



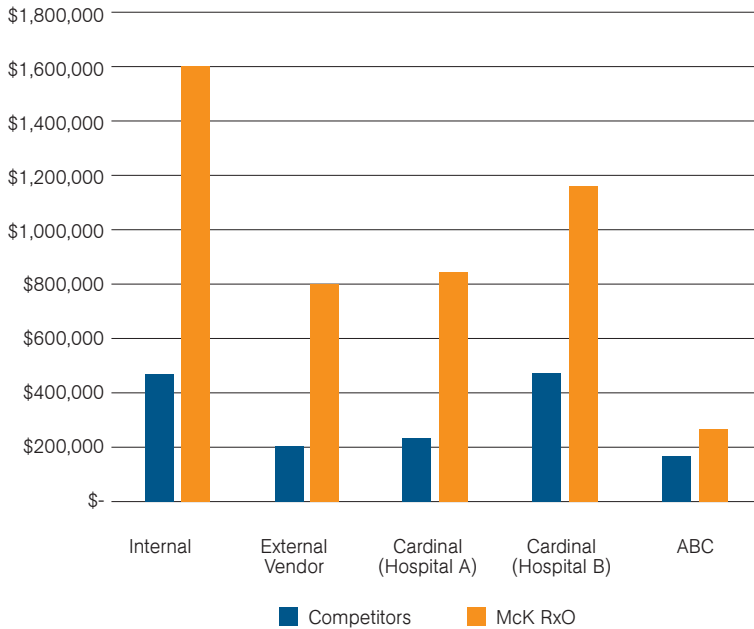
# RxO Patient Assistance Services - Competitor Analysis

**Expect more from your patient assistance program. Achieve more with McKesson.**

When serious illness strikes, patients should not have to experience the added stress of paying for medications they cannot afford. Yet tens of millions of Americans are uninsured or underinsured, with the numbers rising as a result of job loss or furlough. Thanks to McKesson's patient assistance program (PAP) recovery services, patients can receive the medications and medical devices they need at little or no cost to them. While the McKesson PAP reduces costs for patients, it also diminishes administrative complexity for healthcare systems, and can help increase recovered dollars for all involved health systems.

To better demonstrate, we compared the savings of multiple health systems when using a competitors' or internal PAP services, versus savings using McKesson's PAP recovery. On average, these health systems saved 2x more in recovery through McKesson's PAP offering than with competitors' programs.

## McKesson PAP Savings Comparison



### Savings Detail

#### Customer's Internal PAP

Customer savings with Internal PAP	\$478,720
Customer savings with McKesson's PAP	\$1,610,554
<b>Savings percentage increase</b>	<b>236%</b>

#### Software Vendor

Customer savings with another external vendor	\$207,982
Customer savings with McKesson's PAP	\$803,092
<b>Savings percentage increase</b>	<b>286%</b>

#### Cardinal (Hospital A)

Customer savings with Cardinal	\$242,926
Customer savings with McKesson's PAP	\$850,050
<b>Savings percentage increase</b>	<b>250%</b>

#### Cardinal (Hospital B)

Customer savings with Cardinal	\$478,720
Customer savings with McKesson's PAP	\$1,171,106
<b>Savings percentage increase</b>	<b>145%</b>

#### Amerisource Bergen

Customer savings with Amerisource Bergen	\$172,133
Customer savings with McKesson's PAP	\$269,840
<b>Savings percentage increase</b>	<b>57%</b>

### McKesson PAP competitive advantages:



Compliance management (account adjustments and 340B accumulator review)



Prospective and retrospective identification processes that identify all opportunities – including ED admissions, behavioral health maintenance, oncology, and more.



A team of dedicated and highly trained patient advocates on staff to support and reduce complexity.

### Conclusion

In each of these examples, McKesson was able to recover more dollars through PAP than the customer's previous vendor. On average, McKesson saved these health systems 2x more than competitors. While reducing waste and helping you ensure the financial health of your health system, we are relentless in our pursuit of additional revenue opportunities and operational efficiencies – so you can achieve more of your goals today, and into the future.

It's time to expect more from your patient assistance program. Achieve more with McKesson.

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