GS1 STANDARDS TO MOVE PRODUCTS THROUGH THE SUPPLY CHAIN – The view of wholesalers, distributors and logistics providers GS1 Healthcare Conference

Mike Meakin, Vice President, Global Quality Regulatory & Compliance Bangkok, October 2018



DHL Life Sciences & Healthcare

Today's speakers

- Scott Mooney, Vice President Distribution Operations Supply Chain Assurance, McKesson Pharmaceuticals, US
- Jeff Denton, Global Secure Supply Chain, AmerisourceBergen, US
- Mr. Gu Yimin, General Director, Sinopharm Logistic Company, China





Our agenda

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- 5 min introduction Mike
- 15 min presentation Scott
- 15 min presentation Jeff
- 15 min presentation Mr Gu
 - 20 min Q & A from the audience Facilitated by Mike
 - 5 min close Mike







GS1 Standards in Use at McKesson Corporation Globally

Scott Mooney, Vice President Distribution Operations McKesson Corporation GS1 Global Healthcare Conference Bangkok, Thailand October 31, 2018



Healthcare is getting more high tech

Populations are getting older around the world



Chronic diseases are more common

Healthcare is changing rapidly

Consumers have more power

Value-Based Care is here and continues to prevail





Governments & regulators continue to rewrite the rulebook



We Make Better Health Possible

From delivering life-saving medicines to helping our customers and partners solve their problems, everything we do is to improve lives by making better health possible.

Distribution Motto: Its not just a package, it is a patient!



MSKESSON

We're Proud of Where We Are Today

We have **75,000+** employees in 16+ countries *Our FY17 revenues were* **\$199B**¹



We serve **2M+ customers** each day across 13 European countries



We support 9,100+ oncologists & other specialists



We're a Fortune 5 & 'Most Admired' company



We support **15,000+** owned and banner pharmacies



We offer **250,000+** SKUs of brand & private label **medical-surgical** supplies



We deliver **1/3 of prescription medicine** in North America²

¹Financial data reported for Fiscal Year ended March 31, 2017. Operational and employee data reflected as of March 31, 2017.

²This information is an estimate derived from the use of information under license from the following IQVIA, formerly Quintiles IMS, information service: Market Prognosis North America for the period 2017-2021 (published March 2017). Note: IQVIA expressly reserves all rights, including rights of further copying, distribution and republication. McKesson does not warrant or represent the accuracy of IQVIA data or McKesson's interpretations of IQVIA data. Any subsequent use or interpretation of this data will be the liability of the receiving party and not of McKesson or IQVIA.



Supply Chain Excellence

We strive for perfection with 99.98% order accuracy in North America

Together with Walmart, we're creating more value for customers & patients



We take efficiency to the highest level with 60 Six Sigma

We take a **global approach to procuring and sourcing** our products We keep costs down and efficiency high with our own generic drug, medical supply and over-thecounter **private labels** Sivem NorthStark MSKESSON Rexall LloydsPharmacy

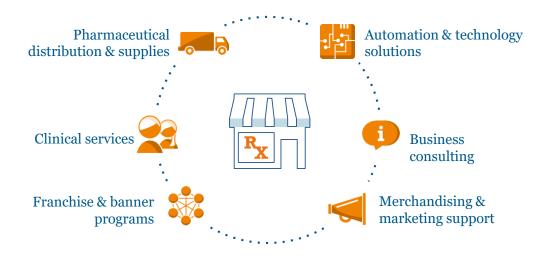
We supply and operate **pharmacies around the world**



Pharmacy

Delivering closer patient relationships

We help pharmacies spend more time with patients and less time worrying about the everyday nuts and bolts of running a business. We have solutions for just about anything that gets in the way of that.



15,000+

owned and banner pharmacies



Canada: ~2,500 owned and banner



United States: >4,800 Health Mart stores



Europe: >8,100 owned and banner



Mart. Lloyds

LloydsPharmacy Guardian

Rexall

Remedy's Rx. gesundleben vitusapotek* Pharmactiv Sainsbury's EUNDAR

en Careway



Pro**x**im



Community Providers Delivering more time for patient care

Because we know most providers aren't passionate about back-end administration, our focus is helping them gain more time to do what they actually love — deliver the best possible care to improve lives.



Specialty Leader

> **1.3M prescriptions** dispensed in the U.S. each year *

> 3,700 Oncologists

> 5,350 other specialists



"The **US Oncology Network** provides practice management resources that have helped us drive new development and achieve double-digit growth rates while continuing to thrive as an independent community oncology provider."

> Dr. R. Steven Paulson, Practice President, Texas

Oncology

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* Fiscal year 2017 data.

Health Systems Delivering a healthy future

It's not an easy time for health systems. That's why we take a holistic approach to keeping them healthy. They surround the patient. We surround them.



It's About the Patient

Sentara Healthcare **saved** nearly **\$2 million** in annual drug spend and **520 manual hours** with better drug spend intelligence.



That's more time and money for **patient care**.

Manufacturers

Delivering access to improve lives

Extending and improving the quality of patients' lives is what drives manufacturers. Helping them realize their full potential is what drives us.



Differentiated Partnership*

> 6M+ patients
receiving copay support

> 20M+ claims processed to lower Rx costs

> 70,000+ patients supported
in 1,500+ clinical trials



Pharmaceutical Distribution

TAMIN THINS

VITAMIN

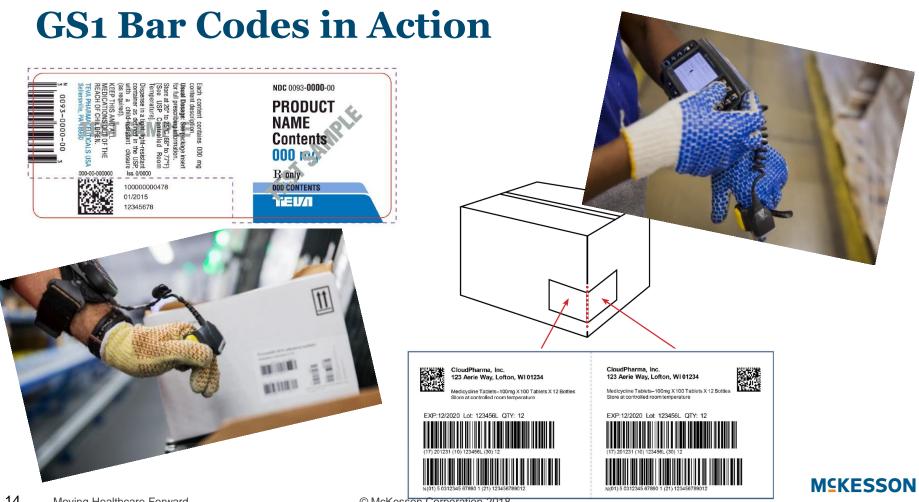
TWINS

McKESSON

PRODUCTS

LloydsPh

(MK



Internal vs. External Use

Proprietary Locations <u>and Units</u> Shelf Locations A-100-C-2

Tote Labels T123456789



GS1 Locations and Units

GS1 GLNs 0010939144003 urn:epc:id:sgln:0010939.14400.0

> GS1 SSCCs (00)00109397371830085

GS1 SSCC Shipping Containers



Product Aggregation

Products aggregated to tote SSCC

Lots captured optionally at present

Serial numbers captured for later DSCSA requirements

Aggregation data being transmitted by EDI ASN now, EPCIS in future







GS1 Standards in Electronic Communications

Incorporate GLN's, GTINs and SSCCs into EDI

- 850 Purchase Order (**S**,**C**)
- 855 P O Acknowledge (C)
- 856 Adv Ship Notice w/DSCSA (S,C)
- 810 Invoice (**S**,**C**)
- 844 Chargeback (S)
- 845 Contract Load(S)
- 849 Chargeback Response (S)
- 812 Credit(Returns) (S,C)
- 832 Item/Price Catalog (C)
- 820 Remittance Advice (C)

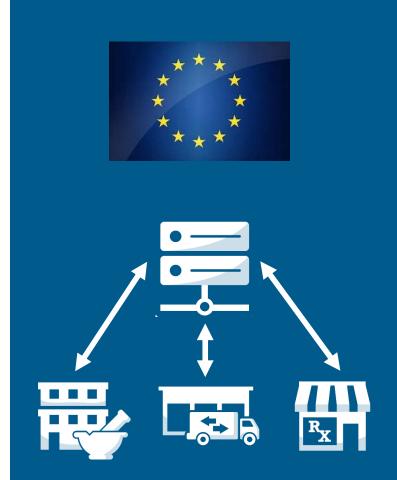
- 852 Inventory Report (S)
 867 Sales Report (S)
 879 Item File (C)
 888 Cost File (C)
 861 Receipts Transaction (C)
 875 Grocery Purchase Order (C)
- 880 Grocery Invoice (**C**)

(S) Used with Suppliers

(C) Used with Customers

Serialization Goal in the EU

- EU wide Central Repository to manage data to National Repositories
- Products uploaded to Central Repository and passed to National Repository where product is intended to be dispensed.
- In some cases, wholesale distributors verify a product against National Repository
- Dispensers verify against National Repository before dispensing AND report disposition when consumed



Serial Distribution in the EU

- Program in 15 steps has been agreed with all countries
 - setting of project team
 - construction of project plan
 - create a CAPEX/OPEX for FY2019
 - Process mapping of affected areas
- Completion of interfaces for serialization (Retail and Wholesale)
 - Modification of our pharmacy systems software
 - Modification of our warehouse management software
- Implementation of Wholesale solution by end of November 2018



Herba Chemosan Apotheker-AG; Pharma Belgium;
Belmedis; Tjellesen Max Jenne A/S; OCP France;
GEHE Pharma Handel; United Drug Distribution;
ADMENTA Italia; Brocacef Norsk Medisinaldepot;
OCP Portugal; Kemofarmacija; AAH Pharmaceuticals





Sainsbury's gesundleben Careway B vitusapotek* Pharmactiv Compared LloydsPharmacy

Returns Requirements in the US

- 1) Distributors must associate the original Transaction Information, Transaction History and Transactional Statement with a saleable return.
- 2) Verify that the product identifier affixed to the product corresponds with the data the manufacturer assigned.
 - A. Manufacturers can send serialized data for their shipments to their trading partners to be used for verification of future saleable returns

---- OR ----

B. Manufacturers can make serial data available for query using a Verification Router Service requesting data for the distributors



Annual saleable returns in US estimated at 60 million pieces across the industry



DSCSA Verification Router Service Needed for 2019 **Responder sends** Y or N and Manufacture Manufacture optionally a comment VRS VRS Solution Provider **Requestor sends** GTIN, Serial, Lot Distributor Distributor and Expiry

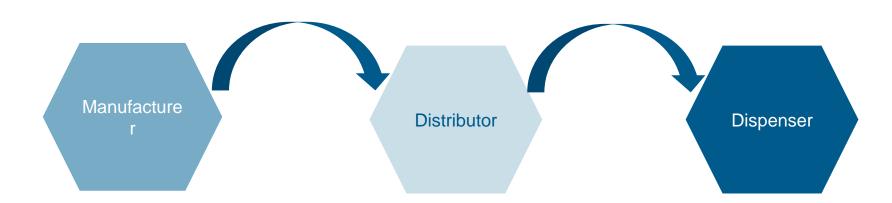
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DSCSA Serialized Data Exchange





Point to Point Connections using GS1 EPCIS w/GTINs, GLNs and SSCCs



Needed for 2023



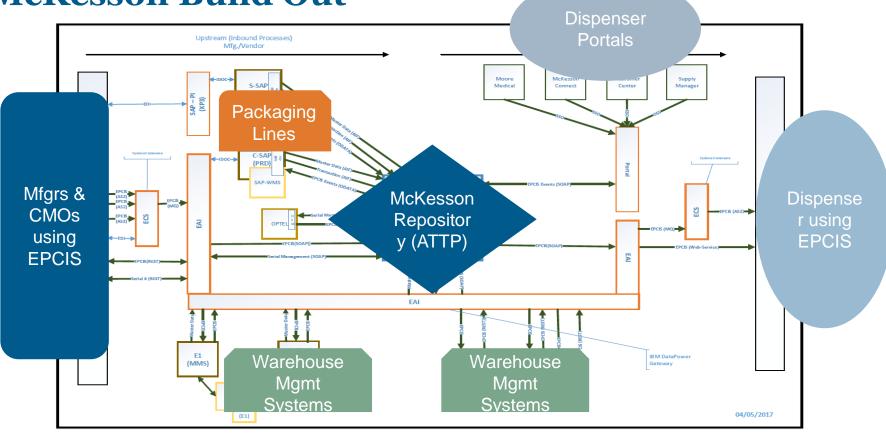
Manufacturing and 3PL

- McKesson manufactures generic prescription and over the counter medicines along with medical surgical supplies in various countries around the world.
- We require the encoding with UPC-A or GS1 2D data Matrix barcodes.
- All are required to marked products with GS1 standard identifiers which may include GTIN, Lot, Expiry and Expiration.
- Production data such as serial numbers are communicated using EPCIS between McKesson and our contract manufacturer partners.
- McKesson provides 3PL logistics services to Brand Owners and utilizes the same GS1 Standards system above to coordinate with the Brand Owners CMOs.





McKesson Build Out





Miscellaneous Topics

Aggregation and Bar Code Readiness

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25

Aggregation (for Data Exchange)

- Not REQUIRED by the DSCSA
 --- HOWEVER ---
- Manufacturer...
 - Packed at Owned and CMO facilities to send to Manufacturer warehouses
 - Manufacturer obligation in 2023 to identify serial numbers in a DSCSA transaction
 - Cannot identify inner contents without aggregation
- Distributor...
 - Receives sealed homogenous cases
 - · May sell unopened cases to dispenser
 - Large dispensers seek case quantities
- Dispensers...
 - Seeking efficient receiving processes







Scott Mooney Vice President, Distribution Operations Supply Chain Assurance McKesson Corporation scott.mooney@mckesson.com www.mckesson.com

242

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Importance of Standards

Jeff Denton, Sr. Director, Global Secure Supply Chain

October 2018





| Part 1 | Who is AmerisourceBergen? |
|--------|-------------------------------------|
| Part 2 | The Importance Of Inter-Operability |
| Part 3 | Issues Today |
| Part 4 | What's Next?" |

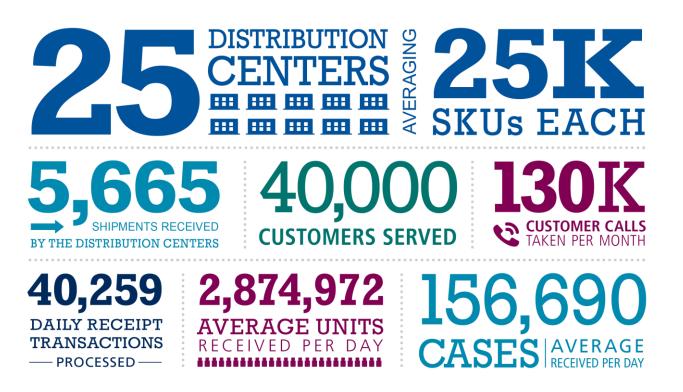


Business Units and Solutions

| | Amerisou | rceBergen | |
|--|---|--|---|
| Drug Corporation | Specialty Group | Animal Health | Global Sourcing & Manufacturer Relations |
| Drug distribution to retail pharmacies, hospitals and alternate sites Good Neighbor Pharmacy services to independent pharmacies Product dispensing and packaging solutions Business coaching and consulting | Specialty drug distribution to physician offices, hospitals and alternate sites Practice efficiency solutions 3PL and clinical trial logistics Specialty pharmacy Global health outcomes Patient access and adherence services | Animal health product distribution Veterinary practice efficiency solutions Product dispensing and production animal management technologies VetOne private label animal health product portfolio | Global partnership development with pharmaceutical manufacturers Product sourcing and supply chain management across all channels PRxO Generics program management and operations |



A Day in the Life of a ABDC Distribution Center







DSCSA and Impact to ABC Business Units

And associated timeline

| DQSA Expectations | Effective Date | AH P | Blue - poin t | ICS 3P L* | ICS Title | ABSG | Drug | Thera Com Dist. | Thera Com Pharm | US Bio | Central Fill | MWI * |
|---|-------------------|--------------|------------------------|----------------------------------|--------------|--------------|--------------|-----------------------|-----------------------|--------------|-----------------|----------------------------------|
| Transactional Information Provided by Manufacturer, Wholesaler and Re- packager | 1.1.2015 | ✓ ✓ | ✓ ✓ | ✓ ✓ | ✓ ✓ | ✓ ✓ | ✓ ✓ | ✓ ✓ | ✓ ✓ | ✓ ✓ | ✓ ✓ | ✓ ✓ |
| Suspect & Illegitimate products - SOP | 1.1.2015 | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark |
| Authorized Trading Partner | 1.1.2015 | | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | |
| Transactional Information Accepted by Dispensers | 7.1.2015 | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | \checkmark | | | | |
| Federal Licensure Standards Wholesale/3PL | 2015 | | \checkmark | | | | | | | | | |
| Manufacturers Serialize | 11.27.201 7 | \checkmark | | | | | | | | | | |
| Re-packagers Serialize | 11.27.201 8 | \checkmark | | | \checkmark | \checkmark | \checkmark | \checkmark | | | | |
| Wholesalers Accept/Sell Serialized Product & Validate Serialize Number on Saleable Returns | 11.27.201 9 | | | | 7 | 7 | | 7 | ~ | ~ | V | |
| Dispensers cannot accept product that is not serialized | 11.27.202 0 | V | | | | | | | | | | |
| Complete Traceability | 11.27.202 | | | | | | | | | | | |

32

11/1/2018

B2B In Today's Environment

Standard processes in B2B are used today at AmerisourceBergen

- Millions of transactions involved
- Multiple Business Needs; Procurement, Receivables, Payables, Regulatory, etc.
- Vendor & Healthcare Providers: Purchase orders, Invoicing, Shipping Advices, Chargebacks, Return Requests, etc.
- Standards for Transactional file formats and content are used today
- Most in place for over 30 years with minimal updates
- Primarily ANSI X12
- Errors are involved
- Material and Business Entity Identification
- 100's or resources involved to "clean it up"



The importance of Interoperability

- ABC processes hundreds of thousands of transactions shared with and between trading partners each business day
 - Manufacture PO's/Invoices, Shipment Notice/Advice, Credits, Return Authorization, Chargeback/Rebates, Customer PO/Invoices VIA Electronic Data Interchange, etc.
 - EDI Is used for 99.99% of all transaction interactions
 - Have been interoperable with the use of standards in electronic transactions for 35+ years
- Interoperability has been made possible with the use of Standards
 - Transaction sets; primarily ANSI X12 Format
 - Defined field content within electronic transactions
 - Provides predictable content for processing

Issues with current processes that continue to plague our supply chain

Product Identification

- NDC Number is used in the US for broad product identification
- Does not represent pack or case size
- Product Markings on Case or Outer-pack
 - Multiple Bar Codes
 - Multiple placements of labels
 - Multiple placement of label content
- Trading Partner Identification
 - Multiple identifiers are used including DEA, DUNNS, HIN, State License Number
 - Identifier does not always represent the exact location within a physical building, i.e.. Hospital Pharmacy versus Hospital Outpatient Clinic
 - Names and ownership can change frequently across customer base
- ►ANSI X12 Datasets
 - Multiple "maps" of each transaction are required to meet the needs of our trading partners



AmerisourceBergen[®]

Removing the ambiguity - GS1 Standards will resolve our issues! -

Product Identification

- GS1 Global Trade Identification Number (GTIN) will replace the use of NDC
- Provides exact product identification, including pack/case
- Product Markings on Case or Outer-pack
 - Provides universal specification for Bar Code use and content
 - US is migrating to GS1 2D Data Matrix Bar Code on all Pharmaceutical Products
- Trading Partner Identification
 - GS1 Global Location Number (GLN) will replace the use of multiple
 - GS1 GLN's can be very specific in location identification for ordering, billing, shipping as well as changes in ownership

►PCIS

- GS1 Electronic Product Code Information Services (EPCIS) will be used for regulatory transactions
- No adjustment to format required removing the need for variable maps

Moving to a serialized world

It's an opportunity to go from this...





What Standards can do!





- Unit Level: Assign a unique serial number to each saleable unit and case with GS1 2D Standardized format.
- Case Level: Encode the GTIN, serial number, expiration date, and lot number in a 2D GS1 DataMatrix.





New Business Requirements Drive New Technology and Increased Need For Standards

- Electronic Product Code Information Services
- Requires data not currently used in our industry, i.e. product serial numbers
- Requires speed in data sharing between trading partners to protect supply chain performance
- Demands Reduction in Errors
- And then there is BlockChain.....



Contact Information:

Jeffery Denton

Manual AmerisourceBergen[®]

Where knowledge, reach and partnership shape healthcare delivery.





Pharmaceutical Safety Traceability System In My View

Sinopaharm Logistics Co.Ltd

Yimin Gu

2018.Oct

1. Sinopharm Traceability SystemContentsBased On S.A.V.EONTENTS2. GS1 Coding System Helps BuildTraceability System

国药物

1000

流





Introduction of Sinopharm Logistics

中国医药集团有限公司 China National Pharmaceutical Group Corp.

国药控股股份有限公司 SINOPHARM GROUP CO. LTD.

国药集团医药物流有限公司 Sinopharm Logistics



Logistics service products for the entire supply chain







Distribution processing



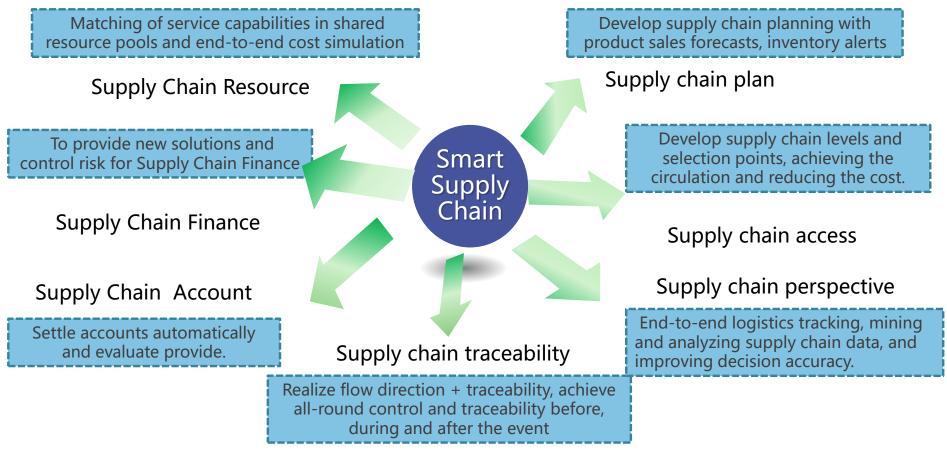
Cold chain technology

Information

service







SAVE Supply Chain Solutions



Warehouse integration cooperative service

Based on automation equipment, supported by WMS and TMS, manage warehouse resources pool through the SAVE platform to complete complex and differentiated logistics delivery.

Omni-directional information logistics value-added service

SAP 夏区 Based on advanced information ----technology and big data technology, we ----will complete value-added services such as data analysis, operational performance and decision support through the SAVE platform.

Supply chain upstream and downstream solutions and optimization

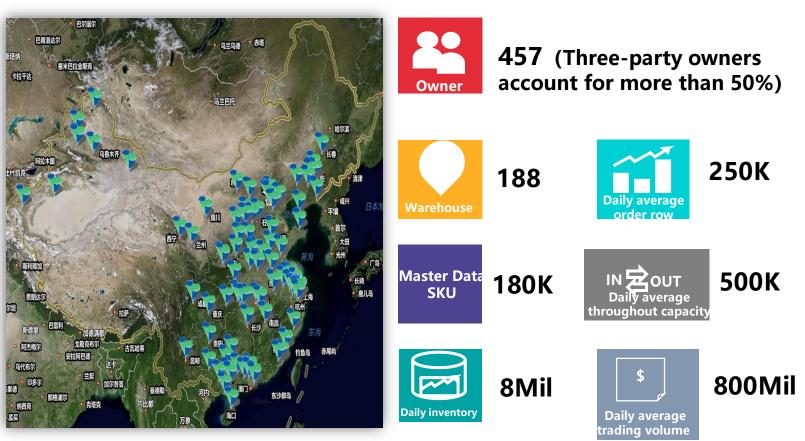
With logistics network planning and distributed order management as the core, it provides solutions for rational distribution, modeling and push-pull order management services for the global supply

Safe Accessible Visible **E**fficient

- Comply with GSP regulation
- QA Mgmt
- Temp & Humidity Control
- Integrated Management
- Transportation Warehouses
- Cross Region Transference
- Resource Visible(warehouse,transport,cold chain facilities)
- Goods Visible (inventory, owner, multi warehouse.)
- Order Visible (full order tracking)
- Optimization Tools
- Multi warehouse linkage and
- cost optimization
- Sales Forecast and inventory alert

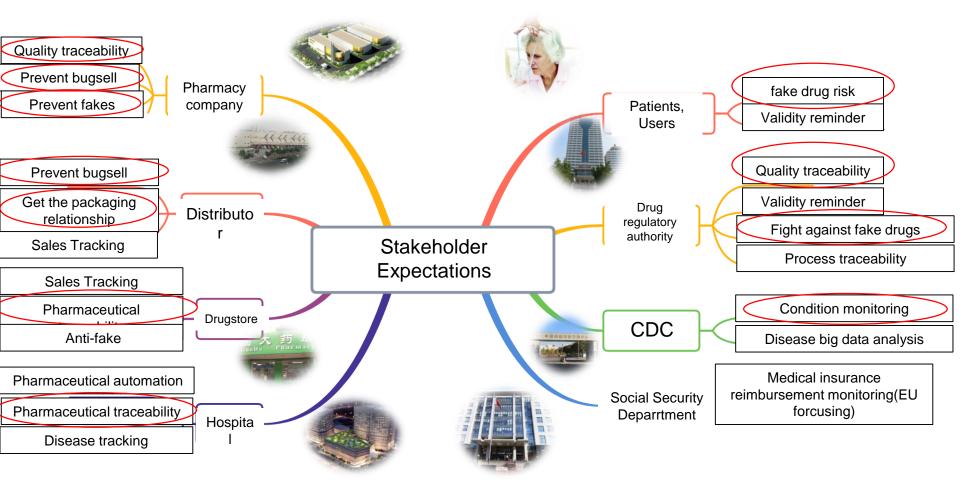
SAVE supply chain deployment



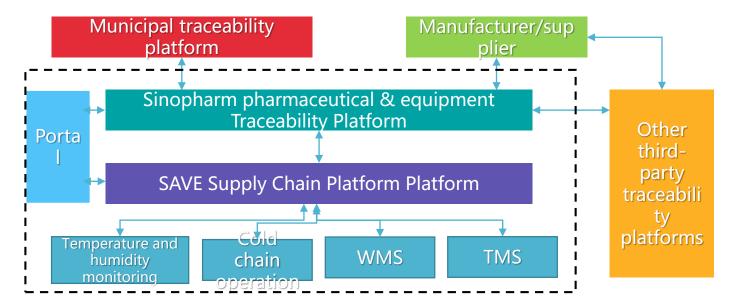


The Expectations Of Traceability System's Stakeholders









- Interfacing with production company/supplier data to obtain basic information and relationships, feedback flow traceability and other value-added service information;
- Interfacing with other third-party traceability platforms to obtain basic information and related relationships, and feedback traceability information according to the requirements of the traceability entity;
- Interfacing with regulatory agencies, feedback regulatory inspection data as required;
- The portal provides retrospective information that is fully integrated with the parties, including flow, logistics, quality, and physical traceability.

Traceability system function - logistics traceability, order tracking visible

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订单追踪

订单生成

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Traceability system function - quality status traceability









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Terminal client electronic monitoring code inquiry case:

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| 确认 | 效期: 2017-08-31 |
| | 生产日期: 2016-03-05 |
| XXXX Company Sales department billed the invoices to the Sinopharm XXXX Co., Ltd. and goods enters the Shanghai Sinopahrm warehouse | 生产厂家: 有限公司 入库单号: LKASNP1604050161565 供应商: 滁州华安生物药业有限公司 货主名称: 立康/LK 仓别: 国药上海康宁路仓/SH1 扫码时间: 2016-04-13 15:52:43 出库单号: LKS0CBNTRR 客户: 上海交通大学医学院附属瑞金医院 货主名称: 立康/LK 仑别: 国药上海康宁路仓/SH1 扫码时间: 2016-05-09 14:25:11 |
| Sinopharm xxxx Co., Ltd. Billed to xx hospitals, and enter terminal medical institutions | |

Users can easily log in to the traceability platform to query product traceability information.







Flexibility

Meet user access pressure Meet users' data storage needs **Extensibility** The system is not affected by policy restrictions The system is compatible with various regulatory codes.

Security

defend malicious attacks Important data protection

Logistics traceability Real logistics and traceability of warehousing and distribution processes, realized through monitoring of operations and transportation processes in warehouses

Quality traceability Drug inspection report, maintenance record and traceability of product

maintenance record and traceability of product quality status, temperature control, cold chain product temperature tracking

Physical traceability For the minimum sales and use units, carry out traceability of materials and materials to assist medical institutions in quality control and safety control

Location Traceability According to the traceability of the order in the process of commercial circulation, and the traceability of the overall supply chain of the variety after the two-invoicesystem

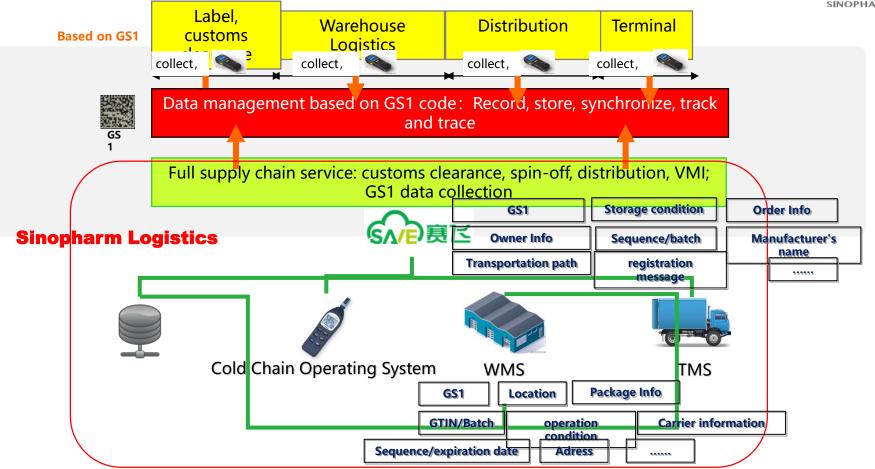






Achieve full tracking and traceability of Pharmaceutical based on GS1







Advantages of GS1 in pharmaceutical traceability

- GS1 is an international standard and is widely used in the global pharmaceutical industry to achieve a unified upstream and downstream traceability;
- Improve efficiency. GS1 code has a large amount of information, can store all kinds of attribute information of goods, and greatly improve the operation efficiency of enterprises through automatic data collection and electronic data processing.
- Provide unique product identification methods to avoid data duplication
- Meet the basic procurement requirements of major retailers and buyers in the world



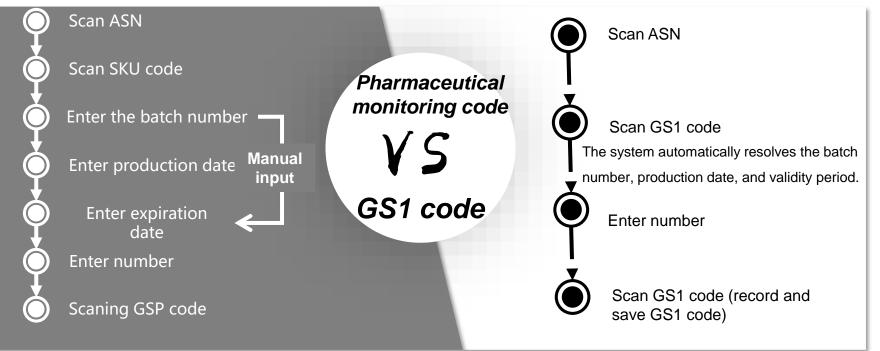


Scan the GS1 code at each collection point, obtain relevant information and upload the traceability platform (hereinafter **★** marked as information collection point)

Advance receipt ACN 本化 Receive On shelf ASN Pallet receipt Pallet receipt FCL receipt FCL receipt Petail receipt Wave Wrapping/Revie Replenishmen Picking * w Store replenishment unit box picking Packing Box replenishment Vehicle picking station GSP Collection port Conservation **Special Area** Upload Inquire Invoice Collection Transportation Inventory management/check

GS1 Receiving Mode

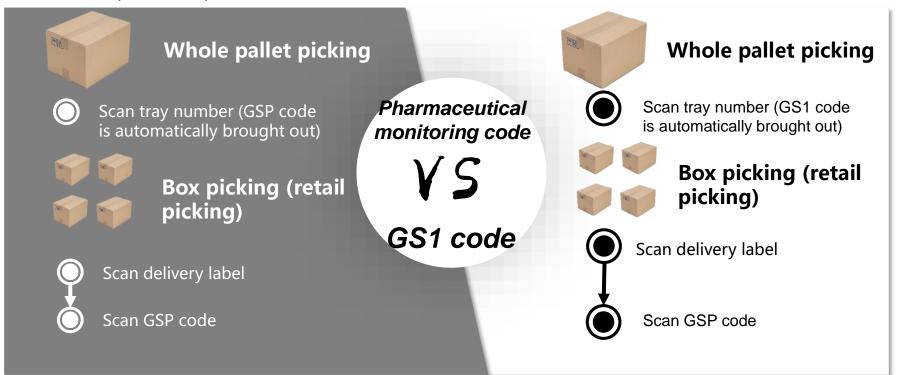
Change the current receiving process, add GS1 receiving mode by scanning the GS1 code. The product code, batch number, production date, expiration date and other information will automatically input through the 2D code to simplify the receiving action and greatly reduce the manual entry error. The job changes are as follows:



GS1 Delivery Mode



The GS1 delivery mode is similar to the pharmaceutical monitoring code delivery mode, but the field workers do not need to manually review the validity period, batch number and other information, making automated operations possible.



On-site GS1 code acquisition operation



On-site GS1 code acquisition operation



| 市 | W 4 1 H H 89 1[3 2 | 景选模于 2 | 018-10-12 09 | 441 Order by | 商品代 | 码 | V \$ 8 | 1 | | | | | | | | | |
|----------------|--|------------------------|---|------------------|----------------|-------------|--------------|--|------|----------|---|---------------------------|----------|----------------------|-----------------|-----|----------------------------|
| Ê | ASN | | and the local data and the local data and the | | - Announcement | | asn_dtl_uni. | and the second s | 副教教皇 | 批号 | 居间人 | 供应商 | | 商品代码 - | 高 | 品名称 | |
| | WSASNP1810110136005 | 收货中 | 0 | 3 | | 90 | | 49 | 41 | | WS0 | | 公司 V | VS5933059 | 注射用 | | 二钠 0.5 |
| 3 | WSASNP1810110136005 | 收货中 | 0 | 3 | | 90 | | 1 | 41 | 150025 | WS0 | | 公司 V | VS5933059 | 注射用 | | 二納 0.5 |
| X | WSASNP1810110136005 | 收货中 | 0 | 3 | | 90 | | 40 | 41 | C725719C | WS0 | | 公司V | VS5933059 | 注射用 | | 二纳 0.5 |
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The example of GS1 code application process

Date

Status



S.A.V.E+GS1= ? -

Quality traceability

Prevent bugsell

Prevent fakes

Sales Tracking

Packaging relationship

Disease big data analysis





Insurance monitoring





Summary





1. China has been able to read and identify drugs with GS1 code.

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2. China has begun the test and the promotion of GS1 coded products in hospital system and pharmacy system .



3.The multinational pharmaceutical companies should actively apply GS1 code.



4.Several associations in China have been jointly promoting the application of GS1 in China.





guyimin@sinopharm.com

Email



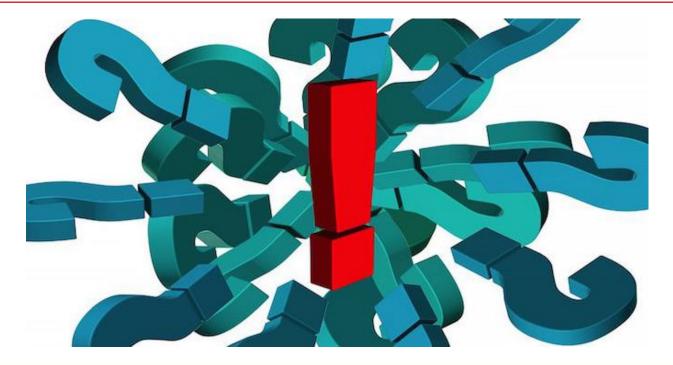
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Wechat

Thank you for watching

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Questions from the audience





GS1 Standards to move products through the Supply Chain | Bangkok | October 2018 70

Some messages to take away

- This session has highlighted the value of global standards across countries as well as business functions wholesalers, distributors and logistics providers and healthcare product categories
- The implementations are innovative and varied we have much we can learn from the experiences of today's panellists!
- These entities in the 'middle' of the supply chain want to partner with their suppliers, customers and trading partners to help drive implementation of global standards join us to make a difference!









Make the most of the conference!

Hear, discuss and enjoy...

