

Neal --

I have had the privilege of working closely with Ryan Partridge since I started at McKesson 4 years ago. From the jump, Ryan has been one of those ASM's that really lean into the profitability exercise. Any time we had a margin competition like Margin Madness or the HME DP goals – Ryan's territory was always at the top for largest impacts.

There is no doubt Ryan is fully "bought in" to help improving HME's bottom line. He has been a champion for bridging the gap in the sales rep mentality of GP first, DP second. I've been on several calls where reps push back and thanks to Ryan's leadership we are able to find a compromise that improves the outlook for the customer's profitability. His competency of the P&L and the different levers we're able to pull with regards to the HME market is bar none. In my experience, teams like Value+ can't be successful without managers like Ryan Partridge to help us bridge the gap between the ideals in our spreadsheets and the reality on the customer front.

Bottomline: Ryan Partridge is a steward for profit growth in HME. He will undoubtedly be a success at the next level.

Sincerely,
Jess Lewis