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Omnicell Adds to Product Offerings in Canada Through Agreement with McKesson Canada

Arrangement Transitions Sales and Service of Former Aesynt Products to Omnicell

MOUNTAIN VIEW, Calif., May 9, 2017 /PRNewswire/ -- Omnicell, Inc. (NASDAQ: OMCL), a leading provider of medication and supply management solutions to healthcare systems and pharmacies, today announced it has reached an agreement with McKesson Canada under which direct sales of Omnicell's former Aesynt® products will transition from McKesson Canada back to Omnicell. These products include central pharmacy robotics, AcuDose-Rx® automated dispensing cabinets and analytics. McKesson Canada will transition service of these products back to Omnicell as current customer support contracts expire.



"McKesson Canada will honor all existing customer contracts to ensure a smooth transition in partnership with Omnicell," said Jean-Philippe Blouin, vice president Technology Solutions at McKesson Canada. He added, "McKesson Canada will continue to be the exclusive distributor of PACMED® and PACVision® in both the hospital and retail pharmacy market in Canada."

"Omnicell has over 20 years of experience serving the Canadian market and we look forward to expanding the scope of our sales in Canada," said J. Christopher Drew, president, North American Automation and Analytics at Omnicell. "Omnicell is committed to providing a smooth transition for the current customer base and delivering the same high quality of service they have been receiving from McKesson Canada."

Omnicell currently sells and services automated dispensing systems, pharmacy automation, and analytics products via a direct sales force in Canada. Moving forward, Canadian customers will benefit directly from Omnicell's entire portfolio, including its new XT Automated Dispensing Cabinets introduced last December.

About Omnicell

Since 1992, Omnicell (NASDAQ: OMCL) has been inspired to create safer and more efficient ways to manage medications and supplies across all care settings. As a leader in medication and supply dispensing automation, central pharmacy automation, IV robotics, analytics software, and medication adherence and packaging systems, Omnicell is focused on improving care across the entire healthcare continuum—from the acute care hospital setting, to post-acute skilled nursing and long-term care facilities, to the patient's home.

Over 4,000 customers worldwide use Omnicell® automation and analytics solutions to increase operational efficiency, reduce medication errors, deliver actionable intelligence and improve patient safety.

Omnicell's innovative medication adherence solutions, used by over 32,000 institutional and retail pharmacies in North America and the United Kingdom, are designed to improve patient adherence to prescriptions, helping to reduce costly hospital readmissions.

Recent Omnicell acquisitions, including Ateb, add distinct capabilities, particularly in central pharmacy, IV robotics, and pharmacy software, creating the broadest medication management product portfolio in the industry.

For more information about Omnicell, Inc. please visit www.omnicell.com.

Forward-Looking Statements

This release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, including, but not limited to, statements relating to the agreement with McKesson Canada and the benefits thereof and the expected impact of the agreement, including on the financial results of Omnicell. As such, they are subject to the occurrence of many events outside Omnicell's control and are subject to various risk factors that could cause actual results to differ materially from those expressed or implied in any forward-looking statement. Risks include, without limitation, risks associated with business transactions, such as the risk that the expected benefits of the transaction will not occur; risks related to future opportunities and plans for the company based on the transaction, including uncertainty of the expected financial performance and results of the company following completion of the transaction; disruption from the transaction, making it more difficult to conduct business as usual or maintain relationships with customers, employees, or suppliers; and the possibility that if the company does not achieve the perceived benefits of the transaction as rapidly or to the extent anticipated by financial analysts or investors, the market price of Omnicell's shares could decline. Other risks that contribute to the uncertain nature of the forward-looking statements include our ability to take advantage of the growth opportunities in medication management across the spectrum of healthcare settings, including by increasing patient access to medication adherence solutions through relationships with pharmacies, unfavorable general economic and market conditions, risks to growth and acceptance of our products and services, the potential of increasing competition, potential regulatory changes and the ability of the company to improve sales productivity to grow product bookings, to develop new products, and to acquire and successfully integrate companies. These and other risks and uncertainties are described more fully in Omnicell's most recent filings with the Securities and Exchange Commission. Prospective investors are cautioned not to place undue reliance on forward-looking statements. All forward-looking statements contained in this press release speak only as of the date on which they were made. Omnicell undertakes no obligation to update such statements to reflect events that occur or circumstances that exist after the date on which they were made.

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Editor's Notes:

1. All Omnicell news releases (financial, acquisitions, products, technology etc.) are issued exclusively by PR Newswire and are immediately thereafter posted on the company's external website, [omnicell.com](http://www.omnicell.com).
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