How Does a U.S. Healthcare Leader Keep Itself and the Industry Healthy?

Serving more than 50% of hospitals and 20% of physicians in the United States

Founded in 1833, McKesson Corporation is the oldest and largest healthcare company in the United States. It partners with biopharma companies, healthcare providers, pharmacies, manufacturers, foundations, and governments to deliver the right medicines, medical supplies, and healthcare services to the patients who need them, when they need them. To further its mission of helping the healthcare industry manage its own health as it faces today’s enormous challenges, McKesson worked to bring its spend under tighter management through a system of integrated solutions for the procure-to-pay process.
McKesson uses e-sourcing, guided buying, and procure to pay to ensure delivery of products and services to patients in need.

Ariba® Network and the SAP® Ariba Buying, SAP Ariba Contracts, and SAP Ariba Sourcing solutions help U.S. healthcare leader McKesson Corporation:
- Clarify the who, what, and when of transactions and keep that information transparent to stakeholders
- Empower employees to make informed choices at the time of purchase
- Hold informed conversations internally to set specifications and draw up structured forms for supplier quotes
- Set up the guided buying capability in just three months, requiring just one employee for setup
- Use familiar icons in guided buying as entry points into all sourcing and procurement functions
- Manage contract metadata to increase visibility of ownership and expiration dates
- Link the 100 worldwide McKesson organizations to a single platform for sourcing and procurement, automating 90% of transactions and saving $US2 million with e-sourcing
- Deliver high-quality, timely healthcare products and services to patients across the globe

“SAP Ariba solutions helped McKesson develop a smart, cost-effective, user-friendly procurement system. It leverages the latest technologies and tools to deliver insight for fast and accurate value-based sourcing decisions across the whole company.”

Michael Tokarz, Senior Director of Source-to-Pay Processes, McKesson Corporation