

# McKESSON

Building industry leadership through cold chain excellence.

A CASE STUDY

**McKESSON**

**COLD CHAIN<sup>®</sup>**  
TECHNOLOGIES

# THE RESULTS

McKesson's transformation through the CCT EcoFlex™ solution has delivered impressive results

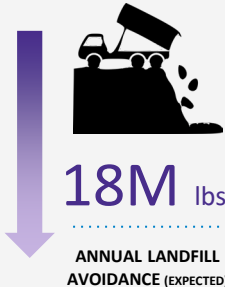
## Adoption

By the end of 2025, 75% of McKesson's shipments will be in reusable packaging shippers.



## Sustainability

Avoidance of significant landfill contributions, saving 19lbs of waste per package.



## Improved Throughput

Increased efficiency with more lines processed per hour and reduced handling complexity.



## Cost & Performance

Simplified operations lowered total shipping costs and reduced errors, solidifying McKesson's leadership in cold chain logistics.



## Market Advantage

McKesson secured a leadership position in the industry, as evidenced by global clients like moving from competitors to their solutions.

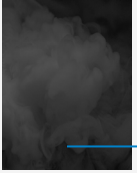


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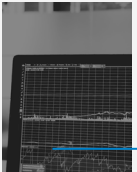
**01**

EXECUTIVE SUMMARY



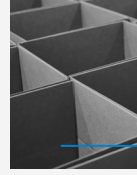
**02**

THE CHALLENGE



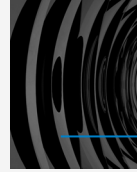
**03**

THE SOLUTION



**04**

THE RESULTS



**05**

LOOKING AHEAD

**McKesson partnered with Cold Chain Technologies (CCT)** to simplify packaging, enhance their cold chain logistics and establish differentiation among the "Big 3" healthcare distributors.

CCT delivered the **CCT EcoFlex™ solution**, a reusable, sustainable, easy-to-use, and robust solution that streamlines seasonal operations, reduces costs, and strengthens McKesson's position as a leader in cold chain logistics.

## McKesson faced unique challenges in their operations

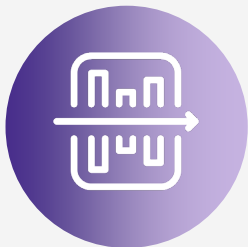
### Sustainability Goals

A significant priority in achieving a competitive edge.



### Seasonal Business Variability

Hiring seasonal associates for flu season (August–October) introduced inefficiencies and errors.



### Delivery Challenges

Decreased on-time delivery performance from major carriers like UPS/FedEx.



### Operational Complexity

High error rates due to complex packing solutions increased failure rates.



### Rising Costs

Weight-based shipping costs (\$1.25/pound) and throughput inefficiencies inflated operational expenses.



***McKesson needed a simpler, sustainable, and cost-effective packaging solution that minimized errors and improved operational throughput.***

# CCT introduced the “EcoFlex Reusable Program”, revolutionizing McKesson’s approach to cold chain logistic

01

## SUSTAINABILITY

EcoFlex integrates VIP Insulations with CCT’s patented shape stable PCM to create a Universal solution. This reduces landfill impact by 19lbs per package.

02

## SIMPLICITY & EFFICIENCY

Streamlined packout components from five to two and reduced labor touches from nine to four. This improved packing throughput by 10-15%, enabling more efficient seasonal operations.

03

## PERFORMANCE & ROBUSTNESS

Optimized for winter and summer conditions to ensure temperature consistency.

Self-monitoring capabilities via CCT Smart Solutions™ Portal provided real-time shipment visibility

04

## COST SAVINGS

Reduced weight, labor costs, and error rates contributed to improved overall cost efficiency.

# THE RESULTS

McKesson's transformation through the CCT EcoFlex™ solution has delivered impressive results


## Adoption

By the end of 2025, 75% of McKesson's shipments will be in reusable packaging shippers.

**BY 2025**  
**75%**  
SHIPMENTS WILL  
UTILIZE A REUSABLE  
PACKAGING  
SOLUTION

## Sustainability

Avoidance of significant landfill contributions, saving 19lbs of waste per package.

  
**18M lbs**  
ANNUAL LANDFILL  
AVOIDANCE (EXPECTED)

## Improved Throughput

Increased efficiency with more lines processed per hour and reduced handling complexity.

**50%**  
INCREASED  
EFFICIENCY

## Cost & Performance

Simplified operations lowered total shipping costs and reduced errors, solidifying McKesson's leadership in cold chain logistics.

  
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## Market Advantage

McKesson secured a leadership position in the industry, as evidenced by global clients like moving from competitors to their solutions.



## McKesson's partnership with CCT has set the stage for continued innovation and expansion

### CARE Services Expansion

Enhanced customer support for shipment monitoring and risk mitigation.

### Smart Solutions Integration

Advanced customization and a dashboard with 100% visibility across the supply chain.

### Risk Analysis and Compliance

Leveraging CCT Smart Solutions™ to align with DSCSA requirements, ensuring comprehensive supply chain security and traceability.





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By prioritizing simplicity, sustainability, and performance, CCT & McKesson together are shaping the future of cold chain logistics.

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Learn more about how CCT can transform your supply chain at <https://www.coldchaintech.com/>

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