



# 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**

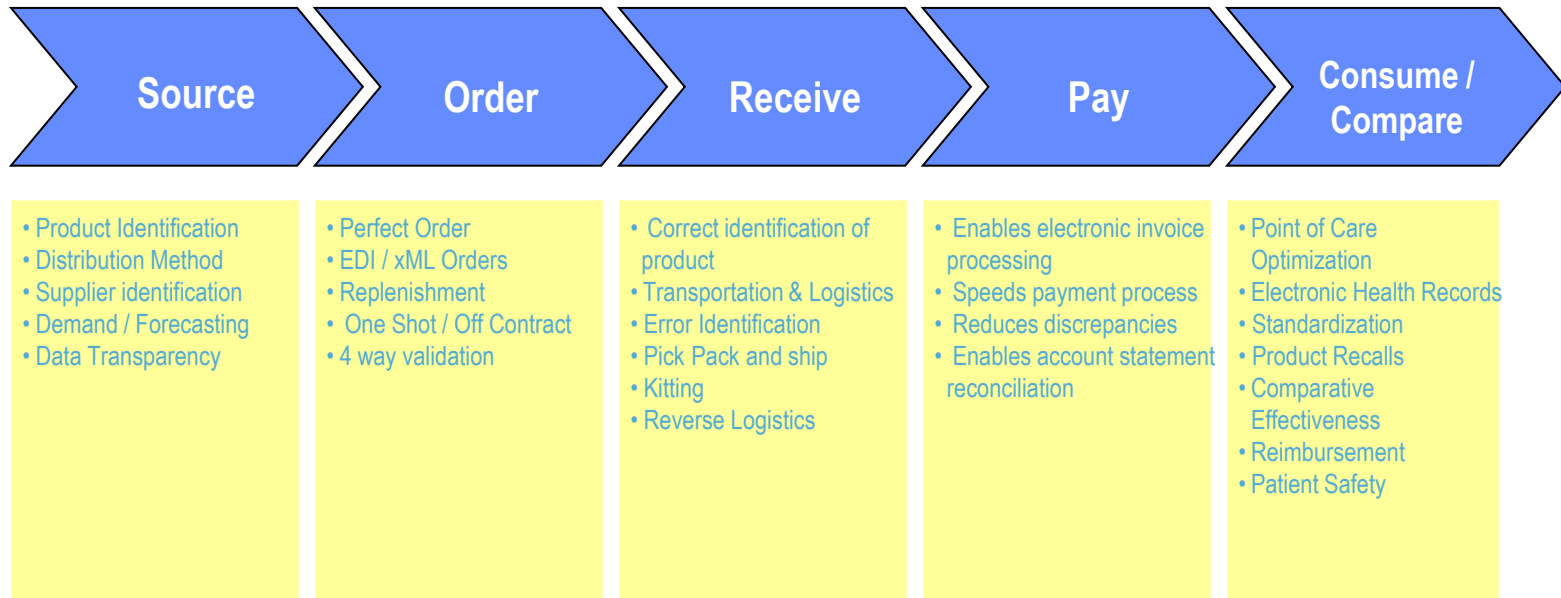
**167,300 Employees**



# 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

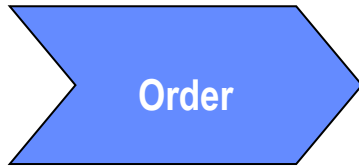


Strategic sourcing starts with data transparency giving insight into product utilization. A common data standard will provide clarity to what is used, from whom and how much allowing providers to intelligently analyze and predict future use

## 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



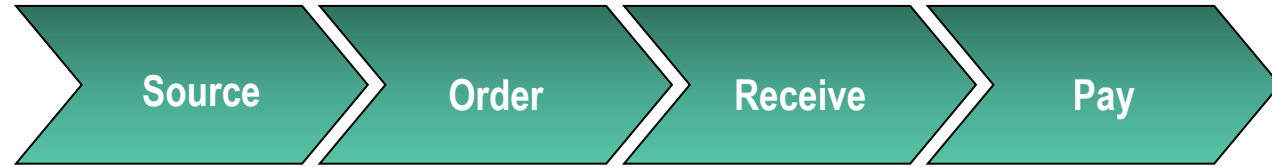
- Touch less – no labor points
- Supplier is paid sooner
- Increased payment discount eligibility
- Possibility to eliminate invoice – ERS (evaluated receipts settlement)

## 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

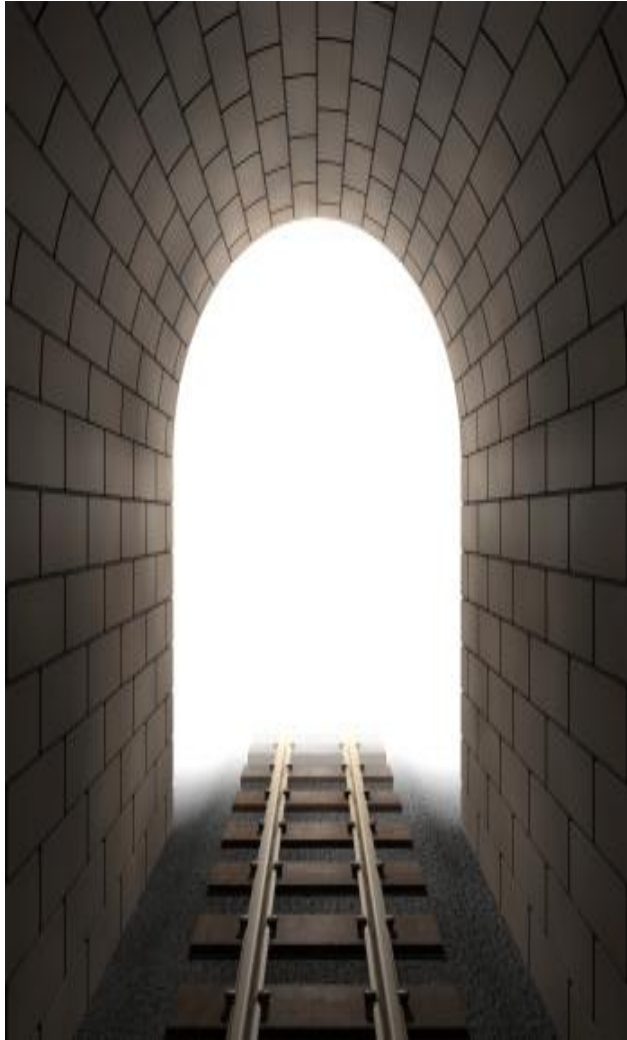
# Healthcare Transformation Group (HTG)



The HTG is a coalition composed of the following;

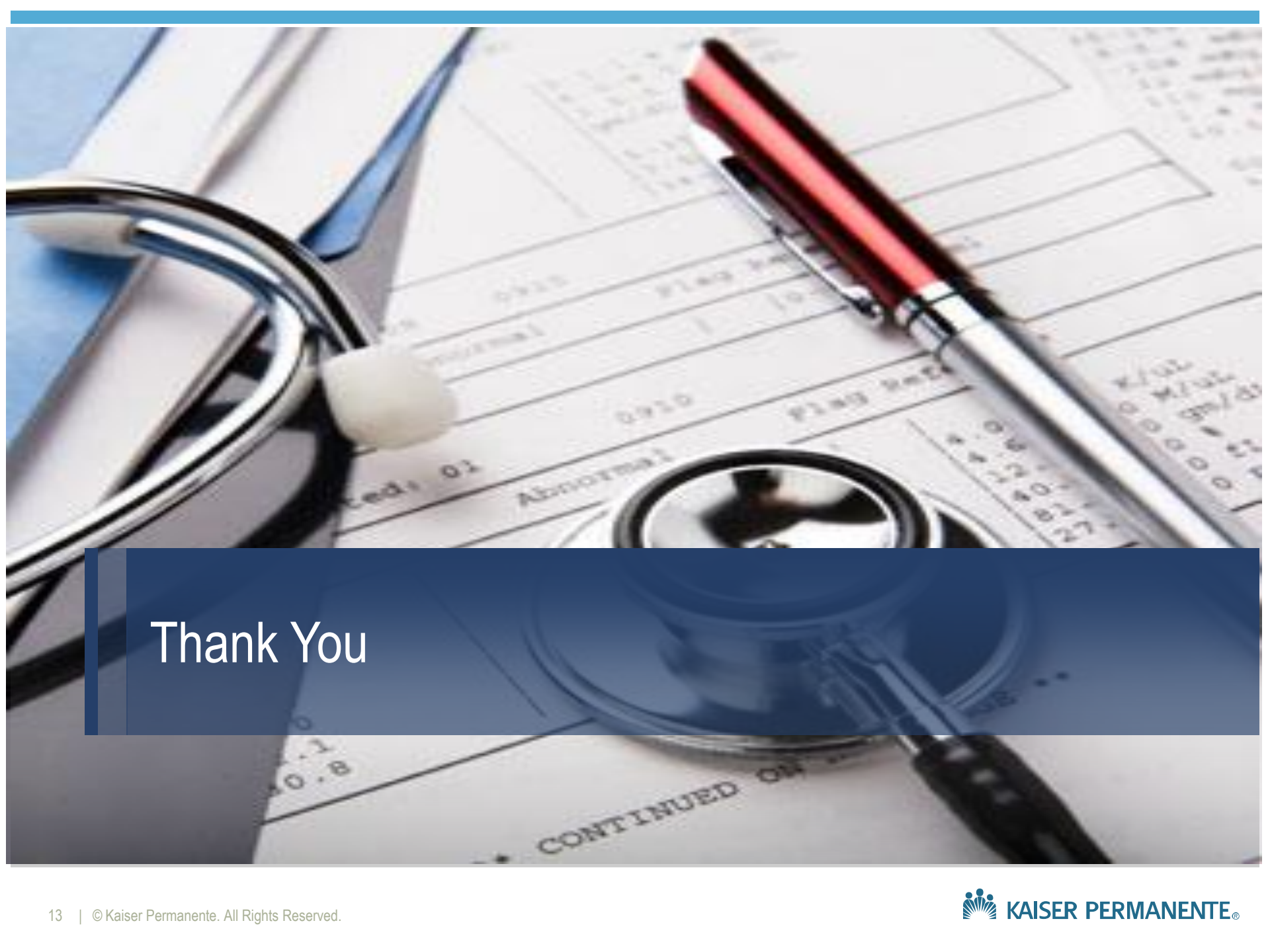
- 5 Integrated Delivery Networks (IDN's)
  - Geisinger Health System
  - Mayo Clinic
  - Intermountain Healthcare
  - Mercy Health
  - Kaiser Permanente
- Over \$50B in combined operating revenue
- Over 100 hospitals represented
- Over 300K employees
- Over 18K licensed beds

# 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