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Cardinal Health™ Point-of-Care Testing Program

The Cardinal Health™ Point-of-Care Testing Program helps position independent pharmacies as health and wellness destinations with a comprehensive turnkey solution of tools and resources necessary to offer rapid diagnostic testing and wellness screenings.

President & CEO: Jason Hollar

Founded: 1971

Employees: Approximately 46,500

Stock Symbol: CAH

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Company Background

Cardinal Health is a distributor of pharmaceuticals, a global manufacturer, and distributor of medical and laboratory products, and a provider of performance and data solutions for healthcare facilities. With more than 50 years in business, operations in more than 30 countries, and approximately 46,500 employees globally, Cardinal Health is essential to care.

Product Overview

■ What is point-of-care testing?

Point-of-care testing involved performing a CLIA-waived test, outside of a laboratory, that produces a rapid and reliable result to aid in disease screening, diagnosis, and/or patient monitoring. Point-of-care testing allows for the screening and diagnostic process to be completed during a single encounter at or near the point of care.

■ Why should you offer point-of-care testing in your pharmacy?

Point-of-care testing can provide another clinical revenue source for your pharmacy, reinforce your pharmacy as a health and wellness destination in your community, and provide a means to provide care at the top of your training. When time matters to your patients, you can provide earlier diagnosis and reduce the time between symptom onset and treatment for infections like flu, covid, and strep. Additionally, according to NCPA, patients can expect high copays for urgent care visits, where a pharmacy is:

- Cost-effective, while still protecting your margin per test.
- Accessible: Able to offer extended hours outside of urgent care clinics.
- Convenient: According to Becker's Hospital Review, nearly 90% of Americans live within five miles of a pharmacy and there is often little wait time compared to an urgent care clinic.
- A one-stop shop for patients: test, consult, and treat — all in one location.

■ What makes the Cardinal Health™ Point-of-Care Testing Program different?

This program provides reduced, member-only pricing for tests and supplies for 12 disease states, as well as 24/7 access to resources on our member portal. A pharmacy developing a point-of-care testing program on their own would require extensive regulatory research, product development and evaluation, clinical expertise, and monetary investment. We eliminate the guesswork and provide everything your pharmacy needs within one program. We are here to support you as you adapt to a consumer-driven market and ever-growing patient needs.

■ Support the Health of Your Community While Expanding Your Practice

- Capitalize on the growing point-of-care testing market while increasing over-the-counter product purchases.
- Increase access to convenient point-of-care testing in your community while reinforcing your pharmacy as a patient care destination.
- Consult and test in a single visit.
- Support your patients as they navigate the consumer-driven healthcare market.

■ Enjoy Exclusive Access to a Variety of Program Components

- Testing protocols that outline the process to screen patients.
- Member-only reduced pricing on tests and supplies for 12 disease states.
- Physician collaborative practice agreements that enable pharmacists with prescriptive authority to test and prescribe*.
- 24/7 access to a member-only, web-based resource center.
- Training on test administration, sample collection, and bloodborne pathogens.
- Forms and templates to establish a point-of-care testing program that can be downloaded and printed with your pharmacy's logo.
- Continuing Education courses related to point-of-care testing.
- Starter kit of promotional marketing materials available to download and print through the resource center.

Ordering Information

■ Upon Enrollment Receive:

- Access to Point-of-Care Testing Resource Center and Continuing Education Courses.
- Access to member-only reduced pricing on tests and supplies.
- Physician-signed Collaborative Practice Agreement*.

For more information or to enroll in the Cardinal Health™ Point-of-Care Testing Program, contact your Cardinal Health representative or visit cardinalhealth.com/poct.

*The availability of collaborative practice agreements is dependent on state regulations.