

WAY

10

Omnicell — Outcomes. Defined and Delivered.

Transforming pharmacy care starts with understanding where you are in the journey and then designing the right set of robotics, smart devices, software, and services, optimized by experts, to achieve your medication management goals.

President & CEO: Randall Lipps

Founded: 1992

Employees: 4,000+

Stock Symbol: OMCL

Toll-Free Phone: (877) 415-9990

Address: 4220 North Freeway
Fort Worth, TX 76137



Company Background

Since 1992, Omnicell has been committed to transforming the pharmacy care delivery model in an effort to optimize financial and clinical outcomes across all settings of care. Through a comprehensive portfolio of robotics, smart devices, software, and expert services, Omnicell is uniquely positioned to address evolving healthcare challenges, connect settings of care, and streamline the medication management process. Healthcare facilities worldwide partner with Omnicell to help increase operational efficiency, reduce medication errors, improve patient safety, and enhance patient engagement and adherence, helping to reduce costly hospital readmissions.

Transforming Pharmacy

Today, medication management is driven by manual, error-prone processes that significantly impact patient care. Lack of inventory visibility means costly expired medications and waste, and pharmacists are spending an estimated 75% of their time on non-clinical activities, valuable time that could be spent supporting patient care initiatives. Omnicell's comprehensive solutions — including robotics, smart devices, software, and expert services — are designed to improve safety and patient care, while delivering tangible financial outcomes and rapid return on investment. Our broad portfolio supports central pharmacy and point-of-care dispensing, IV compounding, inventory optimization, specialty pharmacy, and patient engagement/medication adherence, keeping the patient at the center of focus across the care continuum.

Delivering Outcomes

■ Point-of-Care Service

A combination of Omnicell's market leading point-of-care automation that drives nursing and pharmacy efficiency, expertise to improve solution adoption and optimization, and data-driven performance optimization, this comprehensive service is enabling nurses to spend less time managing medication and more time with their patients. One health system has reduced nursing time at the cabinet by 54%.

■ Central Pharmacy Dispensing Service

Advanced central pharmacy robotics, dispensing optimization tools, and remote and on-site experts to automate and optimize medication dispensing, help to enhance patient safety and dispensing accuracy, while reducing medication expirations and optimizing pharmacy labor and workflows. Health systems are seeing a 75% reduction in pharmacist time spent on manual distribution tasks.

■ IV Compounding Service

Combining next generation IV robotics, clinical data, and remote and on-site experts to optimize IV compounding operations, this service is designed to enhance patient safety through improved IV compounding accuracy, sterility, and supply chain control, while reducing 503B outsourcing expenses, and medication waste. One health system realized \$1.6 million in annual savings by insourcing sterile compounding operations.

■ Inventory Optimization Service

Inventory optimization helps health systems improve medication management efficiency by reducing medication waste, expirations, stockouts, and shortages. This comprehensive service combines advanced software, robust benchmarking, predictive and prescriptive analytics, and clinical experts to identify and execute potential inventory optimization opportunities. Enhanced inventory visibility helped one health system achieve \$1.2 million in medication cost savings within 12 months of implementation.

■ Specialty Pharmacy Services

Combining technology and deep industry expertise, Omnicell is empowering health systems to set up, manage, and optimize an in-house specialty pharmacy through a value-based model. These services are designed to help health systems maximize script capture and revenue associated with specialty medications, increase patient access to limited distribution drugs, and improve patient compliance, adherence, and outcomes. With this turnkey solution, a new specialty pharmacy program can become cash flow positive in less than four months.

■ Patient Engagement Services

Omnicell offers a full suite of services to automate financial activities and deliver digital omnichannel patient engagement solutions to transform clinical and business results. Retail pharmacies are realizing improved operational efficiency, increased profitability and prescription retention, and improved patient medication adherence. Patients enrolled in a Med Sync engagement solution were three times more adherent, helping to improve health outcomes and reduce hospital admissions.