERHCSM

Traveling outside the office is what your clinicians do, and with McKesson MobileManagerHCSM your clinicians can access the power of our ordering system, SupplyManager, anywhere at any time using their smartphone. Your clinical staff will have the ability to look up patients quickly, view recently purchased items and place orders.



"[Our clinicians] have learned to become a little more sophisticated in understanding the cost of items....They were shocked at how much money they were spending because they never knew. Instead of letting a \$132 tube of medicine sit in a car when it is 110 degrees outside, they are more conscious of their stock."

– **CYD LEWIS,**
GOOD SHEPHERD
HEMOCARE & HOSPICE



CLINICAL SUPPORT

We offer clinical support resources, product expertise, in-services and webcasts to help train your staff. Our exclusive training software and online courses are designed specifically for home health agencies. The regulatory and education solutions we offer will provide you with the tools you need to help enhance the quality of patient care and reduce costs.

VIP GOLDSM

Our VIP GOLDSM program offers resources and rebates to help you manage your supply budget. Program participants have access to comprehensive educational resources from leading manufacturers. Earn valuable rebates on a wide range of products from a preferred formulary of national and private label brand products.

SHP CONNECT

By bridging our technology with SHP SmartSupplyTM you can track profitability by patient episode and retrieve real-time supply cost information. Compare clinical and financial performance with industry benchmarks with quick and easy reporting.

"...The benefits are so helpful that you wonder why you waited so long! It has definitely freed up time — at least three to four hours a day — and that's a big deal for me."

– **LINDSAY MURREN,**
RAMONA VNA
& HOSPICE

HHASolutions.McKesson.com or call 888.822.8111



MCKESSON PATIENT CARE SOLUTIONS

We bring Medicare, Medicaid and managed care solutions for patients.

With changing healthcare policies, handling managed care and private insurance orders can be challenging. McKesson Patient Care Solutions Inc., part of McKesson Medical-Surgical, works with hundreds of insurance payors, as well as Medicare and Medicaid, to accurately bill for reimbursable supplies. Our insurance ordering system allows you to continue using your existing EMR software to place reimbursable supply orders electronically. Let us be your single source for fulfilling patient orders through our network of providers.

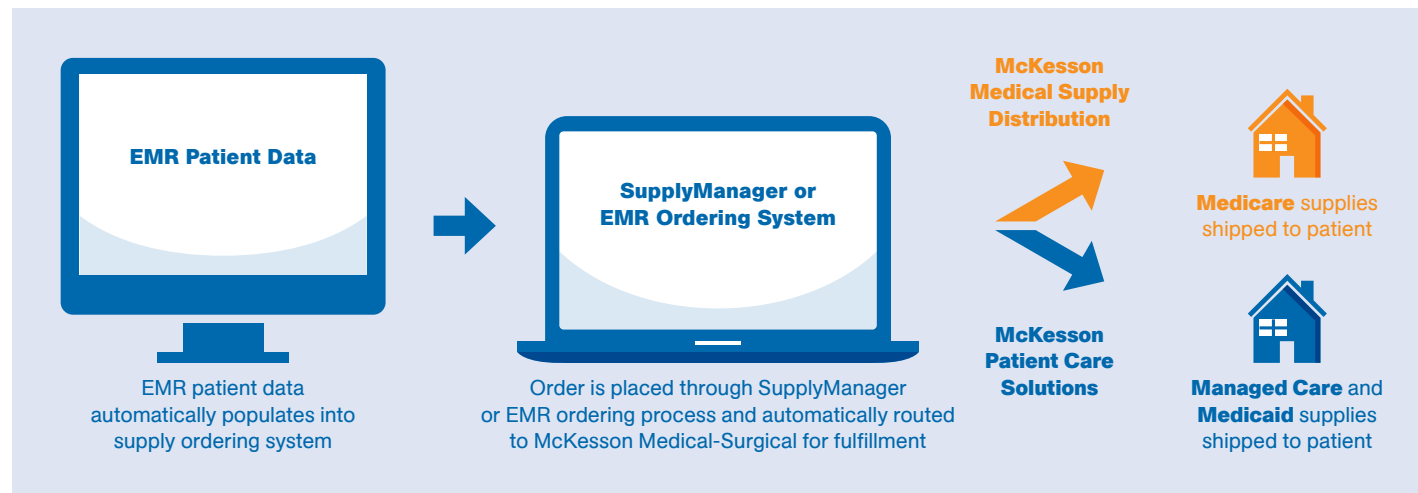
HERE'S HOW OUR EXPERIENCE HELPS SAVE TIME AND MONEY:

- We can help you avoid incurring unnecessary costs in the care of your patients.
- We are a post-discharge solution for your patients.
- We obtain the prescription and documentation to bill payers.
- Pricing is available to patients for non-covered items.
- Car stock is available to agencies to help them provide supplies to patients after business hours and for weekend admissions. Car stock may be replenished if permitted by the patient's insurance payer guidelines.¹
- Oversight capabilities such as order tracking and reporting are available to agencies.

"We're no longer having to use phone calls or fax solutions, email solutions, we don't have to complete any forms or provide any additional information other than what the automated system is asking for."

– SHARON BRADY,
PURCHASING MANAGER,
VISITING NURSE
HEALTH SYSTEMS

OUR ONLINE ORDERING PROCESS IS EASY



[HHASolutions.McKesson.com](https://www.HHASolutions.McKesson.com) or call 888.822.8111

¹Products will be provided based on patient's insurance payer guidelines.



**Call 888.822.8111 or visit
HHASolutions.McKesson.com
for more information.**

McKesson Medical-Surgical

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McKesson Medical-Surgical's parent, McKesson Corporation, is a healthcare services and information technology company dedicated to making the business of healthcare run better. McKesson serves not only its customers, but also its community. From volunteering in our community, to focusing on the environment and giving back to medical research, McKesson is bringing citizenship efforts to life every day. In FY2011, McKesson employees logged more than 18,500 volunteer hours with nonprofit organizations in their local communities. Each year, the McKesson Foundation contributes more than \$5 million to nonprofit organizations working to improve the health of our communities. In addition, by integrating environmental sustainability principles into the way we do business, we hope to ensure a healthy, vibrant company and planet for generations to come.

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**BUSINESS
CARE
CONNECTIVITY**