

Medtronic selects Henry Schein as distributor for diabetes products

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Medtronic has selected Henry Schein Medical, the US Medical business of Henry Schein as an exclusive distributor of selected diabetes products to primary care physicians (PCPs) in the US.

The exclusive distribution agreement broadens access to Medtronic solutions for people with type 2 diabetes under the care of primary care physicians who oversee their diabetes management. Henry Schein Medical is a leading provider of health care products and services to office-based medical practitioners in the US.

Combining Medtronic's expertise in diabetes and Henry Schein's access and reach into PCP offices will help better serve the 27.9 million Americans with type 2 diabetes. Products included in the agreement are the iPro2 Professional Continuous Glucose Monitoring (CGM) system and the i-Port Advance injection port.

"Medtronic is committed to advancing the care of people with type 2 diabetes. Solutions such as the iPro2 Professional CGM enable physicians to easily gather valuable insights to make educated therapy decisions and improve patient coaching, which can lead to better control for people with type 2 diabetes¹," said Ms Laura Stoltenberg, vice president and general manager, Non-Intensive Diabetes Therapies at Medtronic. "Together with Henry Schein and its dedicated sales team, we can broaden access to CGM for primary care physicians and their patients with type 2 diabetes."

The iPro2 Professional CGM provides physicians with valuable insights into how their patients' diet, medication, and daily activities affect glucose levels throughout an entire three-day period.

iPro2 Professional CGM records a patient's glucose levels 24 hours a day for up to three days (a total of 864 glucose readings), and provides user-friendly reports to the physician.

Medtronic recently introduced enhanced analytical capability for the iPro2 system. This new functionality, named Pattern Snapshot, helps healthcare professionals, including PCPs, quickly uncover the most important issues to guide and educate their patients on improved glycemic control.

"Henry Schein's customers rely on us for the products and services needed to enhance their practice and deliver high-quality patient care," said Mr Dave McKinley, president, Henry Schein Medical. "As exclusive distributor of Medtronic's iPro2 Professional CGM system, along with the i-Port Advance, Henry Schein is pleased to offer our primary care physician customers a complete set of solutions to better care for their patients with type 2 diabetes."