

CALAOMS To Launch A New Membership Benefit.

The CALAOMS Board of Directors has approved participation in a Value Added program that has been created for and is being offered exclusively to CALAOMS members by McKesson Medical. The program features on-line medical supply ordering, cost management programs, and weekly updates on Rx Medication status. Depending on your ordering habits, you will easily recoup the price of your CALAOMS membership dues in the first month or two by participating. The best benefit of all is there is no additional cost to you.

McKesson Medical Corp. (a Fortune 14 Company, MCK) is America's oldest and largest health care services company, with its pharmaceutical wholesaling roots dating back more than 175 years. By combining its industry-leading health care information technology and scale with unsurpassed clinical knowledge, McKesson will be helping CALAOMS Members deliver better, safer care while reducing unnecessary costs.

CALAOMS relationship with McKesson has spanned the last decade, as they have offered our members promotional discounts on equipment purchases such as vital signs monitors, AEDs, IV pumps, and more. CALAOMS is very pleased that McKesson is now presenting their full product offerings with their Value Program to ALL members of CALAOMS.

All you have to do to participate is set up a CALAOMS "ship to" account with McKesson by going to our website www.calaoms.org. Once set up, you'll be able to take advantage of the CALAOMS Members Value Program which will feature the following benefits:

- Group Purchasing Program allows CALAOMS members preferred access to a special discount program on dental /medical supplies. This is a 5% to 50% SAVINGS on common medical products and equipment you use in your office every day.
- McKesson's "state of the art" on line ordering is fast and convenient, with access to a streamlined common supply formulary list for easy "click and order" processing, or choose from over 200,000 products in their database.
- McKesson offers fast credit card check out for your convenience. McKesson accepts all major credit cards.
- Customized budget management and expenditure reports are offered to each member. You will have the opportunity to control inventory and reduce costs. Invoice review, order tracking, expenditure reports, and monthly expense planning are all offered for each account.
- Cost savings opportunities are easily identified by our green \$ sign. We let you know if there is an alternative product you can use to save you money.
- The Value Program will offer weekly on-line updates on Rx Meds status like Midazolam, and Propofol. They will be posted on the CALAOMS web site.
- Our preferred CALAOMS customer program will help expedite your Rx needs.
- As in the past, McKesson Medical will continue to offer preferred medical equipment specials throughout the year.

McKesson Value Program also offers:

- Next day delivery, right to your Door.* (*in most areas, and orders need to be entered online through McKesson’s Supply Manager by 2:30 PM.)
- FREE shipping on all orders over \$100
- A special Concierge customer service team will serve CALAOMS members, weekdays from 8 AM – 5PM. 800-366-8990 silent option # 4.
- Quality product selections and complete satisfaction is guaranteed.

Questions about this program, please email ron.krantzman@mckesson.com at McKesson Medical Corp., or call Ron Krantzman directly on his cell phone at (925) 890-6049

An example of a recent savings review for a CALAOMS member in a pilot program.

Supplier X	CALAOMS Value Program		
Sterile P F Gloves	\$57.92	\$39.71	31% savings
12cc cvd tip syring	\$24.79	\$19.50	21% savings
Gelfoam SZ4 Dental	\$79.98	\$75.98	6% savings
Wrap SCR 24x24	\$135.24	\$88.69	34% savings
Tape 1” Transpore	\$15.85	\$10.57	33% savings
Enzymatic Cleaner	\$37.35	\$23.95	36% savings
C-Fold paper towels	\$42.50	\$29.14	32% savings
Ondansetron Tabs 4mg	\$14.98	\$8.99	40% savings
Totals	\$408.61	\$296.53	27.5% savings

As you can see on this small order the CALAOMS member saved \$112.08, that’s a 27.5% savings. In this tight economy, shouldn’t you be taking advantage of this program as well?