

# Top 10 Reasons to work with McKesson as Your Strategic Partner

*"We were not only looking for a good system, but also for a good company that was responsive to its customers."*

- Mike Maxwell, M.D.  
Family Medicine of Port Angeles

*"I wanted a fully integrated software system that would allow my practice to operate as efficiently as possible. McKesson's EHR system has succeeded in this objective."*

- Alan Falkoff, M.D.  
High Ridge Family Practice

With countless electronic health record (EHR) vendors vying for your attention, we know it's getting awfully loud out there. To help tune out the noise, we've outlined what to look for in a company and product — and why McKesson is the best choice to be your EHR partner. Simply put, we've helped thousands of physicians increase productivity and enhance quality of care. We can help you do the same for the physicians in your community.

Here's how:

## 1. Experienced, Established, Proven Healthcare Company

McKesson, currently ranked 15th on the FORTUNE 500, is a healthcare services and information technology company that has been in continuous operation for more than 175 years, focused on delivering solutions to primary care physicians for over 35 years. We are committed to providing a certified EHR solution that will enable physicians to achieve meaningful use as evidenced by our track record of CCHIT-certification every year since the inception of the certification process.

## 2. Reach to Physicians in your Community

McKesson solutions are used by more than 100,000 providers across the country. We offer these solutions directly or through a **national network of locally based Value Added Resellers** that deliver training, implementation and support services to physicians in your communities. McKesson also delivers technology solutions to over 50% of the hospitals and 77% of the hospitals over 200 beds throughout the US. A number of

these hospitals are already partnering with McKesson to connect the physicians in their communities using our solutions.

## 3. A Track Record in Supporting Partners

McKesson has years of experience supporting partners that resell and service our solutions in their local communities. Today we have over 200 Value Added Resellers nationwide that are certified to sell and/or service our EHR solutions. We have the required infrastructure in place to support partners in a variety of ways including dedicated partner support, education programs on our EHR solutions and implementation methodology, a marketing portal that provides a variety of customizable tools to use with physicians, and much more.

## 4. Suite of EHR Solutions featuring Bright Note Technology™

McKesson offers a broad range of EHR and practice management solutions including award-winning Practice Partner®, Lytec® MD and Medisoft® Clinical.

## A Better Way to Practice

### Advanced Health Care

Arlington, Va.

Two physicians

- Increased average daily visits by 10%
- Increased annual revenue by \$40,000 without additional staff
- Made measurable improvements in patient care:
  - Coronary heart disease patients on a lipid-lowering prescription rose from 58% to 95%
  - Diabetes patients undergoing the microalbumin/creatinine test to evaluate kidney function rose from 4% to 85%

### Cookeville Primary Care

Associates

Cookeville, Tenn.

Two physicians

- Hyperlipidemia patients using anti-platelet therapy rose from 32% to 58%
- Coronary heart disease and stroke patients with their most recent LDL < 100 mg rose from 57% to 71%
- Atherosclerotic patients with an LDL measurement in the past year rose from 56% to 75%
- Adult diabetic patients who had a pneumococcal immunization is 80% compared to the national average of 20%

McKesson Value Added Reseller  
Sunrise Services LLC  
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Mount Washington, KY 40047  
888.880.0384

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Our solutions feature Bright Note Technology which instantly populates all critical data on a patient chart. This dynamic processing technology enables physicians to use their preferred charting style to capture data in a single note and, with one touch, synchronize searchable data across the complete chart.

## 5. Focus on Quality of Care

McKesson delivers a unique and pioneering concept in practice-based quality improvement and research. Formed in partnership with the Medical University of South Carolina, PPRNet is a practice-based quality improvement and research network that offers quarterly, practice-specific reports that measure clinical performance against parameters in key quality measures.

## 6. Platform to Connect Physicians to the Outside World

RelayHealth, a McKesson company, delivers an interoperability platform integrated with our EHR solutions for physician practices to securely exchange information with other practices, patients, hospitals, pharmacies, labs, payors and other stakeholders. This increased visibility to patient information across care settings enhances patient safety and is a requirement for meeting "meaningful use" criteria under the American Recovery and Reinvestment Act (ARRA). Our solutions provide the foundation for coordinated care for the communities in your region.

## 7. Home to a Positive, Collaborative, Thriving User Community

Physicians will join an active community of users who share tips, tricks, ideas, and experiences.

## 8. Unmatched Third-Party Validation – Year after Year

- "Dragon Certified EHR" for Nuance's Dragon Medical Speech Recognition
- Best EHR and Practice Management System — AC Group 2004-2009 (6th consecutive year)
- American Academy of Family Physicians (AAFP) Survey — High rankings in overall satisfaction, ease of use and functionality, quality of care (2008, 2009)
- Selected to participate in the American College of Physicians (ACP) EHR Partners Program (2008, 2009)

## 9. An Industry Leader – Active in the Following Organizations

- eHealth Initiative Leadership Council
- Electronic Health Records Vendor Association
- Certification Commission for Healthcare Information Technology (CCHIT)
- HL7 (EHR Standards)
- DOQ - IT Project

## 10. Affordable Pricing

McKesson offers straightforward, transparent and affordable pricing with flexible financing options.