DISTINCTION 2017

McKesson Canada’s 2017 Annual Distinction Awards Gala recognizes manufacturer excellence as well as exceptional collaboration – continuously working together towards improving the health of Canadians.

DISTINCTION 2017 AWARDS

McKesson Canada will present 7 Distinction Awards in accordance with our business focus. Honorees are selected based upon the degree of demonstrated excellence in each respective category. The awards are classified in the following categories:

1. Brand Pharmaceutical Products
2. Generic Pharmaceutical Products
3. OTC Products
4. Consumer Products
5. D.W. Bole Prize
6. Specialty Pharmaceutical Products*
7. McKesson Manufacturer Partnership (MMP) Award*

Award Criteria

To be eligible for a Distinction Award, manufacturers must:

• Report annual sales of at least $5 million with McKesson Canada.
• Have conducted business with McKesson Canada for a minimum of three years.
• Utilize the consolidated channel as their principal method of distribution.
• Have regular and ongoing contact with McKesson Canada’s Strategic Procurement Group.
• For the D.W. Bole Award, vendors must report annual sales between $5M and $25M with McKesson Canada.

*Eligibility requirements stated above do not apply to the Specialty Pharmaceutical Products and the MMP Awards.

Classification

Distinction Awards are based on each manufacturer’s performance from October 1st, 2016 to July 31st, 2017.

• Brand Pharmaceutical Products: Brand manufacturers with 75% or more of their sales in pharmaceuticals.
• Generic Pharmaceutical Products: Generic manufacturers with 75% or more of their sales in pharmaceuticals.
• OTC Products: Manufacturers with 75% or more of their sales in OTC.
• Consumer Products: All other manufacturers.
• Specialty Pharmaceutical Products, D.W. Bole, and MMP Awards: All product categories.
Business growth in total purchases vs. previous year.

- Business Growth

Supply Chain metrics evaluate supplier collaboration by monitoring product requirements, information integrity and the efficiency of reverse logistics to ensure continuity of supply.

- Communication
- Service Performance

Operational excellence is evaluated through effectiveness of EDI communications, product availability, delivery accuracy and compliance to supply chain guidelines.

- Connectivity
- Delivery

Recognition of value through partnership and business agreements.

- Supplier Agreements

This category measures the number, type and value of McKesson Specialty Solutions projects with a specialty pharmaceutical manufacturer.

- Project Profile

This category measures manufacturers’ level of involvement in bringing complex products to market and openness to innovation solutions such as leveraging connectivity technologies and advanced analytics.

- Innovation

This category measures the level of support and communication during the course of a specialty program in Distribution, Patient Services, Prescription Services or Clinical and Consulting Services.

- Communication and Support

Creative and open-minded partner seeking new opportunities to optimize their product portfolio through McKesson Canada solutions gateways.

- Innovation

Partner already working and collaborating with 2-3 McKesson Canada business units / departments in order to optimize product(s) / business performance.

- Multi-Solution Collaboration

Partner sharing their general strategic outlook and pipeline with McKesson Canada / MMP while developing long-term partnership through close collaboration, transparency and open communication.

- Strategic Outlook