

## Featured Partner

Cardinal Health continues its tradition of innovative service offerings and industry leadership. See who they are and where they're going in the cardiology field.



*An interview with Renzo Adduci, R.Ph., ANP  
Sr. Director, Corporate Accounts OPC*



**Q: Why have you chosen MedAxiom as a way to communicate with the cardiology practices?**

A: We consider MedAxiom the leading, largest and most diverse member based organization representing cardiology practices today. MedAxiom has demonstrated over time the value it brings to their membership relative to the cutting edge programs they have developed and the corporate partners they have selected to further enhance membership value for which Cardinal Health Nuclear Pharmacy Services is a proud contributor.

**Q: How does your business currently interact with the Cardiology practices?**

A: Through our wholly owned network of over 150 nuclear pharmacies, Cardinal Health provides unit dose radiopharmaceuticals 24/7/365 to MedAxiom members under a competitive primary source corporate account supply agreement. Cardinal Health's board certified and authorized nuclear pharmacists provide clinical and technical support and consultation. Our highly-trained sales consultants provide information and support to MedAxiom members relative to the many unique Cardinal Health practice-enhancing programs.

**Q: What primary products are utilized by the practices?**

A: Cardinal Health nuclear pharmacies provide MedAxiom members with all radiopharmaceuticals intended for use in Myocardial perfusion imaging and general nuclear medicine in patient specific unit dose form. In addition, MedAxiom members can avail themselves of practice-enhancing products developed by Cardinal Health such as Syntrac™, department management software, Cardio Writer™ report generation software, Data-Metrix<sup>SM</sup> customized nuclear benchmarking and trending report, ICANL certification program, Cardiology Solutions™ start-up and practice development programs, nuclear medicine technologist staffing services where available and the SECURE™ OSHA compliant safety insert system.

**Q: What differentiates your organization from others?**

A: There are many differentiators but the main ones are:

- The largest wholly owned vertically integrated national network of nuclear pharmacies in the U.S., which translates into uniform service for all MedAxiom members
- More board certified nuclear pharmacists than any other company in the U.S.
- An accuracy dispensing rate of 99.999%
- The largest fleet of delivery vehicles manned by fully trained Customer Service Assistants
- Extremely service focused

**Q: How do you intend to add more value to your customers in the next 12 months?**

A: Many of you know that Cardinal Health is the leading provider of healthcare products and services, a Fortune 20 company that has much to offer a customer, but has grown largely by acquisition. Current efforts are underway in our corporation which will enable us to harness the full power of what we have to offer for our customers in more robust, integrated and efficient way.

**Q: What new products or services can we expect to see released in the next 12 months?**

A: One of our newest offerings — currently in beta — is the SYNtrac® Mobile unit, a handheld, portable device that brings the functionality of our industry-leading SYNtrac®, department management system to you in the convenience of a handheld, portable device. It allows you to avoid errors occurring in duplicate data entry and spend less time in the hot lab. We will also be adding six new CE courses to our popular online continuing education site. You will also have to stay-tuned for some new offerings that will greatly increase the convenience and safety of your day-to-day radiopharmaceutical dosing.

**Q: What are your long-term goals in serving the cardiology practice arena?**

A: Our desire is to continue our tradition of innovative service offerings and industry leadership, so that folks in the field of cardiology, will always keep Cardinal Health top of mind when they are considering a partner for their radiopharmacy needs. We want to help drive the areas of safety and profitability, so that they can focus on the needs of their patient.

**Q: Who should the MedAxiom practices contact with questions about your company or products?**

A: Renzo Adduci, R.Ph., ANP  
Sr. Director, Corporate Accounts OPC  
718-833-0184  
renzo.adduci@cardinal.com