



# Abbott

## Turning Science Into Caring

Abbott in Australia & New Zealand



Boa tarde. Eu gostaria de agradecer a GS1 por me convidar para compartilhar nossa experiência com o Catálogo de Produtos Nacional. Eu não posso falar Português, mas eu gosto de tentar se comunicar na língua do país que eu sou, mas - como todos sabemos, é trabalho duro. Acredito que os padrões GS1 melhorar a comunicação crítica através das fronteiras nacionais.

Good afternoon. I'd like to thank GS1 for inviting me to share our experience with the National Product Catalogue. I cannot speak Portuguese but I enjoy trying to communicate in the language of the country I am in, but as we all know it is hard work. I believe GS1 standards enhance critical communication across national borders.

# Abbott a leading global healthcare company

- Founded in 1888 in US, headquartered in Chicago
- 91,000 employees worldwide
- Customers in more than 130 countries
- 2011 annual sales of \$US38.85B
- 2011 R&D investment of \$US4.8B



# Abbott ANZ at a Glance

- Founded in 1937 in Australia; 1941 in New Zealand
- Broad-based healthcare company with diversified product portfolio
- Approx. 700 employees across all ANZ divisions
- Division head offices in Sydney & Melbourne, Wellington & Auckland
- Ranked in the Top 50 Best Places to Work in Australia



BRW.



# Abbott ANZ a diversified business



**HUMIRA™**  
(adalimumab)

**KALETRA®**  
(lopinavir/ritonavir) tablets

**influvac®**  
Inactivated influenza vaccine (surface antigen)

**ALPIDIOL**

**Zanidip®**

- Pharmaceuticals
- Diagnostics
- Nutrition
- Diabetes Care
- Vascular
- Molecular
- Point of Care
- Medical Optics



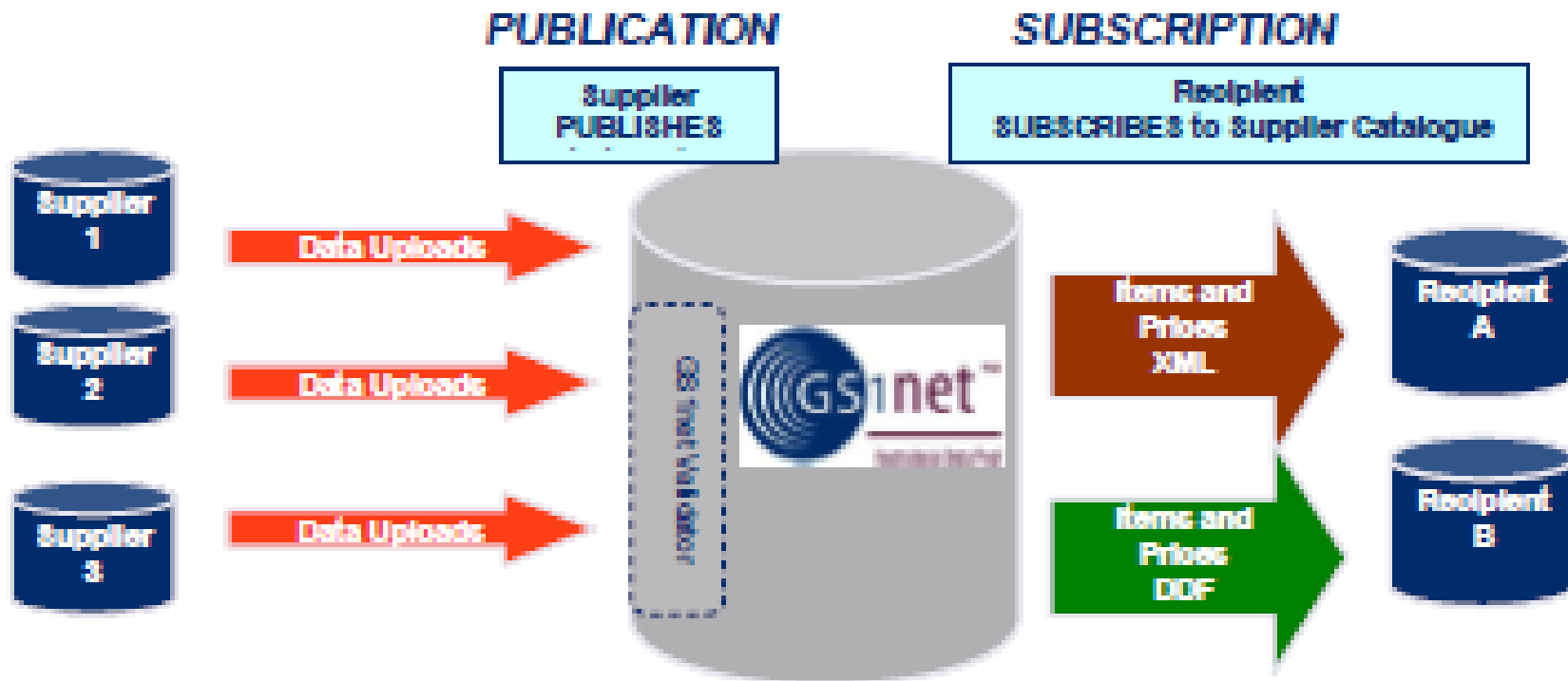


# Implementing GDSN in Australia ...

*the NPC  
experience*







the NPC in action



what

## a reflection of our values in action

	<b>pioneering</b>	Australia was the first country in the world to adopt the NPC for healthcare and Abbott was amongst the first companies to populate the catalogue.
	<b>achieving</b>	Our local team worked hard to achieve the first NeHTA deadline of June 30 <sup>th</sup> , 2007 and as a result have experienced the benefits of having a single source of product and price information for our trading partners.
	<b>caring</b>	We recognise the value of having unique identifiers for our products - not only in achieving supply chain efficiencies but more importantly patient safety.
	<b>enduring</b>	What we've learned from our early efforts continues to inform how we deal with business acquisitions and separations.

why



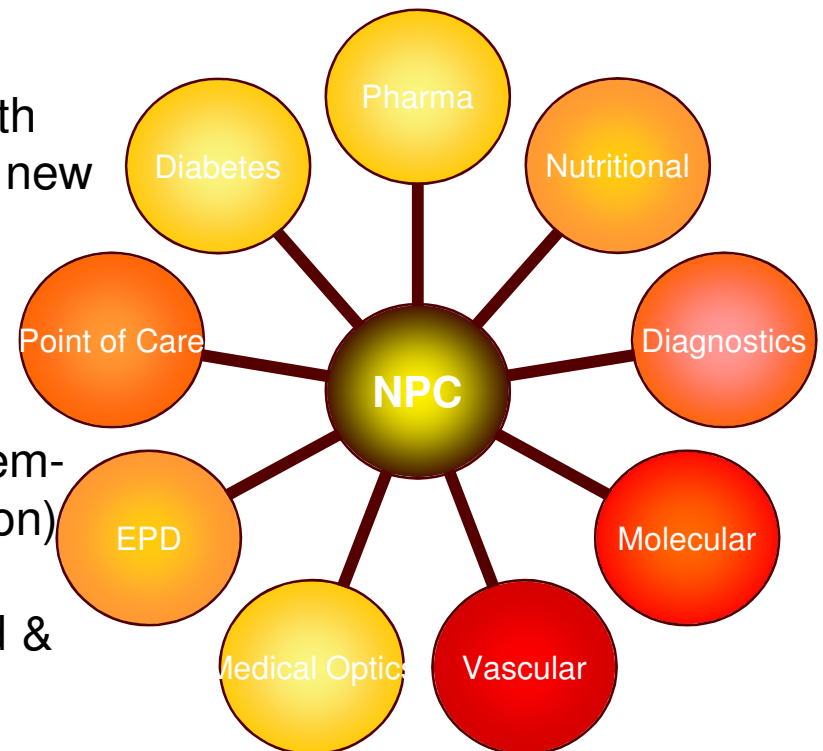
## key milestones

- 2007 - All divisions (-1) loaded data to the NPC
- 2008 - Abbott in the USA established the GSSO
- 2009 – the remaining AU division loaded data to the NPC
- 2010 - The GSSO established a global policy on adoption of GS1 standards (including the creation & management of GTINs and GLNs)
- 2010 - Abbott acquired Medical Optics & integrated data in NPC
- 2011 - Abbott acquired Solvay & integrated data in NPC
- 2012 - Abbott announced separation of Proprietary Pharmaceuticals & work began on separating NPC data
- 2013 - AbbVie established & new catalogue loaded to NPC

what we did

## loading data

- Single catalogue, multiple divisions, multiple business platforms
- Loaded all divisions operating in Australia (with one exception) in July 2007; continue to load new divisions (acquisitions)
- Currently 4,000 plus GTINS
- Data for most divisions loaded via SAP (system-to-system auto data upload via AS2 connection)
- Using Browser template to upload , download & check data (AMO, EPD, PPD, AN)
- In process of implementing Innovit MDM iICE and then separating catalogue



## current status

## goal 2007

### **Our Team:**

Supply Analyst

Inventory Analyst

Pricing & Contracts Manager

Regulatory & IT personnel

### **Time invested:**

1 day per week x 3 mths = 12 days

### **Outcomes:**

- ✓ Data requirements identified & process developed to load & synchronise.
- ✓ Local tables for additional data built to supplement BPCS data.
- ✓ Data synchronisation tool sourced & implemented.
- ✓ Data loaded to NPC by 30<sup>th</sup> June 2007 deadline as required by NeHTA.

### **Benefits:**

- ❑ Reduction in time to respond to individual trading partner requests for product & pricing data.
- ❑ Reduction in order entry & pricing errors.
- ❑ Foundation for e-commerce transactions with trading partners

## getting started

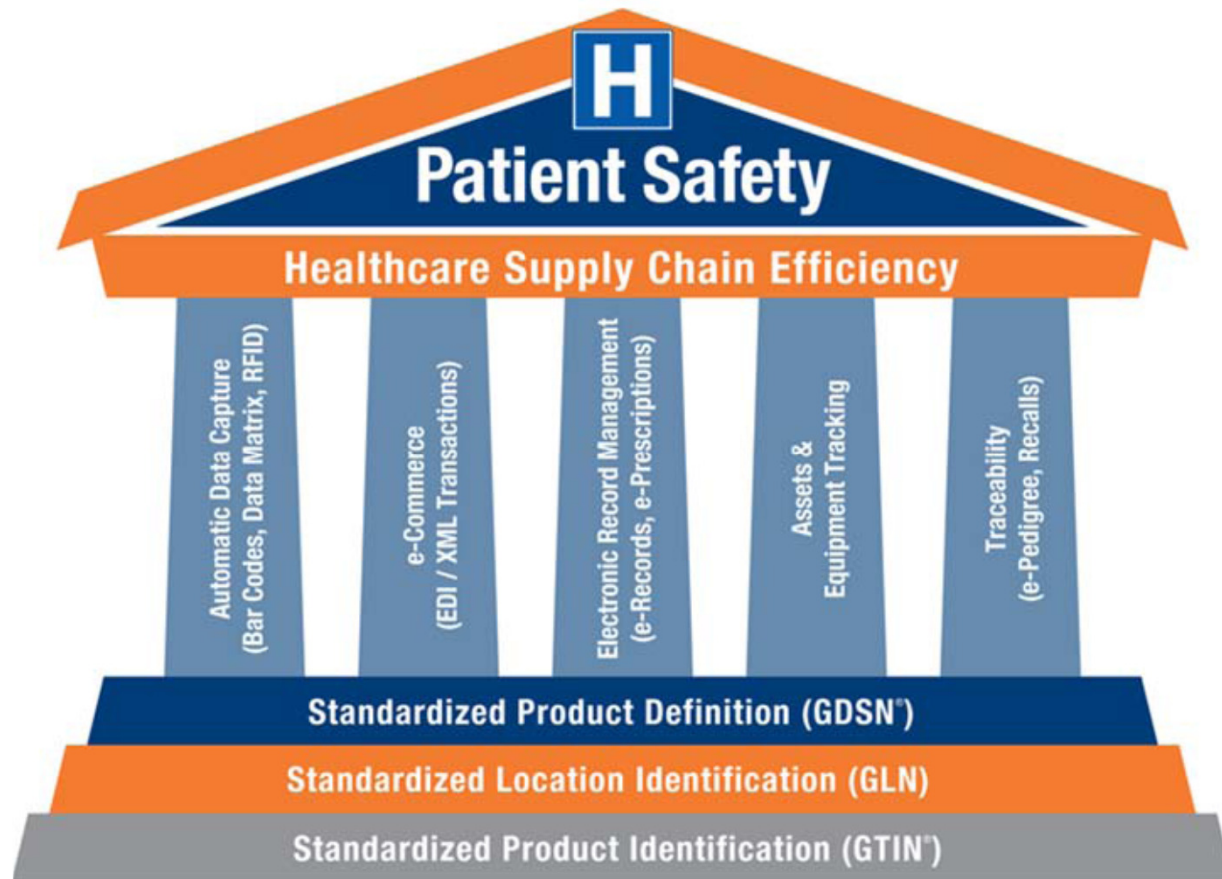
## in summary

- Decided to get on board early and learn by doing
- Set up a cross functional project team to make it happen
- Achieved the first milestone set by NeHTA to load product data by July 2007 for most Abbott Divisions
- Watched for jurisdictions to access data and have been encouraged by uptake
- Continue to work on improvements and adapt to on-going changes within our businesses



# key drivers for Abbott in Australia to adopt NPC

# building the patient safe house



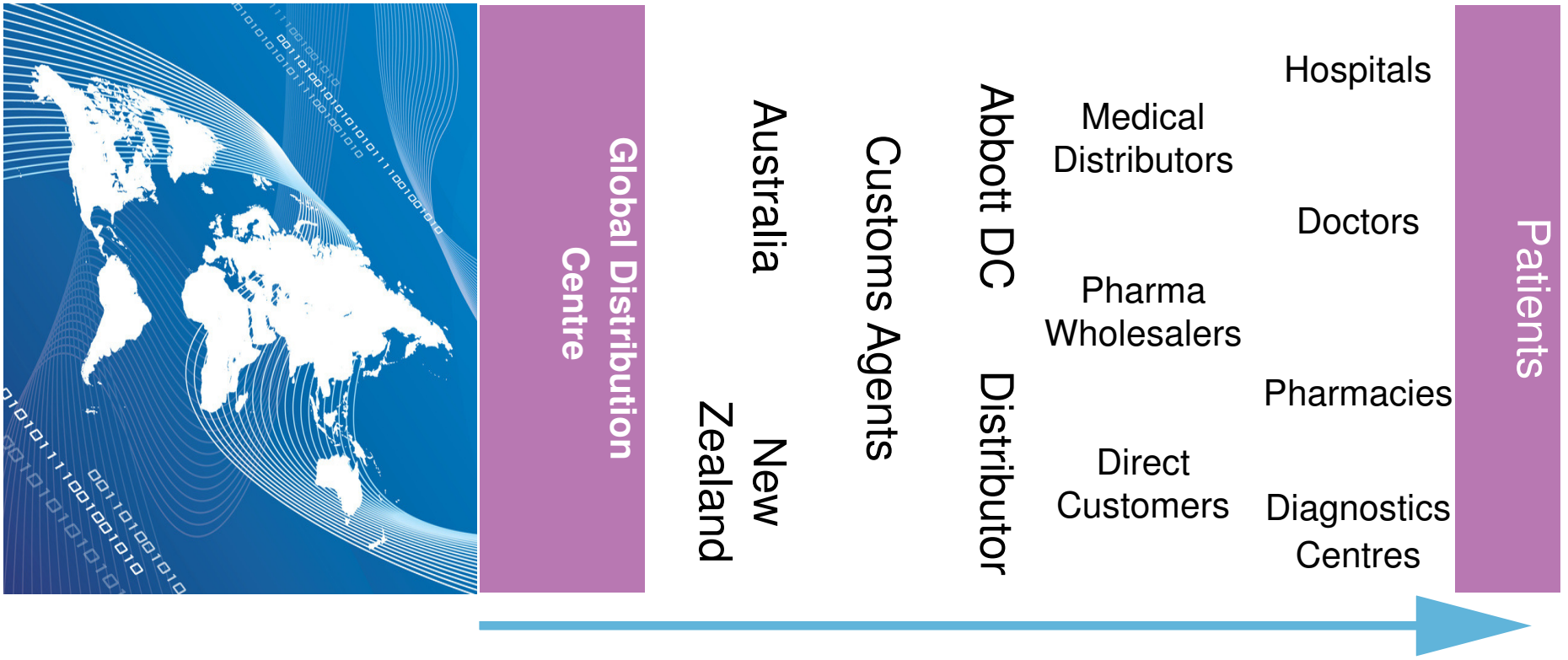
why

# Abbott's NPC experience

Driver	Objectives	Benefits
Customer requirements	<ul style="list-style-type: none"> <li>• Comply with NeHTA agenda and government trading partner requirements</li> </ul>	<p>Reduction in healthcare costs to the nation through supply chain efficiencies</p> <p>Less time &amp; effort on the part of suppliers in providing information through a standardised approach to tender submissions and reporting across different state jurisdictions</p>
Business efficiencies	<ul style="list-style-type: none"> <li>• Establish single source of data for multiple trading partners</li> <li>• Build foundation for electronic commerce through shared data</li> <li>• Reduce inventory in channels</li> </ul>	<ul style="list-style-type: none"> <li>• GTINS and trading partner GLNS held within ERP systems</li> <li>• Greater supply chain visibility between trading partners</li> <li>• Improved returned goods management</li> <li>• Anticipated improvement to recall management via Recallnet</li> </ul>
Business reputation	<ul style="list-style-type: none"> <li>• Be recognised as a company that is easy to do business with.</li> </ul>	<ul style="list-style-type: none"> <li>• Increased customer satisfaction leading to successful tender submissions and repeat business</li> </ul>

why

# supply chain complexity



why



## getting ready for NPC

- Identify target data and complete gap analysis
- Develop functional requirements: new fields; data extraction
- Review & cleanse data
- Load & test sample data, amend then load & test full data
- Review current processes around item master creation & maintenance, item & price changes, pack & pallet changes, product deletions etc
- Revise, map & update processes to include new data requirements
- Identify process owner

how

## what we've learned

- Get help
- Get started
- Own your data
- Go back and talk directly to your trading partners
- Learn from their experience using NPC data
- Be prepared to change what needs to be changed
- Don't think it's ever done & dusted!

how

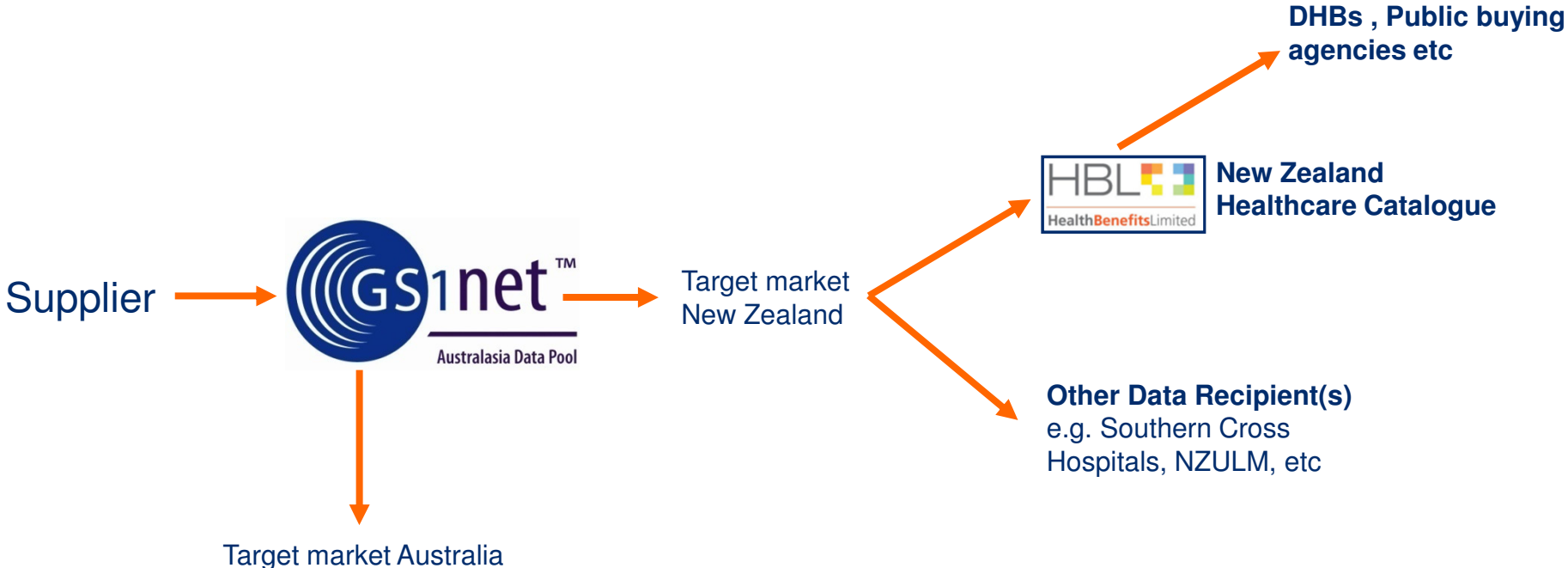


# Implementing GDSN in New Zealand ...

*coming soon –  
the NZHC*



# NZHC & GS1net In Action



# Australia and New Zealand a consistent approach

- Branding & Descriptions
- Packaging Hierarchy & Applicable Components
- Order & Trading Information
- Dimensions & Contents
- Classifications & Alternative Identification
- Pricing



# Dianne Prince Customer Supply Chain Manager

[dianne.prince@abbott.com](mailto:dianne.prince@abbott.com)

