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## McKesson Partners With MedVentive to Bring Powerful Analytics Solution to Payor Market

*McKesson Analytics Advisor™ Combines McKesson's Business Expertise with MedVentive's Innovative and Proven Provider Performance Management Solution To Support Reform*

**NEWTON, Mass., October 20, 2010** — McKesson has signed an exclusive agreement with MedVentive to offer a cutting-edge analytics solution to the payor market. Analytics Advisor features a prospective approach to analytics that enables payors to present providers with actionable data so they can intervene at the right time to drive meaningful change. Combining McKesson's healthcare business expertise, broad solution portfolio and extensive channel with MedVentive's proven analytics product will bring powerful analytics to the broader payor market to drive immediate value and position health plans for the changing market landscape.

In this new era of health reform, the ability to bring payors and providers together with actionable business intelligence has never been more important. This breakthrough solution will uniquely foster payor/provider alignment and promote engagement with vital two-way communication through a provider portal and interactive dashboards. Tools to develop and manage pay for performance (P4P) initiatives as well as pharmacy switch analysis drive true cost savings without impacting quality. The integrated performance management platform is designed from the provider point-of-view, configurable to the uniqueness of each organization. It allows health plans to manage and improve costs, as well as physician efficiency and quality profiling and provides a single source of reporting for all stakeholders.

"MedVentive's roots are clinically based, and the organization knows first-hand how to help providers manage clinical and financial risk," said Rose Higgins, vice president of care management solutions for McKesson Health Solutions. "MedVentive understands the critical need for a breakthrough analytics solution to deal with the inherent complexities of new reimbursement and care delivery models."

This software-as-a-service (SaaS) turnkey solution connects payors and providers by creating transparency around clinically and financially relevant performance metrics. Analytics Advisor features a flexible reporting structure that gives users direct access to data at the network, provider, member and claim level which they can filter and analyze to drive improved decision making. The robust analytic capabilities consist of financial-based analysis including PMPM calculations, inpatient stay determinations and predictive risk modeling results plus ETG and quality-based analysis. HEDIS reporting is available as an additional module.

"We are truly excited about this opportunity to bring proven transformative capabilities to the market in a more rapid fashion," said Nancy J. Ham, MedVentive president and chief executive officer. "McKesson's leadership in the payor industry and trusted client relationships will enable us to quickly demonstrate the strategic value of our solution to a large number of health plans – and illustrate the power of pinpointing where and how to intervene to improve the quality and cost equation."

### About MedVentive

For more than a decade, MedVentive Inc. has worked with leading provider organizations and health plans to develop and deploy innovative, clinically sophisticated approaches to successfully reduce healthcare costs and improve the quality of patient care. MedVentive offers a fully-integrated suite of business & clinical intelligence and outreach applications that support best-in-class pay for performance programs, physician efficiency profiling, quality intervention, pharmacy management, and point-of-care decision support tools – all built on a risk-adjusted data foundation. Provider groups and health plans use



*Empowering Healthcare*

MedVentive technology and services to identify their greatest healthcare improvement opportunities and to act quickly and efficiently to effect change through flexible, tailored solutions. For more information, please visit [www.medventive.com](http://www.medventive.com).

**About McKesson**

McKesson Corporation, currently ranked 14th on the FORTUNE 500, is a healthcare services and information technology company dedicated to helping its customers deliver high-quality healthcare by reducing costs, streamlining processes, and improving the quality and safety of patient care. Over the course of its 177-year history, McKesson has grown by providing pharmaceutical and medical-surgical supply management across the spectrum of care; healthcare information technology for hospitals, physicians, homecare and payors; hospital and retail pharmacy automation; and services for manufacturers and payors designed to improve outcomes for patients. For more information, visit <http://www.mckesson.com>.

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