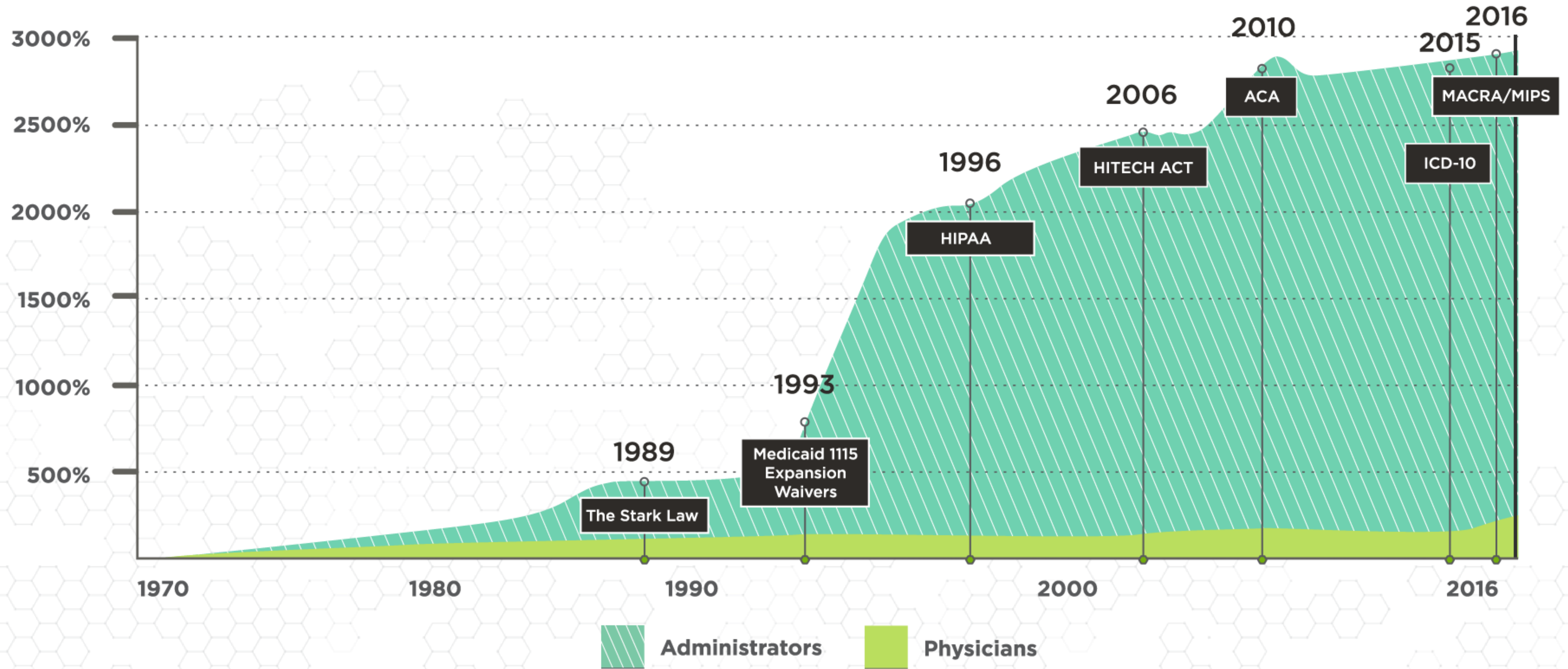


2018 Fourth Quarter and Full Year Earnings Call

February 7, 2019



3,000% Increase in Administrators since 1970



Source: Bureau of labor Statistics; NCHS; and Himmelstein/Woolhandler analysis of CPS. Note: Managers shown as moving average of current year and 3 previous years

76% Non-clinical Activities ⁷



1. Poon, China, Churchill, et al. Ann Intern Med 2006; 145:426-434

2. Flynn, Pearson & Barker. Am J Health-Syst Pharm 1997; 54:904-12

3. Flynn, Barker, Carnahan Am J Pharm Assoc 2003; 43:191-200

4. Brody J. New York Times, April 2017

5. ASCP The Consultant Pharmacist, October 2017

\$450 Billion annual spend ... with suboptimal outcomes ⁶

6. IQVIA Institute report (2018). Medicine Use & Spending in the U.S.

7. ASHP Survey (2015)AM J Health-Syst Pharm, September 2016


Omniceil Products



Autonomy as a Service

Experts as a Service






▲
Operational



▲
Clinical



▲
Compliance



▲
Population Health





XR2 AUTOMATED
CENTRAL PHARMACY
SYSTEM



IV COMPOUNDING
ROBOTS



IVX WORKFLOW



XT AUTOMATED
DISPENSING CABINETS



ANESTHESIA
WORKSTATION



VBM 200F
MULTIMED AUTOMATION



MULTIMED
ADHERENCE
PACKAGING

Central Pharmacy

Clinician Workflow

Medication Adherence



▲
Omniceil Cloud Data Platform

COST
 +
REVENUE
 +
SAFETY
 +
EFFICIENCY
 +
COMPLIANCE
 +
VALUE BASED CARE

Healthcare Market Trends & Omnicell Solutions Are Strongly Aligned

Healthcare Trend	Market Need	Omnicell Solution Strength
Health systems consolidation horizontally	Integrated & automated systems	60% of top health systems are customers... broadest portfolio
Pharmacy becoming more strategic	More sophisticated ROI based solutions	Clear innovation leader and strategic partner choice
Provider – Payor vertical integration	Increased need for Population health solutions	Emerging broadest portfolio across continuum of care