

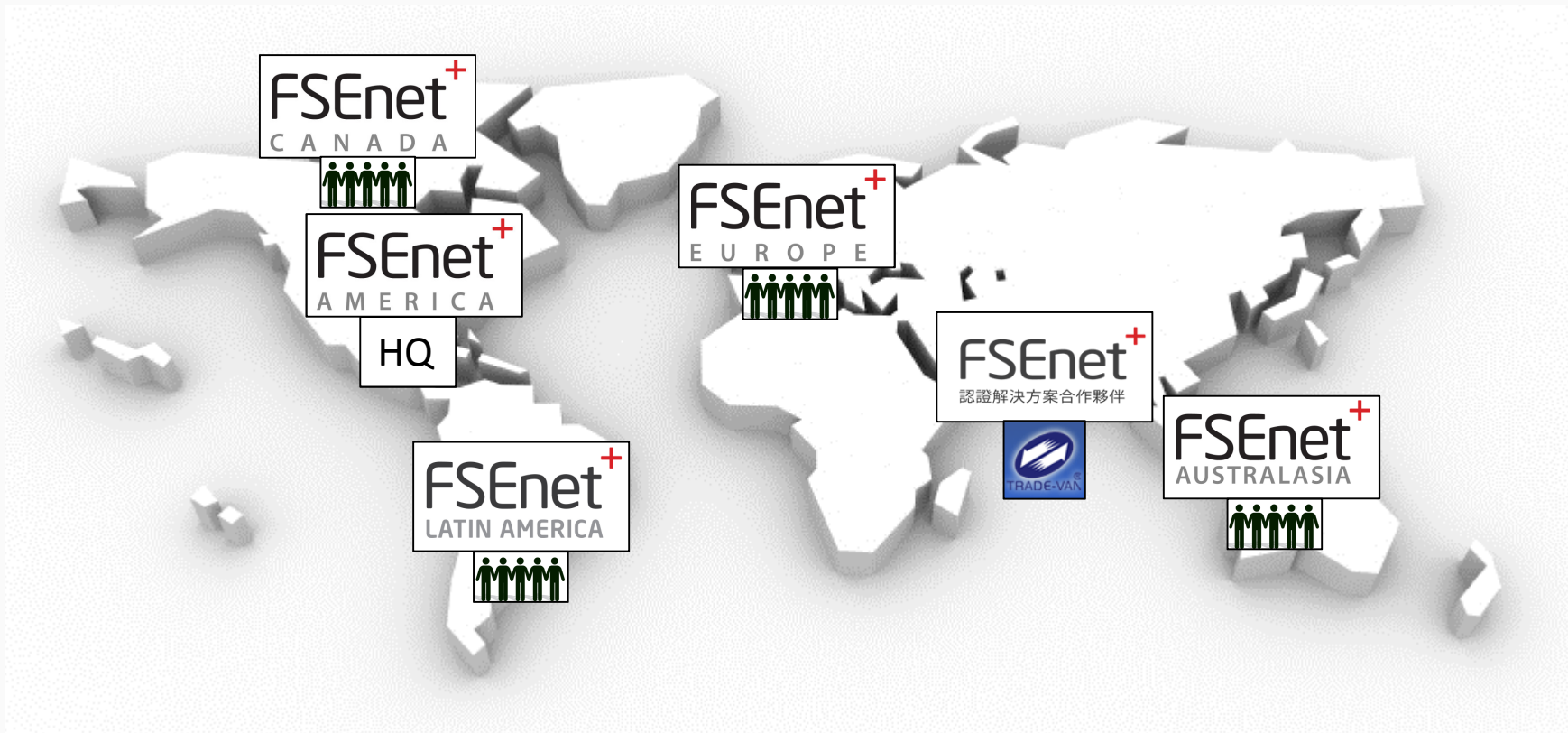
*“The Values & Benefits of Using a **GDSN** Data Pool”*

Prepared by:  
Anthony Hayes  
Greg Patterson

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## *Around the world*

5 Corporations : USA, Canada, Australia, France, Brazil, (Taiwan-Partner)



## Industry adoption of Healthcare Standards is critical to all of our success!

- Healthcare providers are demanding change, similar to what they have seen in other industries, (i.e. retail, foodservice, mass merchandise and hardlines).
  - Hospitals, GPO's and Distributors want to utilize Global Trade Item Numbers (GTINs) to identify products in the supply chain and Global Location Numbers (GLN's) to identify locations.
  
- Healthcare Industry is demanding a unified way of sending and receiving all product information - Global Data Synchronization Network (GDSN).
  - All Major GPO's in the USA are now active
  - Canada & Australia have industry catalogs
  
- The FDA has implemented a Unique Device Identifier (UDI) for Healthcare products which has an aggressive adoption timeline for suppliers.
  - Leverages GDSN processes

➤ **Objective is to become compliant by getting connected!**

- Over 2,000 manufacturers, distributors, GPO's, operators, healthcare providers, and others are already participating

➤ **Industry-wide Initiative to create healthcare standards:**

- To drive unnecessary costs from the healthcare supply chain.
- Improve product information for all Trading Partners, Distributors, GPO's and their members.
- Establish a foundation for healthcare safety through traceability.

*“Supply chain data standards will greatly improve healthcare safety and efficiency, but safety is our primary value. The needs of the patient come first.”*

*-MedAssets*

## An opportunity for a new kind of healthcare innovation

“ Implementing global standards across the entire healthcare supply chain could save **22,000 - 43,000** lives and avert 0.7 million to 1.4 million patient disabilities “

“ Rolling out such standards-based systems globally could prevent **tens of millions of dollars’** worth of counterfeit drugs from entering the legitimate supply chain. “

“ Today, the healthcare industry has **half a trillion dollars** tied up in inventory, but better collaboration enabled through global standards could reduce obsolescence and inventory redundancy”

“[We] estimate that healthcare cost could be reduced by **\$40 billion - \$100 billion globally**” from the implementation of global standards

(Source: McKinsey report, “Strength in unity: The promise of global standards in healthcare”, October 2012)



To download the report, visit [www.gs1.org/healthcare](http://www.gs1.org/healthcare)

➤ **Making it EASIER to do business with your customer(s) by...**

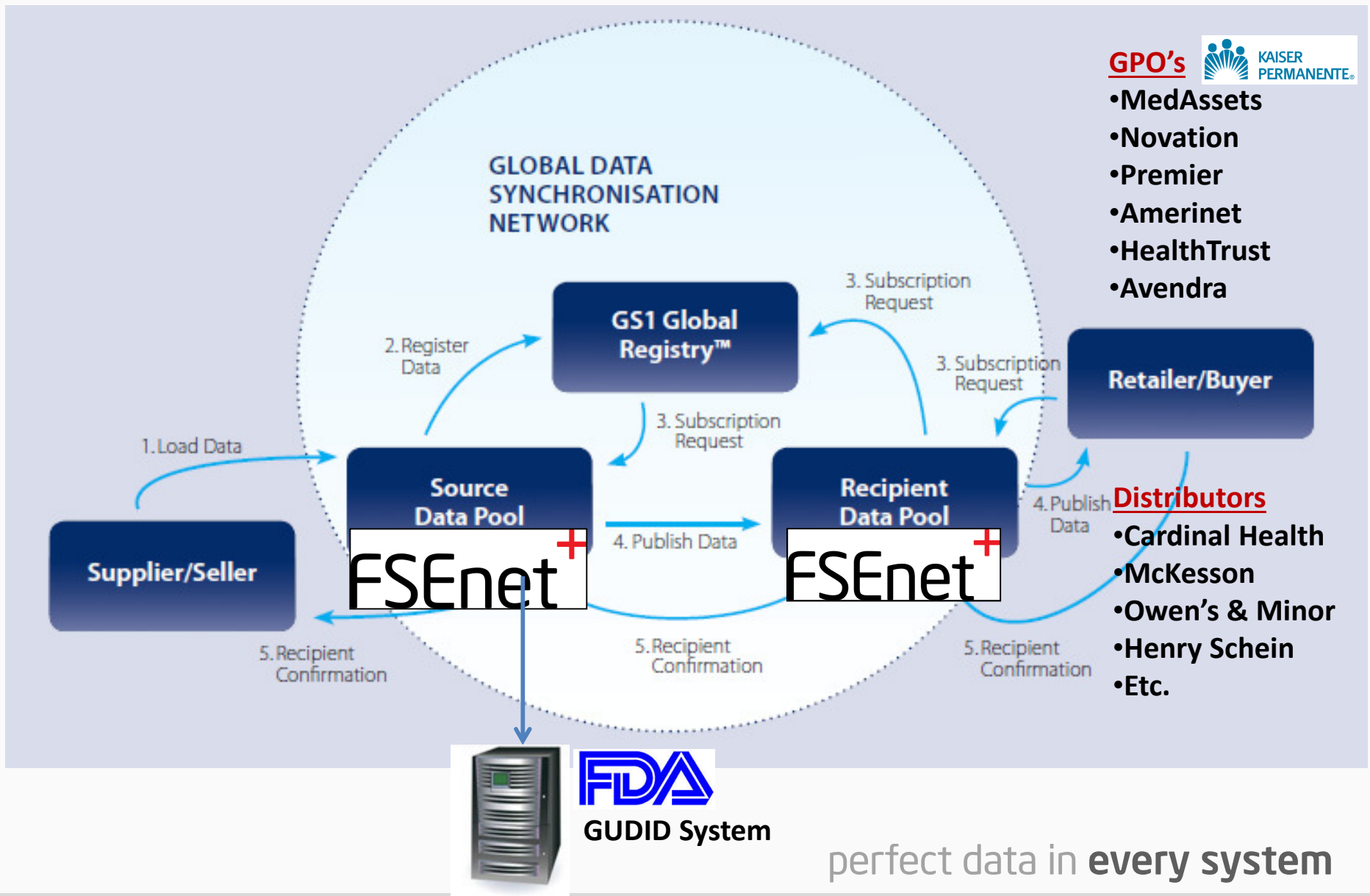
❖ **Supplier:**

- Increase product exposure to partners (i.e. GPO's, Hospital Systems and Distributors).
- Better flow of robust product information and communication to all partners, contracting teams and analytic departments
- More efficient contract negotiations, maintenance and product recalls
- Reducing waste in the supply chain due to inaccurate product specs
  - ✓ Mismatched product numbers
  - ✓ Wrong product dimensions
  - ✓ Inaccurate weights & measures

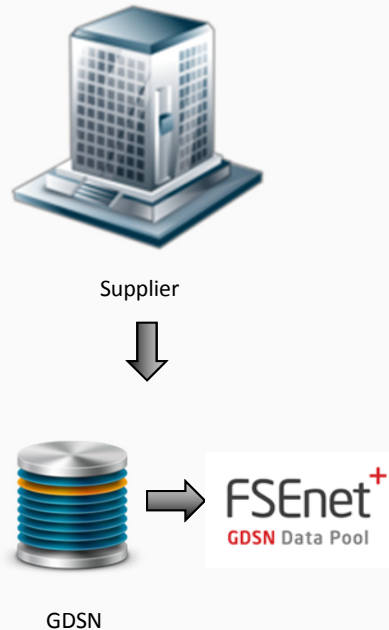
❖ **Distributors and Group Purchasing Organization (GPO) Partners:**

- Visibility to more products to contract with hospital members
- More in-depth information on products
  - ✓ Helping customers understand your products with accurate descriptions
- Reduce medical and/ or ordering errors
- Enhance analysis of purchased products and supply chain efficiency

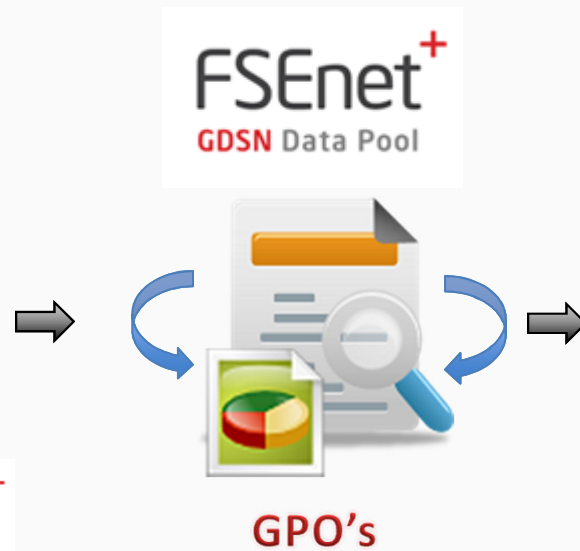
perfect data in **every system**



### PHASE 1



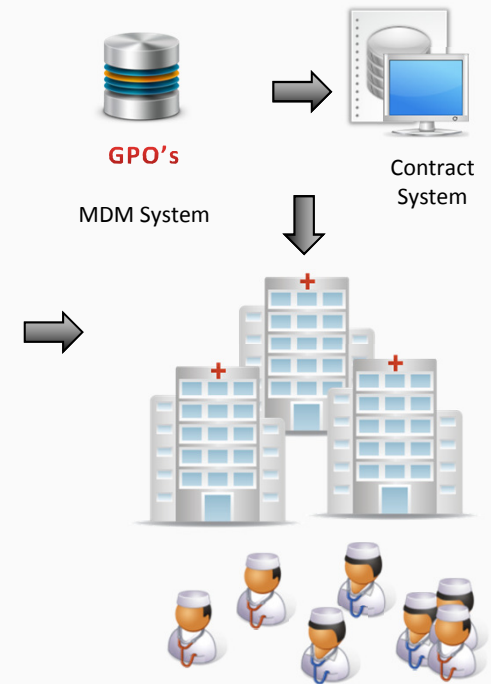
### PHASE 2



### PHASE 3



### PHASE 4



#### PHASE 1

- Suppliers submit items into the GDSN via their data pool provider partner
- FSEnet+ requests a data subscription on behalf of GPO

#### PHASE 2

- Once data subscription is approved, FSEnet+ receives supplier data
- FSEnet+ match data to GPO's catalog

#### PHASE 3

- Once item matching is complete, GDSN data is placed into the GPO's Master Data Management (MDM) system

#### PHASE 4

- The GPO's MDM system feeds Contract system and acts as the "single source of truth" of data for GPO's Members and Employees

perfect data in **every system**



➤ Data Pools can connect your organization to all of your trading partners, including the FDA through one central network.

- FSEnet<sup>+</sup> portal will automatically map all GS1 attributes to corresponding FDA attributes

### The Global Data Synchronization Network (GDSN):

➤ Improves efficiency and accuracy

- Trading partners speak in a common language
- Suppliers have the ability to share data in real time
- Decrease the time to market for your products, reduce the invoice errors and number of duplicate processes and drive down your supply chain costs

➤ Provides Complete, Consistent, Accurate, Time-stamped and Industry Standard Data

➤ Builds consumer / patient trust



- Access to accurate up-to-date product information at your fingertips!



perfect data in **every system**



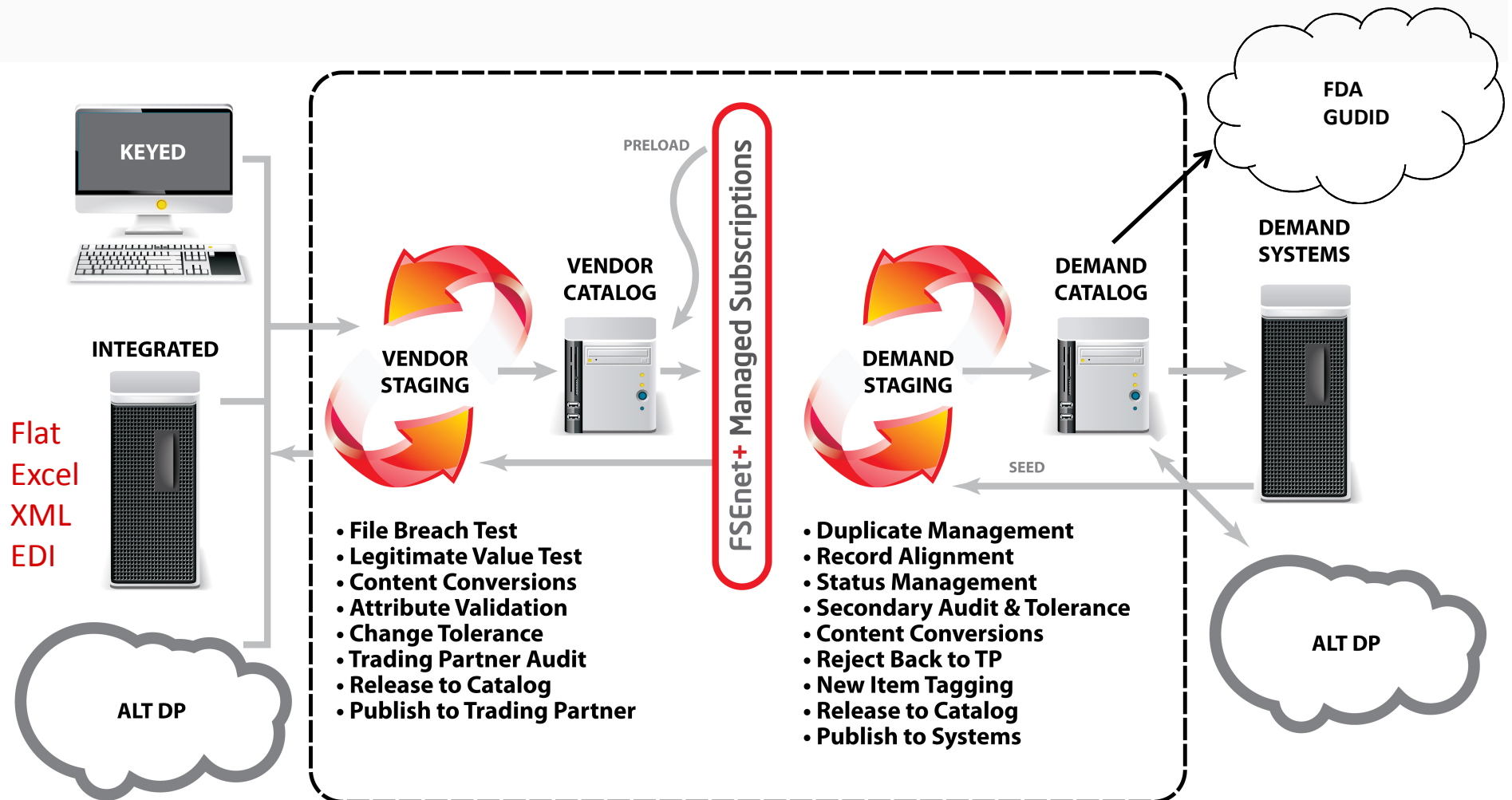
## Per the FDA:

“The International not-for-profit association known as “GS1” operates a system that uses a Global Trade Identification Number (GTIN) to identify a device...

Because these existing systems include tightly-integrated functions that go far beyond simply identifying devices—functions such as inventory management and enabling commercial transactions that are not part of FDA's public health responsibilities and are outside our statutory authority—FDA believes it would be inefficient and counterproductive to try to replace the existing systems with a single, FDA designed system of device identifiers.”

## Bottom Line...

- ❖ The industry is still requesting suppliers to publish to the GDSN.
- ❖ GTIN's are the easiest path to UDI compliance.
- ❖ FSEnet<sup>+</sup> and other certified data pools have a process so suppliers can support GDSN and UDI at the same time.



➤ **GS1 Industry Knowledge and Connections**

- GDSN Certified Data Pools have a full service solution that allow Trading Partners to share information in a collaborative environment

➤ **Eliminates Complexities Associated with GDSN**

- Supports all markets - Healthcare, Foodservice, Hardline, and Mass Merchandise

➤ **Innovative Processes**

- Trading Partner audit process ensures complete and accurate data

➤ **Flexible Solutions and User Friendly Tools**

- Manage the entire process - One stop solution
- Customized options for implementation & integration

perfect data in **every system**

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