

Cardinal Health Acquires OutcomesMTM

Acquisition expands Cardinal Health's ability to help payers, retail pharmacies, hospitals and IDNs deliver Medication Therapy Management (MTM) services to eligible patients

DUBLIN, Ohio, July 16, 2015 — Cardinal Health today announced the acquisition of Des Moines, Iowa-based OutcomesMTM, a privately owned company that contracts with more than 40 U.S. health plans throughout the United States to deliver personalized **Medication Therapy Management (MTM)** services to more than 5.5 million patients through a network of more than 50,000 local chain and independent retail pharmacies, nationwide.

MTM refers to a broad range of health care services, provided by pharmacists, which help ensure patients are on the right medications, using them the right way, and achieving the desired results.

Cardinal Health Pharmaceutical segment CEO Jon Giacomini said that as the healthcare industry continues to evolve toward value-based performance models, **MTM services are becoming an increasingly important tool** in the industry's effort to improve medication adherence and patient outcomes while reducing adverse events and unnecessary healthcare costs across the continuum of care. He also said that MTM services play a critical role in enabling payers to improve their Medicare Star Ratings performance and other quality improvement measures.

Cardinal Health launched its own **MTM solution for retail pharmacies** in 2014 – through which Cardinal Health pharmacists deliver MTM services to patients, on behalf of participating retail pharmacies. The company also launched an **MTM solution for payers** in 2014, through which the company connects MTM-eligible members with retail pharmacies who can deliver MTM services.

"This acquisition aligns with Cardinal Health's strategy of getting closer to the patient, by significantly strengthening our ability to help payers, retail pharmacies, hospitals and Integrated Delivery Networks connect their patients, employees and members to pharmacists who can deliver personalized MTM services that can improve care quality and reduce costs," said Giacomini. "This acquisition also aligns with Cardinal Health's commitment to helping retail pharmacists receive reimbursement for delivering important cognitive services to patients."

OutcomesMTM services will be part of Cardinal Health's Pharmaceutical segment. Its 60+ employees, including its senior management team, will transition to Cardinal Health following the acquisition.

"We sought a partner that shared our vision for MTM along with the resources to advance our program to new heights - we have found that partner in Cardinal Health," said Tom Halterman, CEO of OutcomesMTM. "We look forward to combining our industry-leading, face-to-face MTM network and technology with Cardinal Health's broad health care expertise to define a new state-of-the-art for MTM programs."

Financial details of the acquisition will not be disclosed.

About Cardinal Health

Headquartered in Dublin, Ohio, Cardinal Health, Inc. (NYSE: CAH) is a \$91 billion **health care services company** that improves the cost-effectiveness of health care. Cardinal Health helps **pharmacies, hospitals**, ambulatory surgery centers, clinical laboratories and physician offices focus on patient care while reducing costs, enhancing efficiency and improving quality. Cardinal Health is an essential link in the health care supply chain, providing pharmaceuticals and medical products and services to more than 100,000 locations each day and is also the industry-leading **direct-to-home medical supplies distributor**. The company is a leading manufacturer of medical and surgical products, including gloves, surgical apparel and fluid management products. In addition, the company operates the nation's largest network of radiopharmacies that dispense products to aid in the early diagnosis and treatment of disease. Ranked #26 on the Fortune 500, Cardinal Health **employs 34,000 people** worldwide. More information about the company may be found at www.cardinalhealth.com and [@CardinalHealth](https://twitter.com/CardinalHealth) on Twitter.

<https://newsroom.cardinalhealth.com/OutcomesMTM>