



BOP
business of pharmacySM

Looking for a
tailored solution to
help your pharmacy
succeed?

**McKesson Alternate Site PharmacySM delivers options
for your unique needs so you stay competitive.**

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Unique Opportunities — and Unique Challenges

An aging population, the continuing rise of chronic disease and the shifting center of care from inpatient to outpatient — you know these trends all too well. And if you're a pharmacy serving customers that accommodate these patients, you know this can mean unprecedented opportunities for your business.

But these opportunities also bring challenges that are unique to pharmacies providing long-term care, home infusion, and specialty products and services. In light of rapid growth, increased competition, complex regulatory changes and price pressures, your customers demand expert guidance, low costs and efficient services.

A tailored approach that caters to your unique business.

Trying to apply solutions designed for retail or hospital settings to your alternate site pharmacy is like trying to fit a square peg into a round hole — it simply won't work. McKesson recognizes that your business model is different. This is why we're introducing **McKesson Alternate Site PharmacySM** — tailored solutions that help improve profitability and streamline operations so you deliver better service to customers and patients.



Custom Solutions to Meet Your Goals

Keep drug costs as low as possible every day. Save hours of labor so you can serve customers with precision while maximizing your resources and reducing errors. Stay ahead of the curve with clinical offerings that give you the competitive edge.

These are your goals — and McKesson Alternate Site Pharmacy helps you meet them. We've assembled a customized portfolio of products and services, specifically designed to address the needs of alternate site pharmacies.

Dedicated team

Our dedicated team of experts works closely with you to identify your most pressing challenges and most vital opportunities. This helps us determine which products and programs to bring together to create a customized solution that directly addresses your business goals. Responsive, knowledgeable and sensitive to your unique business model — these are the characteristics that our customers use to describe the McKesson Alternate Site Pharmacy team.

With this collaborative approach, your pharmacy can:

- Improve profitability
- Streamline processes
- Better serve your customers

Driving greater visibility into alternate site needs

How do we know our solutions are the right ones for alternate site pharmacy? Because the pharmacies themselves helped design them. Our Alternate Site Pharmacy Advisory Board, composed of pharmacists and managers from alternate site pharmacies of all sizes and specialties, focuses on the key issues facing the industry today. Working together, we share lessons learned about this growing business — and McKesson is directly applying those lessons to design unique solutions for your success.

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3-6%

average market basket savings on generics

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McKesson can work with you to design a custom solution to help you stay competitive and better serve your customers.

Revenue Enhancement and Cost Savings

McKesson OneStop Generics® Alternate Site Pharmacy

Specifically designed for the alternate site market, you get competitive pricing on a comprehensive portfolio of thousands of the most commonly ordered generic pharmaceuticals, including an extensive line of injectables.

McKesson Plasma and Biologics

Access our single-source service to order all your plasma-product and pharmaceutical products as part of your ordinary McKesson distribution; all your orders count toward your total volume tiers, delivering you additional savings.

RelayHealth® eVoucherRx™ and PriorAuthPlus

Capture more prescriptions by providing patient co-pay assistance — at no cost to you — and automating the prior-authorization process.

Drug Spend Trend Report

Quickly identify variations in drug costs using customizable Web-based analytics and dashboards. Find opportunities for new clinical programs that can lower drug costs, and evaluate the economic impact of these initiatives.

Prescription Sales Analyzer

Utilize this operational data warehouse to query prescription-level sales data in order to improve profitability, decrease operations costs and analyze options to increase revenue.

Claims Reimbursement and Reconciliation

RelayHealth® Pre/Post Editing and AWP Resubmission Services

Ensure claims are properly and quickly adjudicated with pre- and post-editing services designed specifically for the alternate site pharmacy, and capture lost dollars from transactions paid using outdated Average Wholesale Price (AWP).

Access Health®

Managed-care services provide third-party payor contracting, consolidated reimbursement, expert assistance, audit assistance, optional reimbursement solutions and more.¹

Inventory Management

Asset Management

Optimize your purchasing behavior with this pharmacy procurement program to achieve higher inventory turns and improve contract compliance.

Mobile Manager 100SM

Bring the power of warehouse-distribution technology to your pharmacy to help you order, receive and manage products more efficiently and accurately, saving valuable time each day.

Process Improvement

Six Sigma Consulting

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.

Allcare Pharmacy achieved a

20%

increase in packaging productivity
with McKesson Six Sigma Consulting services*

Medication Safety and Packaging

Parata® Medication Management System

A smart and simple unit- and multi-dose adherence-packaging solution that delivers great efficiency for your long-term care operations, with the flexibility to support cycles from 24 hours to 30 days to reduce changes, minimize waste and create a differentiated value proposition with long-term care operators.

SKY Packaging

Purchase bar-code-ready, generic oral-solid medications in unit dose and punch-card packaging to better serve your long-term care facilities.

Centralized Pharmacy Automation

Increase quality of care, lower costs and improve safety by relying on pharmacy-automation solutions that automate 98% of countable prescriptions at 99.99% count accuracy for pharmacies dispensing 1,000 prescriptions per day or more.

RelayHealth® RxSafety™ Advisor and REMS Services

Increase patient safety with medication-specific point-of-dispense safety alerts and easily fulfill REMS dispensing regulations.

¹ Access Health limited to qualified customers. Talk to your sales representative for more details.

Ready to start talking about your tailored solution?

To learn more about how McKesson Alternate Site Pharmacy can help your business, talk to your account manager or sales representative.

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* This case study is for informational purposes only. The results of this case study depend on a variety of factors that are unique to Allcare Pharmacy. There is no guarantee that your results will be similar to this case study. Each party's results will depend on the factors of its business. The success in this case study cannot be used as an indication of future success with these programs.

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