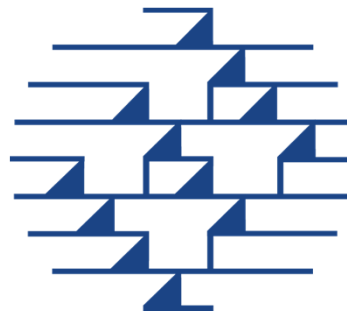


Canada and GDSN

Dave Ralph, CEO



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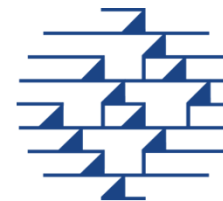
Introduction

- Over 25 years providing EDI and related services
- 2005 GDSN Certified data pool [CGS Datapool Services](#)
- Acquired Telus Healthcare business
- Serve over 150 hospitals and hundreds of vendors
- GDSN Project with 7th largest GPO in USA
- GDSN Pilot with large GPO/SSO in Canada



Commport's Role

- We are **responsible** to the communities we serve
- Delivering trust, experience and technical expertise
- Providing end to end services for the entire supply chain
- **Qualified** to have open discussion with both ends
- The following is what our **customers** are saying



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EDI in Canada



- Approximately **95%** of all hospitals in Canada are EDI capable
- Many hospitals do **NO** EDI in purchasing
- EDI trading partners for any one hospital typically around 150 or 40% of trading activity
- Approximately only 33% of all Purchase Orders issued in Canada are **delivered in EDI**

The Numbers



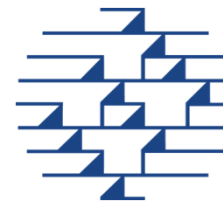
Hospitals in Canada



Average PO's per month



Error rate



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The Cost

\$54.52



Cost increase per order

\$91,593,600



Monthly aggregated cost

\$1,099,123,200



Annual cost for hospitals

\$2,198,246,400



Annual cost for complete supply chain



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\$2 Billion In Savings
— Bad Product Data —
GDSN Is The Solution



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Are Health Providers Ready?

- Most of the 1400 hospitals have an ERP system
- Canadian healthcare has **agreed** GDSN would work for them based on **success in retail sector**
- A pilot to demonstrate how the GDSN could **solve** this \$2 billion issue was put together
- Vendors have **joined and embraced** the pilot
- Studies have been conducted to find a solution



State of Readiness For Providers

A review was conducted and found that

ONLY ONE GPO in Canada

and

FEWER THAN 10 HOSPITALS

had an ERP system that can utilize the GTIN

None of the remaining 1,389 can!



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Only a Canadian Issue?

Our discussions with the various software vendors show that this is not a uniquely Canadian issue

One of the largest software vendors admitted to not having any plans to develop a GDSN function

None of their global users have asked for it!

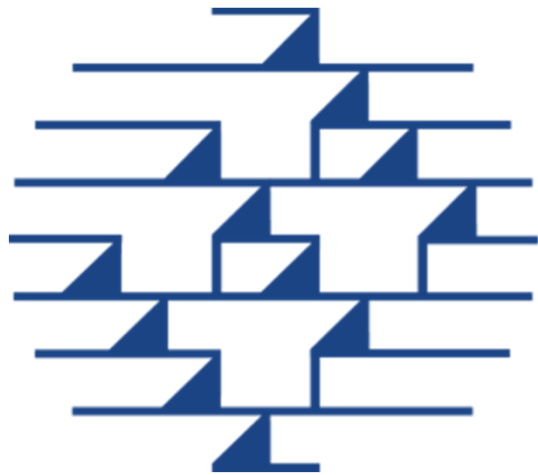


What We Need To Do

- Educate the market on the **potential** of GDSN and where to get it
- Get the software vendors **involved**
- Continue to work with manufacturers to keep engaged
- Solve the \$2 billion **issue**



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