cencora



Creating a better future for orthopedic care

We are your specialty practice partners

Your community is our commitment

Orthopedic care is every-changing, but our dedication to supporting you in serving patients on their journey remains the same. We understand that your patients count on you every day. That's why our unified team of **specialty practice partners,** powered by the connection of four key areas, are committed to understanding your experiences and supporting the unique needs of your practice as you improve communities through patient-centric care.



Advocating for the future of community care

We are focused on showing the real, measurable value of community practices and their vital role in providing convenient, affordable, and effective patient care, close to home. Our advocacy network, Community Counts, was established to help specialty care in the community remain strong and viable – empowering the collective voice of community-based care providers to be heard, understood, and acted upon.

Championing healthier futures

Our dedicated U.S. Public Policy and Advocacy team actively educates and engages policymakers at every level of government on human health policy issues of importance to healthcare providers, patients and pharmaceutical supply chain stakeholders.

Amplifying your unique voice

Sharing your experiences contributes to our collective voice being heard by legislators and just as importantly, other members of your community. Community Counts provides the tools and resources needed to join the advocacy movement, research news and information on policies impacting your practice, and access to letter templates to contact your legislators.



50+

years of combined U.S. Public Policy and Advocacy team experience



200+

meetings conducted with federal and state legislators in 2023

Based on data collected by Cencora.

Demonstrating our commitment

40+
years of specialty distribution experience

99.9%
order accuracy rate

12,000+
packages shipped daily

8,500+
managed SKUs

400k+
sq. ft. of managed warehouse space

24/7
security and power backup

Moving health forward through distribution excellence

Provide quality patient care today and prepare for the challenges of tomorrow with a specialty distribution network that you can count on. From access to life changing medicines, to actionable data insights and market-leading specialty expertise, we build partnerships that help practices thrive.

What matters to you, matters to us

Optimize access and choice

Expansive product access empowers your clinical choice and ability to deliver the life-saving therapies your patients depend on.

Proven product integrity and accuracy

NABP accredited and DQSA/DSCSA compliant operations along with advanced cold chain packing technologies enable the secure and reliable delivery of your products.

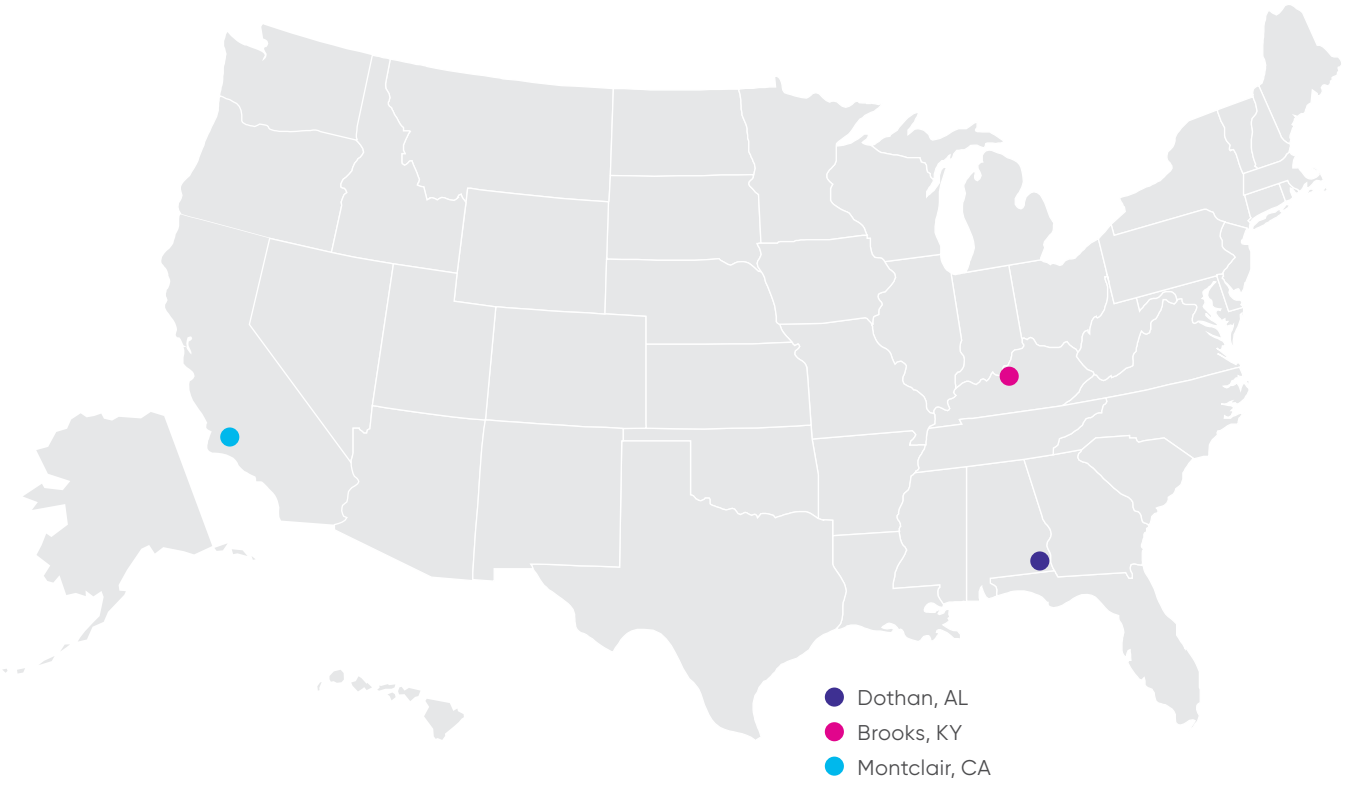
Realize meaningful inventory efficiency

Simplify your ordering process with a closely integrated and easy-to-use digital platform designed to make the ordering process quick and efficient with 24-hour access to order placement, tracking, reporting and online payment management in a streamlined user experience.

Best-in-class and empathetic support

Your practice is unique, and our experts focus on what matters most to you. We are driven by your experience and can adapt quickly to your feedback.

Based on data collected by Cencora.



A uniquely integrated Specialty Distribution Network delivering the products that your patients need – securely, accurately, and efficiently

Strategically located distribution centers capable of seamlessly moving inventory between locations in emergency situations enables uninterrupted service and continuity for your business.

- You can expect next business day delivery anywhere in the continental U.S.
- Friday orders are stored in a temperature-controlled environment for Monday delivery
- Calls to customer service are answered quickly by a person, not an automated voice system

Scan the QR code to learn more about our specialty distribution network.

Resilient and sustainable operations

Healthier futures start with the health of our people and planet, which is why we are committed to building partnerships and operations that benefit society and the environment. Our commitment to global sustainability and corporate responsibility focuses on three core areas: inspired team members, resilient operations, and healthy communities.

Greater access and choice for your practice powered by our Specialty GPOs

As the longest-standing GPO of its kind, our Specialty GPOs help community specialty practices gain equal footing in the marketplace. From contract access and optimization, to uncovering new clinical and operational efficiencies or opening new lines of revenue, we'll be there to support you so you can focus on what matters most — delivering the best possible patient care.

One package to fit your unique needs



Contract access and performance optimization

Strong relationships with leading manufacturers allow us to bring you competitive pharmaceutical contracts on the most frequently prescribed therapies. This translates to increased savings and more choice in how you care for your patients.



Proven support to elevate business performance

Running a healthy practice requires a lot more than smart contracting terms. That's why we've developed an expert cycle of support and robust analytics insights to help you maximize your contract performance.



Educational programming that advances quality care

From business operations to clinical topics and key advocacy initiatives, you can count on us for valuable educational opportunities through live and virtual events that unite community practice networks.

20+

years of contract negotiation experience

11,000+

physician practice site and clinic members

140+

contracted products covering major therapeutic specialties

Scan the QR code to learn more about our Specialty GPOs.

Based on data collected by Cencora as of April 2024.



Cycle of Support

Partnering with your practice to provide our cycle of support to you each quarter.

Step 1. Analyze prior performance
Leverage a Value Report and other tools to conduct an analysis of critical metrics and key operational elements over the previous quarter.

Step 2. Review contract changes
Review discount and rebate opportunities that are determined based on your individual quarterly purchase volumes.

Step 3. Review current economics
Evaluate current and point forward parameters such as payer reimbursement, Centers for Medicare and Medicaid Services (CMS), and Average Sales Price (ASP) and their impact on your practice.

Step 4. Quantify opportunities
Active engagement with your practice to establish measurable outcomes for pursued opportunities.

Step 5. Collaborate on areas of focus
Partner with you to determine common objectives and how to monitor and track these objectives via GPOConnect.

Step 6. Support change
Your GPO account manager is committed to being a change advocate relating to business specific and industry issues impacting your practice.

Step 7. Track progress and pull through
Conduct ongoing meetings to review targeted growth and revenue, considering inventory management optimization and capabilities, using our Strategic Decision Support Tool.

Step 8. Advance your practice
Maximize contract pull through and operational efficiency through unique perspectives on solution suggestions and financial opportunities.

"There are many opportunities that we never can find [on our own]... optimizing contracts, helping with other guidelines, concurrent treatment options, education, pharmacy options – all of these allow us to sustain the level of care."

A physician when asked about the largest value point from Cencora Specialty GPOs

Technology and insights designed to elevate your practice and advance patient-centric care

Through our portfolio of integrated specialty solutions, we support your orthopedic practice's workflow. Whether it's enhancing the financial health of your practice through solutions and expertise or optimizing patient outcomes through clinical insight management, care management solutions, and education services, we can help you every step of the way.

Our synthesized data, reporting, and actionable analytics help enable your clinical and business decision-making allowing you to spend your time where it matters most – focusing on patient-centric care.

Increase patient access to medications and simplify inventory management

Nucleus®

Nucleus is the premier inventory management solution designed to optimize your practice at every level.

From effectively reducing on-hand inventory and associated carrying costs to tracking and managing patient dispenses, Nucleus helps your practice work as efficiently and effectively as possible, improving patient care in the process.

Access actionable practice performance and analytics

InfoDive®

Equip your practice with specialized insights for informed decision-making and enhanced performance. InfoDive provides immediate access to comprehensive reports, enabling you to efficiently manage various aspects of your practice, including billing, claims, coding, and marketing. Stay informed about your practice's financial and operational well-being with data at your fingertips.

Practice Health Insights

Assess your practice performance with a comprehensive web-based application that combines data from clinical and financial solutions into a single platform that provides key insights essential to running your practice.

Maximize MIPS scores through comprehensive support and expertise

MIPS Consulting Services

Unlock the full potential of MIPS reporting and opportunity for incentive payments for your vision practice with specialized consulting services. Together, we can help your practice successfully meet MIPS measures, while reducing the risk of penalties, and manage the entire data submission process for your eligible clinicians.

Scan the QR code to learn more about our portfolio of orthopedic-specific solutions

cencora

We are united in our responsibility to create healthier futures.

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