

# Onmark GPO Contract Compliance Tool User Guide

Perform members can now access their Onmark GPO contract compliance information online. Log in to the [McKesson Specialty Health Customer Center](#) website to view individual Perform contract performance anytime throughout the quarter to ensure you remain on track to achieve contract savings. This performance data is similar to what you have received previously from your account representative, but is now available in an online format for your convenience. The performance data reported online is based on eligible contract purchases aggregated at a member's primary site. Final performance results will be subject to manufacturer review and approval.

Below is a user guide to help you access and understand the information available through this new tool. For further questions regarding the online contract compliance tool, please contact your McKesson Account Executive at 866.686.8340 or email [msh.providers@mckesson.com](mailto:msh.providers@mckesson.com).

## Online Contract Compliance Tool: Step-by-Step User Guide

### INPUT:

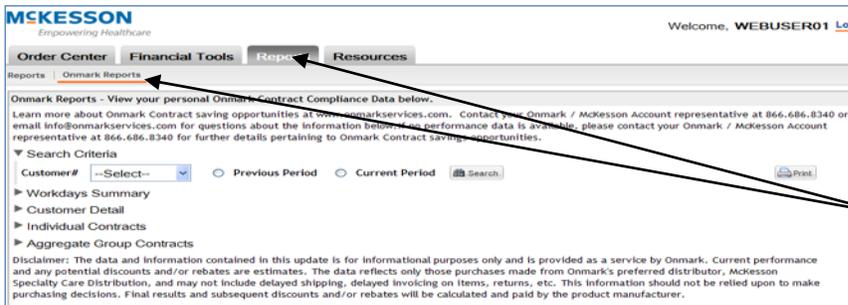
Log in to the [Customer Center](#) using your personalized user ID and password.



Previous Period: Reflects performance results from the most recent full quarter.

Current Period: Reflects performance based data through the prior day's purchases.

Under the *Reports* and *Onmark Reports* tabs, use the **Search Criteria** to select your Primary Customer Site Number #: xxxxx , Previous Period or Current Period, and Search



Reports and Onmark Reports Tab. Input your customer Search Criteria.

## OUTPUT:

Once logged in and the search has completed its output, you will be able to see your personalized contract compliance data. Below is an example of what the webpage will look like. By scrolling over each data point, definitions will appear in boxes to the right providing key messaging around how to interpret the data.

Members with no data from either a previous or current period search should contact their McKesson account representative at 866.686.8343 for further details pertaining to contract savings opportunities.

Customer#   Previous Period  Current Period

▼ Workdays Summary

	Workdays in Period	Workdays Elapsed	Workdays Left in Period	% Period Completed
1	64.00	37.00	27.00	57.81

▼ Customer Detail

	Parent Site	Practice Name	Address	City	State	Zip
1	2020	Hematology Oncology LLC	67 State Street	Oakland	CA	55555

▼ Individual Contracts

**Genentech Perform Contracts**

	Onmark Program Name	Invoice Qty Q1 2011	Invoice Qty Q2 2011	Average Daily Sales Q1 2011	Average Daily Sales Q2 2011
1	RITUXAN (100 MG)	915.00	630.00	14.30	17.03
2	HERCEPTIN (440 MG)	139.00	72.00	2.17	1.95
3	AVASTIN (100 MG)	930.00	605.00	14.53	16.35

▼ Aggregate Group Contracts

**Aggregate Perform Contracts**

	Onmark Program Name	Minimum Growth Goal %	Baseline Qty	Minimum Growth Goal	Invoice Qty 04/01/2011 - 06/30/2011	Vials to Min Growth Goal	% To Goal	Average Daily Sales (ADS)	ADS needed to reach goal	Estimated Quarter End Purchases
1	ABRAXANE	1.00	121.00	123.00	58.00	65.00	47.15	1.57	1.92	100.32
2	AGG ABRAXANE	1.00	*	*	*	*	49.67	*	*	*
3	TORISEL	0.00	19.00	19.00	11.00	8.00	57.89	0.30	0.30	19.03
4	AGG TORISEL	0.00	*	*	*	*	45.41	*	*	*

**Aloxi Perform Contract**

	Onmark Program Name	Minimum Market Share %	Market Share %	Invoice Qty 04/01/2011 - 06/30/2011	Vials to 65 % Market Share	Vials to 75 % Market Share	Vials to 85 % Market Share
1	ALOXI INDIVIDUAL	65.00	100.00	717.00	0.00	0.00	0.00

AGG ALOXI - contact your Onmark/McKesson Account Representative for group performance.

**Aranesp Perform Contract**

	Onmark Program Name	Minimum Market Share %	Market Share % 04/01/2011 - 06/30/2011	Invoice Qty	Vials Needed To Reach Goal
1	ARANESP (200 MCG)	80.00	96.54	1.00	0.00
2	AGG ARANESP (200 MCG)	80.00	89.43	1.00	0.00

Disclaimer: The data and information contained in this update is for informational purposes only and is provided as a service by Onmark. Current performance and any potential discounts and/or rebates are estimates. The data reflects only those purchases made from Onmark's preferred distributor, McKesson Specialty Care Distribution, and may not include delayed shipping, delayed invoicing on items, returns, etc. This information should not be relied upon to purchasing decisions. Final results and subsequent discounts and/or rebates will be calculated and paid by the product manufacturer.

Individual Contracts – Savings based on individual performance.

A product with a size noted in parenthesis – for measurement purposes data is converted to a common unit.

Aggregate Contracts – Savings based on the performance of the entire contract membership group.

Minimum Growth Goal % – % needed to achieve minimum savings.

Baseline Qty – Member individual goal based on historical purchase data.

Minimum Growth Goal – Vials needed to achieve minimum growth goal.

Invoice Qty – Vials purchased to date.

Vials to Min Growth Goal – Vials purchased to date minus vials needed to achieve minimum growth goal.

% To Goal – Vials purchased to date divided by vials needed to achieve minimum growth goal. If the % is greater than the % period completed, then the customer / group is trending to achieve their goal and the % is highlighted green.

Average Daily Sales (ADS) – Invoice qty divided by workdays elapsed.

ADS needed to reach goal – Vials needed to achieve minimum growth goal divided by workdays in period.

Estimated Quarter End Purchases – ADS x workdays in period.

The asterisk symbol (\*) in the Aggregate Table informs customers to – Refer to % To Goal status for group performance.

Minimum Market Share % – Market share required for minimum savings

Vials to 75% & 85% Market Share – Market share required for incremental savings.