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LIFE SCIENCES

Case Study

McKesson reaps benefits of working with "like-minded" companies in Georgia

McKesson, America's oldest and largest healthcare services company, has grown its presence in Georgia for nearly 15 years. Atlanta is home to McKesson Technology Solutions and their 3,600 employees throughout the state. The company has grown through acquisitions since moving into Atlanta, resulting in a growing, consolidated technology presence in Georgia.

"Our goal is to grow the technology base here in Georgia where like-minded companies can capitalize on the myriad of resources available to us, including talented labor markets, the strong network of technology colleges and other workforce pipelines," said Robert Hendricks, Chief Technology Officer and Chief Information Officer, McKesson Technology Solutions.

McKesson leverages these resources and its close proximity to Hartsfield-Jackson Atlanta International Airport to transport more than 500 products into the healthcare market space. Company representatives work closely with state economic development officials, members of the Metro Atlanta Chamber and Georgia Chamber of Commerce, as well as the Technology Association of Georgia (TAG), which is dedicated to the promotion and economic advancement of the state's technology industry.

Along with five other health IT suppliers — all of which have a presence in Georgia — McKesson is a founding member of a collaborative effort to solve the longstanding issue of interoperability. The not-for-profit organization, CommonWell Health Alliance, will help care providers and patients across the U.S. effectively share patient-centered health data regardless of the care setting.

The content of the case study was provided in 2013.

WHAT GEORGIA OFFERS MCKESSON TECHNOLOGY SOLUTIONS

> Vibrant HIT community

> Easy access to the world through Hartsfield-Jackson Atlanta International Airport

> Ready, talented workforce

> Excellent higher education system

MCKESSON

"McKesson helps healthcare providers achieve better business health, and we have a large presence in Georgia. We are actively involved in the state's growth as a healthcare IT capital and in making Georgia a Top 5 Technology State within the next three to five years."

Robert Hendricks
Chief Technology Officer and Chief Information Officer
MCKESSON TECHNOLOGY SOLUTIONS

About Health Information Technology in Georgia

The Health Information Technology (HIT) sector in Georgia is one of the strongest in the U.S. because of the state's robust telecommunications infrastructure and healthcare system, skilled workforce and pro-business environment.

More than 225 HIT companies employ approximately 30,000 people, including eight on the HCI 100 list that generate approximately $4.5 billion in cumulative revenue. Among those HIT companies that have a signigicant presence in Georgia are Allscripts, Craneware, GE Healthcare, Greenway Health, HealthPort, McKesson Technology Solutions, MedAssets, Navicure, Philips Healthcare and SIS.

One of the founding members of the world's largest HIT organization, Healthcare Information and Management Systems Society (HIMSS), was a professor at the Georgia Institute of Technology. Two of the country's largest fiber optic routes — North/South and East/West — cross in metro Atlanta, which ranks in the top five U.S. markets for total bandwidth and fiber access. In addition, the Southeast's largest concentration of telecommunication companies sits at the heart of downtown Atlanta.

FOR MORE INFORMATION

Contact the life science team at the Georgia Department of Economic Development 678.252.9345

Georgia.org/HIT

We SPEAK Business

Top 10 U.S. IT Markets

State	2010-2020 Growth Rate	2020-2030 Growth Rate
Washington	20.4%	26.9%
Georgia	**17.9%**	**19.9%**
Massachusetts	12.6%	10.8%
Florida	7%	8.5%
Texas	5.9%	5.2%
New York	10.4%	4.8%
California	19%	4.8%
United States	9.1%	3%
Pennsylvania	3.4%	1.8%
Ohio	1.6%	-3.4%
Illinois	-2.6%	-4.8%

Source: Moody's Economy.com, March 2013

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