



**Steve Inacker**  
**President, Hospital Sales and Services**  
**Cardinal Health Medical Segment**

**High-Level Subject Matter Expertise:**

Contracting; Acute Care Distribution; Medical Product Distribution

**Media Availability:**

Phone Interviews and Briefings

Contact Corey Kerr at 614-757-3383 or

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**Potential Story  
Angles/Ideas:**

- Acute care distribution
- Standardized contracting processes for acute care facilities
- Supply chain services

Steve Inacker is responsible for sales, operations, marketing and service offerings for the Acute Care Distribution business within the Medical Segment of Cardinal Health. As President of Hospital Sales and Services, Inacker is responsible for medical product distribution and has a bird's eye view into the integrated delivery network.

During his tenure, Inacker has held several leadership positions where he has been responsible for Presource® products and services, Clinical Apparel/Patient Protection business units, sales, supplier relations, operations, among others. In his role as Executive Vice President of Global Supplier Services for the Healthcare Supply Chain Services sector of Cardinal Health, Inacker was responsible for the direct spend and supplier relations for the branded pharmaceutical, medical-surgical, consumer health, Presource and manufacturer services businesses. He was also president of the Hospital Supply distribution business where he had national responsibility for the Sales, Marketing, Operations, and Vendor Relations functions of the medical-surgical, acute care distribution business. Before that, he was president of the Midwest Region, where he oversaw sales and operations for Hospital Supply's largest Presidential Region.

Inacker joined Cardinal Health in 1992 as a sales representative for the Converters/Custom Sterile manufacturing business. Before joining Cardinal Health, he spent eight years with a distribution automation company, where he held a variety of positions of increasing responsibility. Inacker is a board member for the Health Industry Distributors Association (HIDA) and Chairman of the HIDA Educational Foundation. He is also on the board of Mediclick, a provider of Web-based analytics for the health care supply chain. He holds a seat on the editorial board for DC Velocity magazine and is also vice president of the board of directors for the Great Lakes Adaptive Sports Association.

Inacker earned his bachelor's degree in business management from Lock Haven University.