

How Is Self-Service Data Preparation Helping Secure Better Contracts and Faster Delivery to Healthcare Customers?

The healthcare industry is rapidly changing. Innovation in technology, treatment, services, and delivery is crucial to providers and patients alike. This is why doctors, hospitals, pharmacies, and systems manufacturers rely on McKesson Corporation – one of the world’s largest distributors of pharmaceuticals, medical supplies, and healthcare solutions and services. Dedicated to making healthcare smarter by bringing people and information closer together, McKesson strives for the same level of digital innovation in its business operations. So, when manual data management was becoming a burden for the company’s procurement teams, it turned to SAP.

With all its global procurement data already on the SAP HANA® business data platform, McKesson chose the SAP® Agile Data Preparation application to empower business self-service. Centralized data viewing, tracking, and updates, as well as harmonization of global master data allow procurement teams to group data according to negotiation requirements for a consolidated view of global supplier size and status, contracts, rebates, and more – helping lower risk and secure better contracts. Not only does this reduce costs for McKesson, but it helps speed delivery to customers – making sure they have the resources, support, and technology they need to make the world a healthier place.



“Helping our customers keep people healthy is our business. **Simplified data management and access is vital to our digital lifeblood** – and to better health outcomes for patients everywhere.”

Parag Shrivastava, Director of Information Architecture for Enterprise Platforms, McKesson Corporation

When manual data management processes were becoming a burden on McKesson’s global procurement organization, the business unit leveraged the SAP HANA® business data platform and took advantage of the SAP® Agile Data Preparation application. Now procurement teams have a centralized view of global supplier data, helping them secure better contracts and improve customer service. And user-friendly, self-service capabilities help reduce reliance on IT, increase collaboration, and lower total cost of ownership. SAP Agile Data Preparation is now the standard data access and preparation application that will be rolled out across McKesson’s business units.



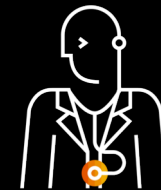
One-third*

Of all prescription medicine in North America is delivered by McKesson



>2 million*

Customers each day in 13 countries across Europe are served by McKesson



>15,000*

Owned and banner McKesson pharmacies

*As of March 31, 2017

Transforming Procurement Using SAP® Agile Data Preparation



McKesson Corporation
San Francisco, California
www.mckesson.com

Industry
Healthcare

Products and Services
Pharmaceuticals, medical supplies, and healthcare solutions and services

Employees
75,000 (as of March 31, 2017)

Revenue
US\$199 billion
(as of March 31, 2017)

SAP® Solutions
SAP HANA® business data platform, SAP® Agile Data Preparation application, and SAP BusinessObjects™ business intelligence (BI) solutions

SAP Agile Data Preparation is giving procurement teams at McKesson a better view of global suppliers so they can secure better contracts, lower costs, and improve customer service.

Before: Challenges and Opportunities

- Move toward online and business-to-business-to-customer sales, and pursue joint ventures
- Monetize massive amounts of data across geographies, business areas, and Web and mobile channels by enabling comprehensive data collection, consolidation, stewardship, and analytics
- Eliminate slow and error-prone manual data-preparation processes using e-mail and spreadsheets

Why SAP

- United States' operations running on and Canadian and European operations moving to SAP software systems
- Global procurement already running SAP HANA and SAP BusinessObjects BI solutions through SAP HANA Enterprise Cloud
- SAP Agile Data Preparation, which enables scalable self-service data preparation, discovery, and integration to transform data into actionable, easily consumable information
- Full integration with SAP HANA and a better user experience than competing data-preparation products

After: Value-Driven Results

- Automation of data management, including centralized data viewing, tracking, and updates, as well as harmonization of global procurement master data
- Ability of procurement teams to group data according to negotiation requirements for a consolidated view of global supplier size and status, contracts, rebates, and more – helping reduce risk and secure better rates
- Better relationship with suppliers, making it faster and easier to sell and improving customer service
- User-friendly, self-service data management, reducing reliance on IT and streamlining account management

“SAP Agile Data Preparation is improving our data governance. Our data is cleaner and analysts can collaborate more easily, which improves business outcomes. It is our go-to for users needing data from our platform.”

Parag Shrivastava, Director of Information Architecture for Enterprise Platforms, McKesson Corporation

>97%

Less time needed for data preparation tasks (from ~30 days to 2–4 hours)

~30,000

Supplier records consolidated and managed through SAP Agile Data Preparation

~50%

Fewer resources required for a major vendor account (from 5 down to 2–3 employees)

2 months

To get SAP Agile Data Preparation up and running – from development to production, deployment, and training



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