

# 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.

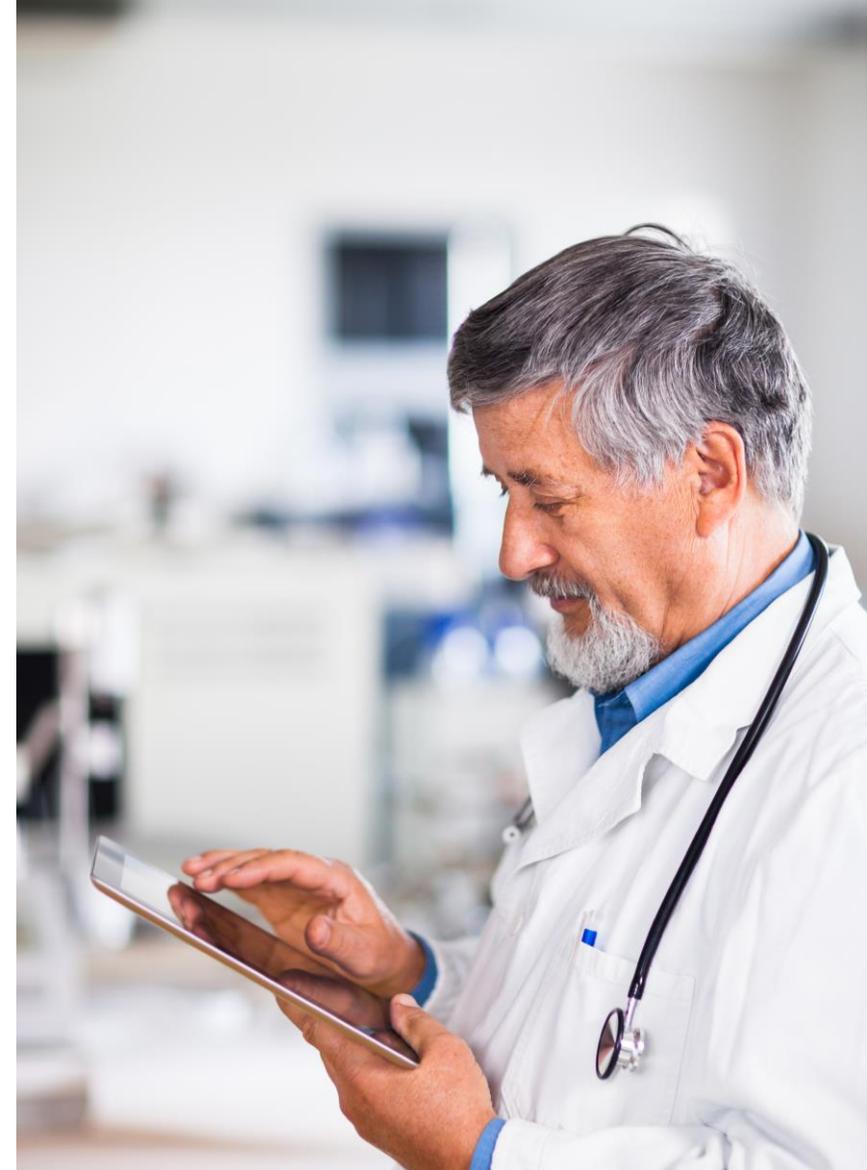
**Ariba® Network and the SAP® Ariba Buying, SAP Ariba Contracts, and SAP Ariba Sourcing solutions help U.S. healthcare leader McKesson Corporation:**

- 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

SAP Ariba 



**MCKESSON**

McKesson  
Corporation  
Irving, Texas  
[www.mckesson.com](http://www.mckesson.com)

Industry  
Healthcare

Employees  
76,000

Revenue  
\$208 billion

Featured Solutions and Services  
SAP Ariba Buying, SAP Ariba Contracts,  
SAP Ariba Sourcing, and Ariba Network

THE BEST RUN 

Follow us



[www.sap.com/contactsap](http://www.sap.com/contactsap)

Studio SAP | 63905enUS (19/08)

© 2019 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See [www.sap.com/copyright](http://www.sap.com/copyright) for additional trademark information and notices.