

partners
in excellence
IGNITING INNOVATION.

McKesson Canada's 2024 Annual Distinction Awards Gala recognizes our collective passion, solid performance and strong partnerships with our manufacturer community – a joint effort towards providing better health for millions of Canadians.

DISTINCTION 2024 AWARDS

McKesson Canada presents 7 Distinction Awards in accordance with our business focus. Honorees are selected based upon the degree of demonstrated excellence in each respective category. These awards are categorized as follows:

1. Brand Pharmaceutical Products
2. Generic Pharmaceutical Products
3. Over-the-Counter (OTC) Products
4. Consumer Packaged Goods (CPG) Products
5. D.W. Bole Prize
6. Specialty Pharmaceutical Products*
7. OWN BRAND Private Label Sourcing*

*Eligibility requirements stated below do not apply to Specialty Pharmaceutical Products and OWN BRAND Private Label Sourcing.

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.
- To qualify for the D.W. Bole Prize, manufacturers must report annual sales between \$5M and \$25M with McKesson Canada.

Classification

2024 Distinction Awards Planning

Based on each manufacturer's performance from **May 1st 2023 to April 30th 2024.**

- **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.
- **Over-the-Counter (OTC) Products:** Manufacturers with 75% or more of their sales in OTC.
- **Consumer Packaged Goods (CPG) Products:** All other manufacturers.
- **Specialty Products and D.W. Bole Prize:** All categories.
- **OWN BRAND Private Label Sourcing:** Manufacturers producing for McKesson Canada's OWN BRAND.

BRAND
PHARMACEUTICAL
PRODUCTS

GENERIC
PHARMACEUTICAL
PRODUCTS

OVER-THE-COUNTER
(OTC)
PRODUCTS

CONSUMER
PACKAGED
GOODS (CPG)
PRODUCTS

D.W. BOLE PRIZE

EVALUATION MEASURES

(FOR BRAND PHARMACEUTICAL PRODUCTS, GENERIC PHARMACEUTICAL PRODUCTS, OTC PRODUCTS, CPG PRODUCTS AND D.W. BOLE PRIZE)

GROWTH

Business growth in total purchases vs. previous year.

- Business Growth

SERVICE

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

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

- Connectivity
- Delivery

BUSINESS RELATIONSHIP

Recognition of value through partnership and business agreements.

- Supplier Agreements

SPECIALTY
PHARMACEUTICAL
PRODUCTS

EVALUATION REQUIREMENTS

(FOR SPECIALTY PHARMACEUTICAL PRODUCTS)

PROJECT PROFILE

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

INNOVATION

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

COMMUNICATION AND SUPPORT

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.

OWN
BRAND
PRIVATE
LABEL
SOURCING

EVALUATION REQUIREMENTS

(FOR OWN BRAND PRIVATE LABEL SOURCING)

SUPPLY

Quantitative metrics measuring supplier's ability to supply products on and in full, respecting McKesson's operational guidelines; *Fill rates, Recalls, and Adherence to McKesson Canada Supplier Guidelines.*

INNOVATION

Supports a pipeline of innovation to bring new value to patients and consumers, and in turn support McKesson's market share growth.

RESPONSIBLE & SUSTAINABLE SOURCING

Proven track record of demonstrating ethical and socially conscious decisions across the supply chain.