



*Understanding your  
practice is our business.*

We provide solutions that enhance revenue and improve patient care.

**Cardinal Health is a global healthcare company serving:**

- |                   |                                   |
|-------------------|-----------------------------------|
| Physician Offices | Clinical Laboratories             |
| Surgery Centers   | Research Laboratories             |
| Clinics           | Reference Laboratories            |
| Long Term Care    | Retail and Independent Pharmacies |
| Hospitals         | Mail Order Pharmacies             |

**Quality Products**

As a leading manufacturer and distributor of healthcare products and services for physicians' offices nationwide, our global sourcing capabilities allow us to bring you quality products at affordable prices. We provide special offers from premier manufacturers through our **ServicePlus** program, which features the right supplier for the right product based on quality, price and service levels.

**Valuable Resources**

With sales representatives and specialists who are experienced in the healthcare sphere, we can support your care and the issues you face. We offer a consultative business review at no-charge and no-obligation to help identify savings and growth opportunities. Request a catalog to learn more about our commitment and the multiple ways we are helping practices:

- **Improve patient care**
- **Ensure infection control and safety**
- **Enhance practice revenue**
- **Streamline costs and workflow**

**Call today and ask about our flexible solutions for any size practice:**

- New facility start-up expertise
- Leasing options
- Physician office lab products
- Capital equipment
- Comprehensive product formularies based on physician specialty needs
- Flexible delivery options
- Special promotional offers and discounts
- Simple, convenient ordering options via toll-free phone, toll-free fax and cardinalhealth.com
- Customized order forms and templates based on your practice's ordering patterns
- Order confirmation, notification and resolution of any backorder
- State-of-the-art distribution logistics

**For more information, please contact:**

**Kendra Hamilton**  
Cardinal Health  
607.283.9340

**Jeanie Smith**  
Seagate Alliance  
585.747.6366





## When technologies merge, you benefit.

Cardinal Health has leveraged the power of two technologies, OrderConnect® and cardinalhealth.com, to bring you simple, reliable ordering services.

**OrderConnect®** – It's an easy, automated way to scan product codes and automatically upload them to our cardinalhealth.com web site.

- Reduce ordering time by as much as 80%
- Organize products the way you prefer
- Order for multiple locations with a single mini-scanner

**cardinalhealth.com** – quick and simple ordering at your fingertips

- Find products easily with quick-search catalogs and cross-reference functionality
- Monitor and manage orders anytime
- Analyze your business "vital signs" with dynamic reporting capabilities

Your first priority is your patients. *We're working to keep it that way.*

### Cardinal Health Physician Office Products and Services offers a comprehensive range of products in three key areas: Med/Surg, Laboratory and Pharmaceuticals.

#### Med/Surg products include, but are not limited to:

- Diagnostic equipment
- Exam room equipment and supplies
- Gloves
- Hypodermic supplies
- Infection control
- Surgical instruments
- Urological products

#### Laboratory products include, but are not limited to:

- Diagnostic tests
- POCT reagents and supplies
- Blood collection needles and sets
- Lab diagnostic equipment: Immunoassay, Hematology and Chemistry
- Refrigeration and centrifugation
- Microscopes and accessories
- Specimen processing and storage

#### Pharmaceuticals include, but are not limited to:

- Vaccines
- Biologics
- Orals
- Ophthalmics
- Topicals

### Cardinal Health is a national distributor for more than 700 industry-leading manufacturers, including:

- |                  |                    |
|------------------|--------------------|
| 3M               | Miltex             |
| Abbott           | PDI                |
| Bayer HealthCare | Quidel Corporation |
| BD               | Roche              |
| Biosound Esaote  | Seca               |
| Beckman Coulter  | Siemens            |
| Graham Medical   | Terumo             |
| J & J            | Welch Allyn        |
| Midmark          |                    |

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