

Featured Partner

McKesson Medical-Surgical, based in Richmond, Va., is the leading distributor of medical supplies and equipment to the alternate site market. McKesson helps manage the business of healthcare so their customers can manage the healthcare of patients.



An interview with Gary Keeler, President, Alternate Site.

Who is McKesson Medical-Surgical?

Probably the foremost thing healthcare professionals know about us is that McKesson Medical-Surgical is the market leader in alternate site medical-surgical supply distribution. The most important thing about this fact is not just being the leader, but rather, how we maintain our market leadership.

We take a consultative approach when working with our customers. Our more than 500 primary care sales representatives listen to our customers' needs and help them determine the products and services that will best help them grow and maintain a successful and efficient practice.

McKesson is more than medical and surgical supplies. McKesson Medical-Surgical works with our fellow business units to seamlessly provide customers with everything they need to run their practices, from day-to-day supplies to comprehensive healthcare information technology products, including online ordering and cardiovascular imaging solutions.

What differentiates McKesson Medical-Surgical's online ordering capabilities from those of other suppliers?

We are very proud of our recently redesigned online ordering Web site, McKesson SupplyManagerSM. SupplyManager is the healthcare industry's premiere Web-based order management system. The site integrates order management, enriched product information and advanced search capabilities. This allows customers to quickly and easily find the items they need and place their orders.

SupplyManager also provides:

- More than 160,000 product images
- Thousands of product specifications and material safety data sheets
- New search technology to quickly find products matching your criteria
- "Item Comparison" feature to easily spot the differences between multiple products
- "Find Similar Items" feature to pinpoint alternate product choices
- Improved navigation for more efficient movement throughout the site

In addition to these features, McKesson SupplyManager brings our customers the ability to access real-time pricing and product availability, view order status and run reports to analyze purchasing trends.

What kinds of products can be ordered on McKesson Medical-Surgical's online ordering site?

Any medical-surgical supply product that McKesson carries can be ordered online through McKesson SupplyManager. McKesson Medical-Surgical carries more than 150,000 products for the primary care market, which includes cardiology practices. We carry both national-brand products and our own line of McKesson Brand products.

Our experience and established relationships with more than 2,000 manufacturers make McKesson a national-brand pricing and quality leader. McKesson Brand products offer superior quality balanced with cost-effectiveness in more than 30 product categories, including gloves, electrodes, patient and staff apparel, as well as trays and custom kits.

Does McKesson Medical-Surgical's online supply ordering site integrate with inventory control?

Yes, it most certainly does. McKesson ScanManagerSM is a portable ordering and inventory control system that integrates with our online ordering site, McKesson SupplyManager. ScanManager uses a handheld personal digital assistant (PDA) equipped with a barcode scanner to scan needed supply items and upload orders directly to McKesson SupplyManager. ScanManager provides summary reports by G/L accounting codes for SupplyManager orders and delivers a physical inventory solution.

MCKESSON

Empowering Healthcare

What information technology (IT) imaging solutions can McKesson Medical-Surgical offer to cardiology practices?

McKesson Medical-Surgical is proud to provide in conjunction with a sister business unit, McKesson Provider Technologies (MPT), an array of imaging solutions to cardiology practices. One such product is the cardiology-specific Horizon Cardiology™.

Horizon Cardiology is a complete cardiovascular information solution for cath, hemodynamic monitoring, echocardiography, vascular ultrasound and nuclear cardiology. It meets the full spectrum of needs for cardiologists with its diagnostic digital image management, archiving, procedure reporting and workflow management.

Horizon Cardiology uses the most advanced industry standards to deliver comprehensive integration capabilities. This ensures that cardiology information is fully integrated with a radiology picture archiving and communication system (PACS), inventory, billing, orders, worklists and registry submission modules.

Speaking of PACS, McKesson Medical-Surgical has a system that fully complements Horizon Cardiology. McKesson's Horizon Medical Imaging™ PACS enables cardiology clinics to acquire, distribute and archive medical images and diagnostic reports across your business. The Horizon Medical Imaging PACS integrates images from multiple modalities with clinical patient data, streamlining radiology department workflow. The system also provides referring physicians with patient images as part of a complete medical record, improving decision-making and helping to ensure patient safety.

Does McKesson Medical-Surgical offer an electronic medical record solution to cardiology practices?

McKesson Medical-Surgical has several electronic health and medical record options available for cardiologists. Horizon Ambulatory Care™ is a CCHIT*-certified electronic health record (EHR) system that uses a series of intelligent workflow modules to automate and integrate clinical processes, including:

- Prescription management
- Order entry and results review
- Encounter documentation
- Evaluation and management coding
- Workflow management

McKesson Medical-Surgical also offers PracticePoint Chart®, an electronic medical record (EMR) that makes it easier to administer and document patient care from a laptop. PracticePoint Chart features point-of-care charting, customizable templates, E&M coding wizard, integration with the ability to connect to labs and manufacturers and single-screen charting.

* Certification Commission for Healthcare Information Technology

Who do I contact for more information regarding McKesson Medical-Surgical's cardiovascular practice solutions?

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