

Omnicell

Corporate Fact Sheet

OMNICELL, INC. TODAY

Omnicell is recognized as a leading provider of comprehensive, technologically advanced automation that enables health care facilities to acquire, manage, dispense, and deliver medications and supplies more effectively. Omnicell automation is used from the point of entry into the hospital through the central pharmacy, nursing units, operating room, procedural areas, and patient bedsides—as well as in long-term care sites.

For over 20 years the mission of Omnicell has focused on improving the medication and supply distribution process. Approximately 4,000 hospital customers worldwide have used Omnicell's medication automation, supply chain, and analytics solutions to improve efficiency, reduce errors, and lower costs.

Omnicell non-acute care solutions, including the MTS brand, enable over 6,000 institutional and retail pharmacies worldwide to optimize productivity and control costs. Moreover, the innovative medication adherence packaging solutions can reduce costly hospital readmissions.

At Omnicell, delivering our technology is just the beginning. We are also committed to delivering the best customer experience. To ensure our customers gain the most utility from their Omnicell systems, we offer a suite of analytics software, a comprehensive training and education program, and highly rated customer support.



COMPANY PROFILE (FISCAL 2015)

Revenue	\$484.6 million
R&D expenses	\$35.2 million
History	Founded by CEO in 1992
CEO	Randall A. Lipps
Headquarters	Mountain View, California
Employees	2,200
Global presence	Business operations in more than 20 countries
Customers	More than 10,000 health care facilities and pharmacies worldwide

Location	Mfg	R&D	Service	Sales & Training
California	x	x		x
Florida	x	x		
Tennessee		x		
Illinois			x	
Pennsylvania	x	x	x	x
Germany	x	x	x	x
Italy	x	x	x	x
UK, France, UAE, China			x	x



KEY PRODUCT LINES

Central Pharmacy

Omnicell® central pharmacy systems—including robotic systems, medication carousels and packagers, and inventory management software—help automate the ordering, receiving, stocking, and picking processes. These technologies save time while improving accuracy.

IV Compounding

Omnicell offers a complete suite of robotic and semi-automated solutions for sterile compounding, to address risks and costs associated with IV compounding.

Medication Management

Omnicell automated dispensing cabinets (ADCs) are the clinician-preferred choice due to their ease of use and technological innovations that improve workflow and medication safety.

Supply Management

Omnicell automated supply management systems empower hospital supply chain management to effectively control inventory costs, accurately capture charges for reimbursement, and improve the reorder process.

Business Analytics

Advanced analytics provide visibility and insights in the areas of drug diversion detection and enterprise inventory management.

Medication Adherence Packaging

Omnicell offers a range of medication adherence and other packaging solutions for pharmacy and consumers to help reduce administration errors and increase compliance with prescribed therapy.

Modular Robotic Dispensing Solutions

Omnicell robotic dispensing solutions automate handling of medications in original manufacturers' packages for international pharmacies, leading to reductions in cost and defect levels and increases in output.



OMNICELL KLAS AWARDS¹

#1 Overall pharmacy automation equipment vendor (2013–2015)

Best in KLAS

- Automated Medication Dispensing Units: 2010–2015

Category Leader

- Automated Medication Dispensing Units: 2006–2011²
- Anesthesia Cabinets: 2011, 2014, 2015
- Medication Carousels: 2010–2015

¹ Best in KLAS Awards Medical Equipment & Infrastructure Report, November 2015.

² This Category Leader award was discontinued in 2012 and combined with Best in KLAS.
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