



cencora

Besse Medical

Physician practice
distribution at its best

The image shows a clinical or office environment. On the left, a woman with short grey hair and glasses, wearing a dark grey sweater, is seen from the side, looking towards the right. On the right, a woman with brown hair tied back, wearing light blue scrubs, is sitting and looking down at a silver laptop. The background features white cabinetry, a sink with a faucet, and various medical supplies on a counter.

Moving health forward through distribution excellence

Besse Medical is one of the nation's largest and most trusted distributors to community physician practices. We serve many specialties in the physician class of trade including: vision, rheumatology, urology, orthopedic, gastroenterology, neurology, cardiology, primary care, and dozens more.

We empower physician practices to deliver quality patient care today and prepare for the challenges of tomorrow. From access to life changing medicines, to actionable data insights and market-leading specialty expertise, we build partnerships that help practices thrive.

Advancing access

As part of Cencora, Besse Medical ensures that crucial medications efficiently, reliably and securely reach their destinations. We help ensure the integrity of the healthcare supply chain by remaining steadfast in our commitment to partnering with manufacturers and healthcare providers, to support and protect pharmaceutical access for all of those in need.

We utilize a proven network and innovative channel strategies to safeguard patients access to the medications they need, when and where they need them. This ensures your practice has access to thousands of products as soon as they come on the market: pharmaceuticals, vaccines, biosimilars, generics, biologicals and basic ancillary supplies.

We are continuously advancing connections across healthcare to bring practices improved access, flexibility and choice.

Our values align with your values

We value empathy, because you do

Your day-to-day experience is of paramount importance to us, so delivering our customer-centric mindset has been our hallmark since 1948. We recognize the importance of our relationship with your practice and strive to understand your needs along with the needs of your patients. Our team members are attentive, expedient, flexible, and equipped with the knowledge to support every area of your practice. We take good care of our people so they can take good care of you.

We value immediacy, because you do



We deliver drug orders by 10:30am ET the next business day anywhere in the continental U.S.



Friday orders remain in a temperature controlled environment to arrive safely on Monday



Calls to customer service are answered quickly by a person, not a robotic voice system

Leading the distribution services industry in accuracy, compliance and multiple-location management

You can feel secure in the knowledge that each order will arrive reliably with the fully compliant traceability you need and visibility of the entire chain of custody.



- 99.9% order accuracy
- 50,000+ managed products
- 200,000-square-foot main distribution center
- Adjacent to UPS main shipping hub
- Temperature and humidity monitoring
- NABP Accredited
- 30+ DSCSA-compliant distribution centers
- Fully redundant business continuity network
- Streamlined cold chain logistics
- 24/7 security and power backup
- 4 distribution centers dedicated to specialty network
- Fair Share Allocation program

Stability and support

Elevating community care with expert knowledge across the specialty practice landscape in the buy-and-bill model.

Managing cost

We can help you make smart buying decisions, improve efficiencies and reduce administrative burdens. Our best-in-class systems enable us to implement and accurately support unique contracting and pricing programs, with the flexibility required for each unique practice.

We provide premium access to the best contracts and pricing available to each practice on each product. Whether it's through a national GPO, our specialty GPO, or manufacturer pricing program - we manage all contracts to ensure the best price.

Insights and support

To ensure your practice can perform at its peak, you need a partner who understands your business. Working with a team that understands your unique challenges and opportunities can make attaining peak business performance a reality. When you work with us, you can be certain you're working with a partner focuses on your specific needs and tailors your support accordingly. Your account managers are here to help your practice succeed.

- Insights on product availability, pricing and regulatory trends
- Proactive measures on your usage trends to protect volume pricing
- Expertise on contract and program eligibility
- Attention focused on expanded drug indications and new drug launches
- White glove guidance setting up your account through a streamlined onboarding experience

Together, we have a strong voice

Our dedicated government affairs team actively advocates on behalf of patients and community practices at all levels of legislation.

With insights from our Community Counts advocacy initiative that represents community-based specialty providers we are able to have a strong collective voice. Fair reimbursement, patient access, recognition for services provided—these are important issues for independent specialty providers. In order to preserve access to community-based care, we have to ensure our collective voice is heard, understood, and acted upon.

For more information, visit us at communitycountsadvocacy.org

Global sustainability and corporate responsibility

Healthier futures start with the health of our people and planet, which is why we are committed to building partnerships and operations that benefit society and the environment. Our commitment to global sustainability and corporate responsibility focuses on three core areas: inspired team members, resilient operations, and healthy communities.

[Learn more at **esg.cencora.com**](https://www.esg.cencora.com)

Ingenuity and a focus on your future

Our innovative solutions position your practice for the healthcare of tomorrow. We seek to understand your practice's unique needs and tailor products, technology, and support to you.

Online supply management

Besse Medical's online ordering storefront, ABC Order, is a unified e-commerce platform that allows for a holistic customer experience across the Cencora family of companies. It provides 24-hour access to order placement, tracking, reporting and online payment management in a streamlined user experience. Users can quickly and easily see product updates, price changes, recalls, training and webinars in ABC Central. While the robust reporting tool offers scheduling and customization of dozens of reports.

Inventory management

Like all of our solutions, inventory management is designed in partnership with practices, to help you take control over your valuable pharmaceuticals by streamlining workflow, reducing waste and increasing profitability. Our systems go far beyond just optimizing inventory, becoming central to your operations, providing a peace of mind that can only come from a system that has the integration you need.

Business intelligence

We offer access to business intelligence solutions that will help enhance productivity, reduce audit risk, increase revenue and drive growth through data-supported insights. Your data is a powerful tool; our teams help you understand it and turn it into actionable insights.



When access to products is improved, delivery is swift and inventory is managed more efficiently, then community practices thrive and are free to focus on providing outstanding health care. At Besse Medical, we're committed to creating healthier futures, together.

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Learn how Besse Medical is committed to helping community specialty physician practices of all sizes

Hours: Monday-Thursday 8:30am - 7:00pm ET, Friday 8:30am - 5pm
Learn more: besse.com, sales@besse.com, 1.800.543.2111