



The Value of GS1 Standards Adoption

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Largest U.S. Not For Profit Health System...

8.6 Million Members

37 Medical Centers

14,600 Physicians

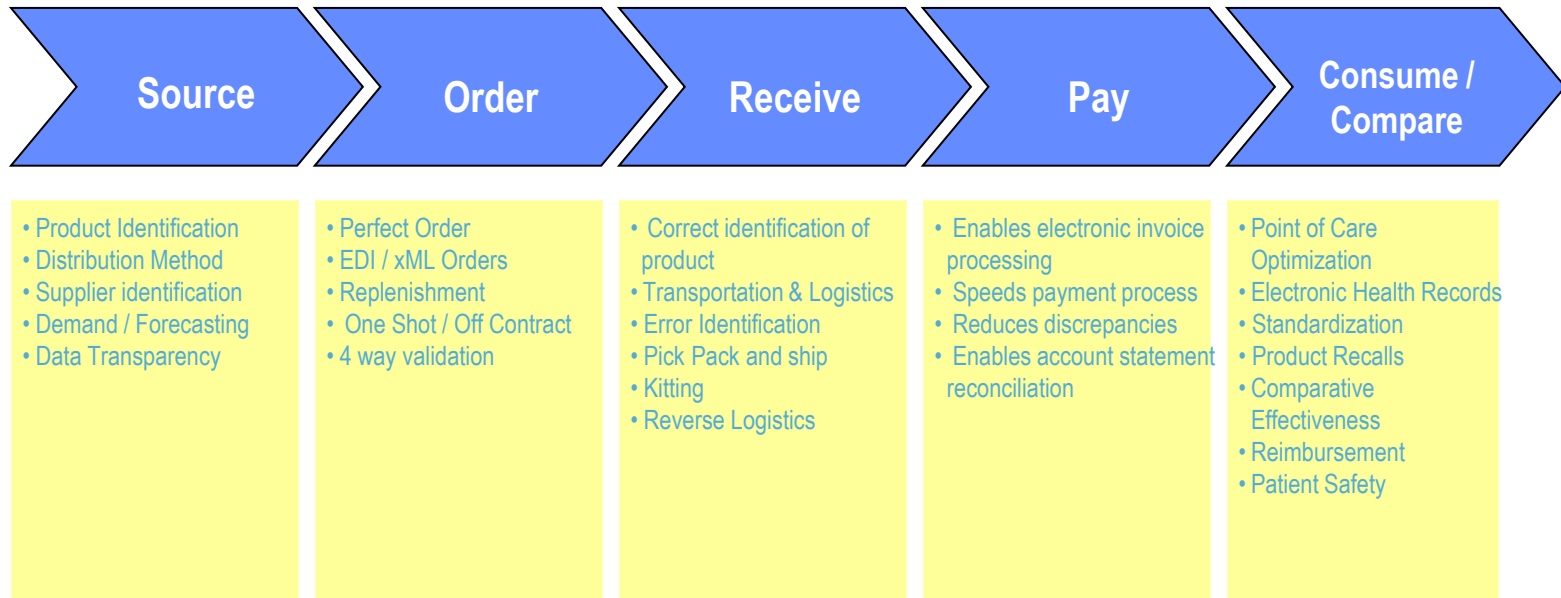
430+ Med Office Bldgs

167,300 Employees

Source to Consumption Vision



Source to Consumption Vision



The application of the GS1 standards will be used in all areas in the Source to Consumption model...



Source to Consumption Vision

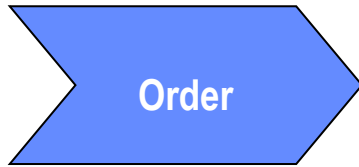


Strategic sourcing starts with data transparency giving insight into product utilization. A common data standard will provide clarity to what is used, from whom and how much allowing providers to intelligently analyze and predict future use

Value Points

- Product Identification
- Distribution Method
- Supplier Identification
- Demand / Forecasting
- Data Transparency

Source to Consumption Vision

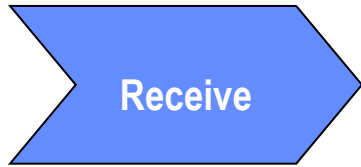


- Accelerates order processing speed across the supply chain
- Order processed to correct supplier entity
- Correct product at the correct time at the correct location

Value Points

- Perfect Order
- EDI / xML Orders
- Replenishment
- One Shot / Off Contract
- 4-Way Validation

Source to Consumption Vision

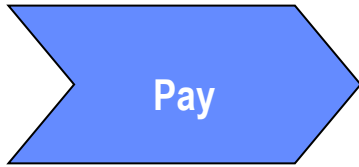


- Correctly identify product by utilizing GTIN
- Accurate receiving speeds payment process
- Enables quick identification of shipping errors
- Enables line level reconciliation against the purchase order

Value Points

- Correct Identification of Product
- Transportation & Logistics
- Error Identification
- Pick Pack and ship
- Kitting
- Reverse Logistics

Source to Consumption Vision

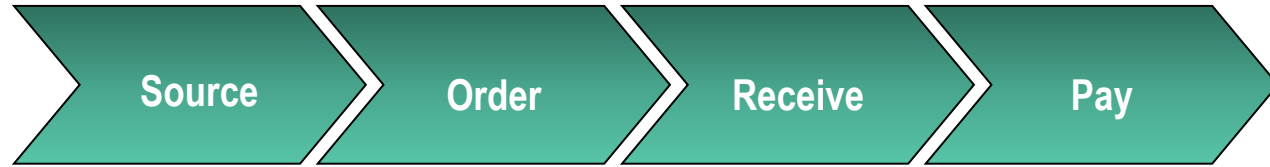


- Touch less – no labor points
- Supplier is paid sooner
- Increased payment discount eligibility
- Possibility to eliminate invoice – ERS (evaluated receipts settlement)

Value Points

- Enables Electronic Invoice Processing
- Speeds Payment Process
- Reduces Discrepancies
- Enables Account Statement Reconciliation

Source to Consumption Vision



- Preference card standardization
- Increase charge capture opportunities
- Activity Based Costing model for procedures
- Population of patient logs
- Shortened cash to cash cycle
- Medical records portability
- Product Quality and Patient Safety Surveillance

Value Points

- Point of Care Optimization
- Electronic Health Records
- Standardization
- Product Recalls
- Comparative Effectiveness
- Reimbursement
- Patient Safety

Healthcare Transformation Group (HTG)

HTG members share a common foundation:

- Collectively accelerate change across the supply chain
 - Enhance patient safety
 - Improve supply chain efficiencies
- Drive the adoption of GS1 Standards with suppliers
 - Communicate with the market place with one voice

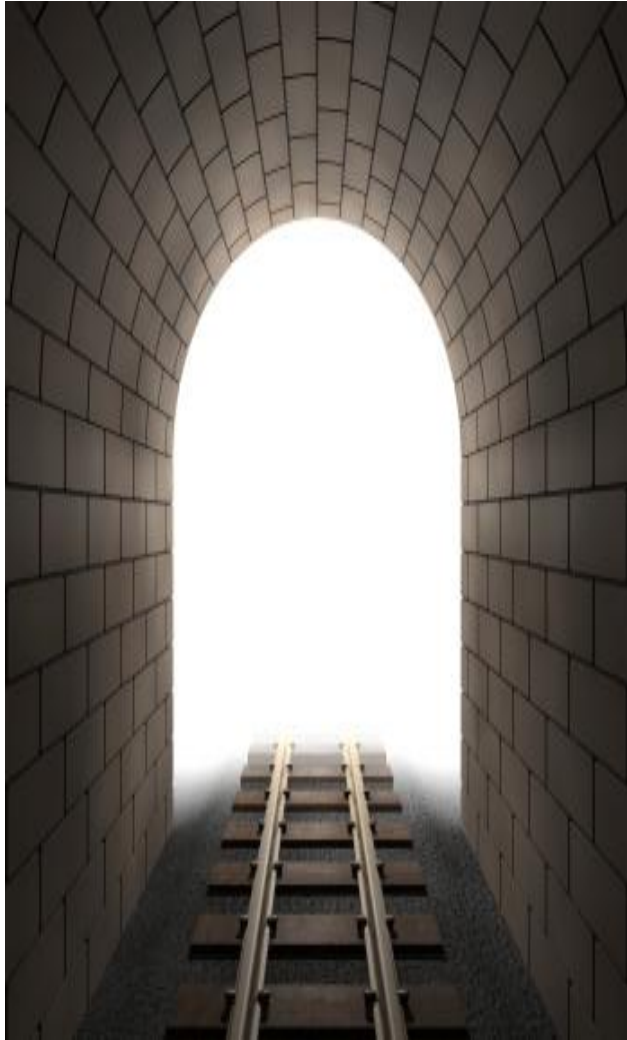
Healthcare Transformation Group (HTG)



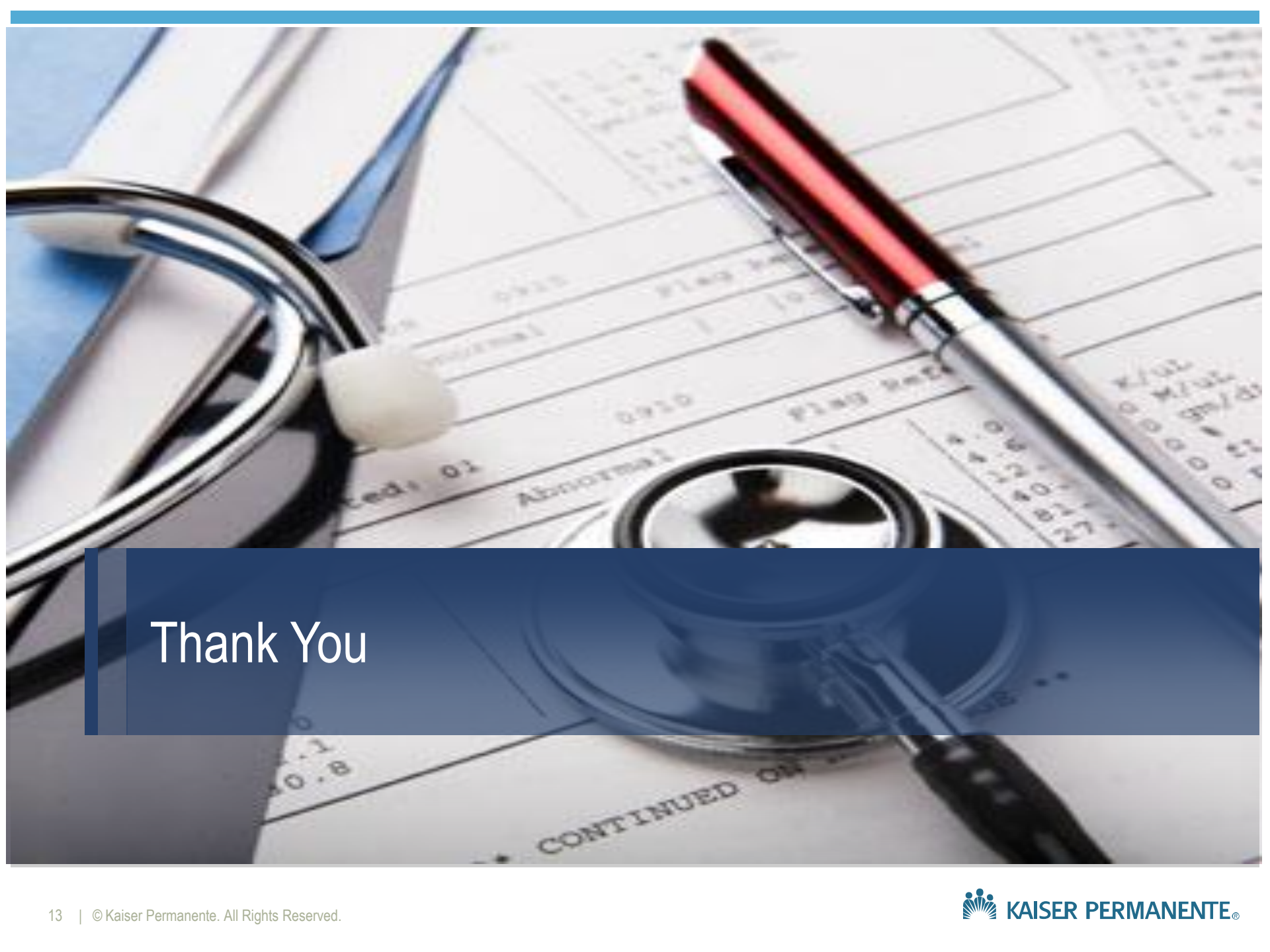
The HTG is a coalition composed of the following;

- 5 Integrated Delivery Networks (IDN's)
 - Geisinger Health System
 - Mayo Clinic
 - Intermountain Healthcare
 - Mercy Health
 - Kaiser Permanente
- Over \$50B in combined operating revenue
- Over 100 hospitals represented
- Over 300K employees
- Over 18K licensed beds

HTG Milestones / Next Steps



- Weekly meetings underway
- Organized Top 20 Supplier Summit
- Analyzing Top 20 Medical / Surgical vendors
- Establishing working relationships with the following organizations
 - GS1
 - Academic Institutions
 - Governmental agencies
 - Vendors / Suppliers
 - Research Institutions
- Declaration of readiness from our Top 20
- HTG Scorecard completion



Thank You