



I worked in the lab at the bench and managed our LIS, so when I visit customers I understand their issues and needs.

Lisa Conley

Professional

VP Sales, Horizon Lab Solutions,
McKesson Corp.
Joined McKesson in 1995
in customer support for laboratory solutions.

Pre-1995, LIS coordinator for a major health system in Atlanta;
worked on the bench in the laboratory.

Education

BS, Medical Technology (ASCP)
Midway College, KY

Personal

My family is my passion.
I live near Lexington, KY,
with my husband (a retired career military officer)
and two sons.

Conley draws on lab experience for McKesson

Healthcare history. Healthcare has been our business since McKesson was founded in 1833 — more than 175 years of continuous service. While McKesson is predominantly a pharmaceutical and medical/surgical supply company, we have provided laboratory information systems (LIS) to hospitals since the early 1980s. Now we process more than a billion results per year to clinicians to assist them in diagnosing and monitoring care.

On the horizon. Working in a company that touches every aspect of healthcare, I have come to realize how important laboratory data is across the continuum of care. Lab information comprises 70% to 80% of the medical record. With the advent of American Recovery and Reinvestment Act, the ability to exchange laboratory data will be paramount in the near future. Patient care hinges on making data available to caregivers wherever they are located, whether it be across the hall, across town, or across the country. We offer a full range of information solutions for clinical and anatomic pathology labs. Our main product is Horizon Lab, which is installed in more than 200 facilities. We also offer a positive patient identification and point-of-care solution for specimen collection as well as outreach solutions, billing solutions, and specialized applications for transfusion services and anatomic pathology. We have recently submitted an application for 510(k) clearance for a point-of-care transfusion-administration device.

LIS know-how. I worked in the lab at the bench and managed our LIS, so when I visit customers I understand their issues and needs. I have walked a mile in their shoes. To make sure labs get the most out of their LIS, we provide training as part of the implementation process. We also offer distance-learning classes and webinars for our customers. McKesson Vision Centers highlight all of the company's solutions. Our Westminster, CO, location includes information about our laboratory solutions. We will be utilizing this content in our Vision Centers in San Francisco and Atlanta as well.

Community involvement. Each year the McKesson Foundation contributes more than \$5 million to non-profit organizations working to improve the health of our communities. But more importantly, McKesson is committed to inspiring our 32,000 employees worldwide to invest in our communities and care for our planet. Our annual Community Days initiative encourages our employees to participate in volunteer projects throughout the world.

Personnel matters. The lack of trained laboratory personnel is a problem all labs face. To offset the need for personnel, we design our systems to enhance workflow efficiencies so our customers can do more with less. Over the years, McKesson has sponsored residents in informatics as well as other programs that advance the science of laboratory medicine. Most recently, we became a Gold Partner of the University of North Carolina at Chapel Hill's new molecular diagnostic science master's degree program. In addition, McKesson is a member of the newly formed Digital Pathology Association, which is committed to supporting digital pathology education initiatives, defining best practices, and influencing standards and interfaces within the industry. □