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InnerWorkings Expands Partnership with McKesson

Global marketing execution firm to drive efficiency and cost savings by consolidating McKesson's marketing and operational materials across organizational lines and service areas

CHICAGO--(BUSINESS WIRE)-- InnerWorkings Inc. (NASDAQ: INWK), the leading global marketing execution firm, today announced an expansion of its ongoing relationship with healthcare services provider McKesson Corporation.

The expanded partnership will create a best-in-class shared service function for McKesson's marketing, sales, and operational collateral throughout North America. By consolidating management under a single, multi-service provider, InnerWorkings and McKesson will streamline sourcing and production, simplifying requests for materials and driving brand consistency across channels, formats, and markets. This will increase speed-to-market, consolidate buying power, and leverage InnerWorkings' industry-leading technology to simplify, centralize, and analyze every aspect of production.

"After working with InnerWorkings for many years, we have seen firsthand the value they bring in streamlining marketing execution," notes Andy Burtis, McKesson's Senior Vice President of Corporate Marketing & Communications. "We look forward to a greater partnership with InnerWorkings to realize near-term benefits and further expand our relationship into new areas."

"This expansion will enhance McKesson's marketing procurement practices and raise the bar for consistency while lowering their costs," comments Chris Dent, Vice President of Commercial Strategy & Operations at InnerWorkings. "This is a challenge for which InnerWorkings is uniquely positioned—to translate our deep expertise in category best practices, our vast network of trusted suppliers, and our powerful marketing execution technology into meaningful value for our clients."

For more information about InnerWorkings, visit www.inwk.com, and for more about McKesson Corporation, visit www.mckesson.com.

About InnerWorkings, Inc.

InnerWorkings, Inc. (NASDAQ: INWK) is the leading global marketing execution firm serving Fortune 1000 brands across a wide range of industries. As a comprehensive outsourced enterprise solution, the Company leverages proprietary technology, an extensive supplier network and deep domain expertise to streamline the production of branded materials and retail experiences across geographies and formats. InnerWorkings is headquartered in Chicago, IL and employs more than 1,500 individuals to support global clients in the execution of multi-faceted brand campaigns in every major market around the world. Among the many industries InnerWorkings serves are: retail, financial services, hospitality, consumer packaged goods, not-for-profits, healthcare, food & beverage, broadcasting & cable, and transportation. For more information visit: www.inwk.com.

About McKesson Corporation

McKesson Corporation, currently ranked 5th on the FORTUNE 500, is a healthcare services and information technology company dedicated to making the business of healthcare run better. McKesson partners with payers, hospitals, physician offices, pharmacies, pharmaceutical companies, and others across the spectrum of care to build healthier organizations that deliver better care to patients in every setting. McKesson helps its customers improve their financial, operational, and clinical performance with solutions that include pharmaceutical and medical-surgical supply management, healthcare information technology, and business and clinical services. For more information, visit www.mckesson.com.

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