

Innovation Partnership Program

Solving healthcare's biggest challenges together

Together, we can bring ideas to life

Cencora has a dedicated team, known as Global Products & Solutions (GP&S), focused exclusively on creating best-in-class products and services. Through strategic partnerships, we continuously develop fresh concepts that have the potential to create healthier futures for our communities and drive new value together.

The largest challenges cannot be solved in a vacuum

Global Products & Solutions brings together leaders, experts, and proven processes to envision and develop solutions. Our dedication to development of cutting-edge solutions is rooted in our mission to expand access and improve care across human and animal health. Partnership makes this even more possible.




What Is the Innovation Partnership Program?

Radical innovation does not happen alone. The Innovation Partnership Program was launched as a commitment to listening to customer challenges, connecting them with solutions that meet their needs, and creating new solutions to help customers succeed. The exact 'type' of Partnership can vary but typically customers fall into one of the following engagement opportunities:



How to partner and what to expect

Partnering with Cencora and the Innovation Partnership Program (IPP) can be conducted in a few ways depending on a customer's needs. To help determine next steps consider the following:

- Align**  Review the current portfolio offerings with your Cencora contact. We may have a solution that meets your needs!
- Adopt early**  Share area of interest or current pain points with your Cencora contact. We may have a solution in development!
- Sign up**  [Sign up](#)
Join our IPP community. We will keep you informed so you can engage with us when you are ready!

The engagement experience

Partnership with Cencora through the Innovation Partnership Program will be a unique experience with a defined roadmap that meets a customer's needs. The following outlines the average engagement roles and responsibilities once a roadmap has been developed:

Cencora

Role:

- **Leads** all development planning, product discussions, and stand-up activities
- **Coordinates** core funding needs through Innovation Board process
- **Supports** development/testing processes

Provides:

- Product management
- Product design and delivery
- Technical expertise
- Go-to-market strategies

Your organization

Role:

- **Commits** to serving as a customer for the product.
- **Provides** expertise to further develop product for the target market
- **Engages** other prospective customers as requested

Provides:

- Product design input
- Market/voice of customer expertise
- Strengths based human resources
- Go-to-market input

The following responsibilities are engagement specific: Marketing | Branding | Communications | Distribution/Sales

Frequently asked questions

Is there a fee or formal agreement required to participate in the Innovation Partnership Program (IPP)?

Although there is not a specific fee, Partners who choose to participate in engagements will be asked to sign standard governance agreements such as an NDA. In addition, depending on the engagement type, the Partner may be asked to provide varying levels of associate resources.

What is the time commitment or expectations if I choose to be an IPP partner?

This depends on the type of engagement determined. We find those looking to access a product already in our portfolio have a quicker engagement timeline (a few months), whereas, co-creating a new product takes longer (a year or two).

What roles in my organization should engage in IPP?

This is dependent on the type of engagement and product but normally we always request decision-making leaders to participate in Steering Committees as needed and technical associates to support development OR onboarding of a product.