



SUPPLIER SUMMIT

**USAID Global Health
Supply Chain Program
Supplier Summit**
February 21-23, 2017

SUPPLIER
SUMMIT

USAID Global Health Supply Chain Program

HOW GHSC WORKS WITH SUPPLIERS



USAID
FROM THE AMERICAN PEOPLE



PEPFAR
U.S. President's Emergency Plan for AIDS Relief



USAID
FROM THE AMERICAN PEOPLE



U.S. President's Malaria Initiative

WELCOME!



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USAID Global Health Supply Chain Program Supplier Summit

GHSC-PSM STRUCTURE: REVIEW

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

GHSC-Procurement and Supply Management (GHSC-PSM)

Single-award IDIQ

Chemonics

GHSC-Rapid Test Kits (GHSC-RTK)

Single-award IDIQ

Remote Medical International

GHSC-Technical Assistance (GHSC-TA)

Multiple-award IDIQ

Axios
Chemonics
LMI
PriceWaterhouse
Coopers

Systems for Improved Access to Pharmaceuticals and Services (SIAPS)

Cooperative Agreement

MSH

Promoting the Quality of Medicines (PQM)

Cooperative Agreement

USP

GHSC-Quality Assurance (GHSC-QA)

Contract

FHI360

GHSC-Business Intelligence and Analytics (GHSC-BIA)

GSA Contract

Intellicog

The Coca-Cola Last Mile Project

Global Development Alliance (GDA)

GHSC-RTK AND GHSC-PSM MEMORANDUM OF UNDERSTANDING (MOU)

- In July 2016, both prime contractors of the GHSC-RTK and GHSC-PSM projects signed an MOU
- Purpose: To identify roles and responsibilities of each party as they relate to ensuring the availability of approved HIV rapid test kits (RTKs)
- Important to ensure that host country programs continued to operate without any gap in the supply chain
- Established responsibilities in regards to:
 - HIV RTK supply plans
 - Submission of client requests
 - Receipt and processing of client RTK orders
 - Assistance in services in regards to shipping and delivery
 - Establish actions in regards to QA issues
 - Properly manage emergency orders

HOW GHSC-RTK WORKS WITH SUPPLIERS

GHSC-RTK

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

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GHSC-RTK ONLY PURCHASES:

WHO-prequalified in vitro diagnostic products (current edition)

OR

Products on the USAID List of Approved Rapid Test Kits (last updated February 1, 2017)

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HIV RTK VENDORS

- GHSC-RTK is working to establish Indefinite Delivery Indefinite Quantity (IDIQ) contracts with all of our main suppliers
 - We have signed several IDIQs but are in the process of finalizing a few more critical contracts
- Purpose: To lock in pricing for indefinite quantity of delivery of RTKs and associated RTK accessories
 - **Benefit:** Clients can establish a budget for the procurement and delivery of HIV RTKs
 - **Benefit:** Help establish supply plans per RTK brand and the budget needed for each screening/confirmatory/tie breaker testing algorithm needs

HIV RTK VENDORS (CONTINUED)

- Certain IDIQs have tiered pricing which ensures cost savings for larger orders
- Countries order off of country approved algorithms; therefore all orders are tendered based off of single/sole source justifications
- As we establish IDIQs with all of our HIV RTK vendors, we are in a position to process orders quickly to meet our client's requests

GHSC-RTK VENDOR METRICS

- GHSC-RTK usually places purchase orders on an EXW basis and measures performance from order placement to pick up
 - Coordinates with RTK vendors to establish reliable and accurate lead times for production
 - Ensure that our client receives product with acceptable shelf life
 - Measure responsiveness of RTK vendor per transaction (purchase order)

GHSC-RTK VENDOR METRICS (CONTINUED)

GHSC-RTK manages vendor scorecards by measuring the following:

- **% of order on time:** % of commodity (PO value) provided by the vendor by the promised Inco date
- **% of order inaccuracies:** % of commodity (PO Value) missing from the completed order
- **% of shelf life available:** % of commodity shelf life when goods are available for pickup (for import waiver countries the pass tolerance may have to be at least 90%)
- **Responsiveness to RMI (subjective):** % of time the vendor is adequately responsive

Commodity Supplier:				
RTK Vendor Name				
	Score	Tolerance band	Pass Tolerance	Comments
% of order on-time	65%	80-100%	80%	12 deliveries, not acceptable
% of order inaccuracies	0%	0-1%	1%	
% of shelf life available	93%	86-100%	86%	
Responsiveness to RMI (Subjective)	94%	80-100%	80%	

GHSC-PSM

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GHSC-PSM

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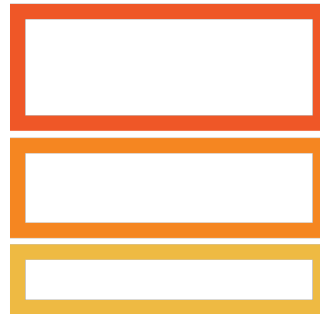
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THREE PILLARS



Global Supply Chain

Global Commodity
Procurement and
Logistics



Systems Strengthening

Country Supply Chain
Systems Strengthening



Strategic Engagement

Global Collaboration, Market
Dynamics, Knowledge
Management, Communications,
Advocacy

MARKET DYNAMICS

Support the Global Supply Chain Team

- Provide information to and participate in the Commodity Councils
- Activities are across all commodity types
- Desire is for Healthy Markets

HEALTHY MARKETS

We consider four critical dimensions in determining market health

Dimensions	Key questions and output metrics	Potential levers for market impact
Global capacity	Is there sufficient supply to meet demand? <ul style="list-style-type: none">— Supply and demand gap— Existence of demand forecast— Forecast accuracy— Lead times, global level stock out rate	<ul style="list-style-type: none">▪ Closure of supply-demand gap▪ Lead time reduction▪ Improved forecast accuracy
Affordability & funding	Is pricing affordable? <ul style="list-style-type: none">— Price relative to substitute and peer markets— % Supply base utilized— Funding and demand gap— Projected funding	<ul style="list-style-type: none">▪ Sustained price decrease▪ One-off gain from accelerating market transition
Supply risk	Is there sustainable, secure supply of these products? <ul style="list-style-type: none">— Number and diversity of suppliers— Margins/price relative to cost— Product registration coverage— Scalability of capacity	<ul style="list-style-type: none">▪ Reduction in supplier concentration risk<ul style="list-style-type: none">— New suppliers/sites— Improved registration coverage
Product quality & appropriateness	Are there quality products that meet user needs? <ul style="list-style-type: none">— Effective products with regulatory approvals— Quality of products— Appropriateness based on target customer needs— Incentives for innovating improved products	<ul style="list-style-type: none">▪ Increased product effectiveness, safety, and/or reduction in side effects▪ Increased R&D pipeline

GHSC-PSM GLOBAL SUPPLY CHAIN TEAM

IDIQ Director
Anthony Savelli

GSC Director
George Ellis

**GSC
Coordinator**
Amy Studenic

Task Order Integrated Supply Chain Managers

TO1 ISC Manager

Amna Noor Al-
Gallas Streeter
(Acting)

TO2 ISC Manager

Rodolphe Peltier

TO3/4 ISC Manager

Sandra Alegria
(Acting)

Functional Teams

Client Relations Manager

Amna Noor Al-
Gallas Streeter

Sourcing and Contracts Manager

Zoya Kaitova
(Acting)

Fulfillment Manager

Cedric Mingat

Supplier Management Supervisor

Alexandra
Tammariello

Quality Assurance Manager

Seble Afework

Deliver/Return Manager

Colin Credle

Center of Excellence Teams

Plan Team Manager

Michael Piatak

Operational Excellence Manager

Ramesh Rajeswaran

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GHSC-PSM EXPECTATIONS AND REQUIREMENTS

EXPECTATIONS

- Promote **open and transparent competition** across all GHSC-PSM sourcing events
- Establish an **understanding** of the **GHSC-PSM procurement process**
- Establish clear **GHSC-PSM communication lines** for all supplier inquiries
- Provide a forum for **productive and collaborative** exchange; establish **strong relationships** going forward

GHSC-PSM EVALUATION CRITERIA

EVALUATION CRITERIA (AQSCIR-P)

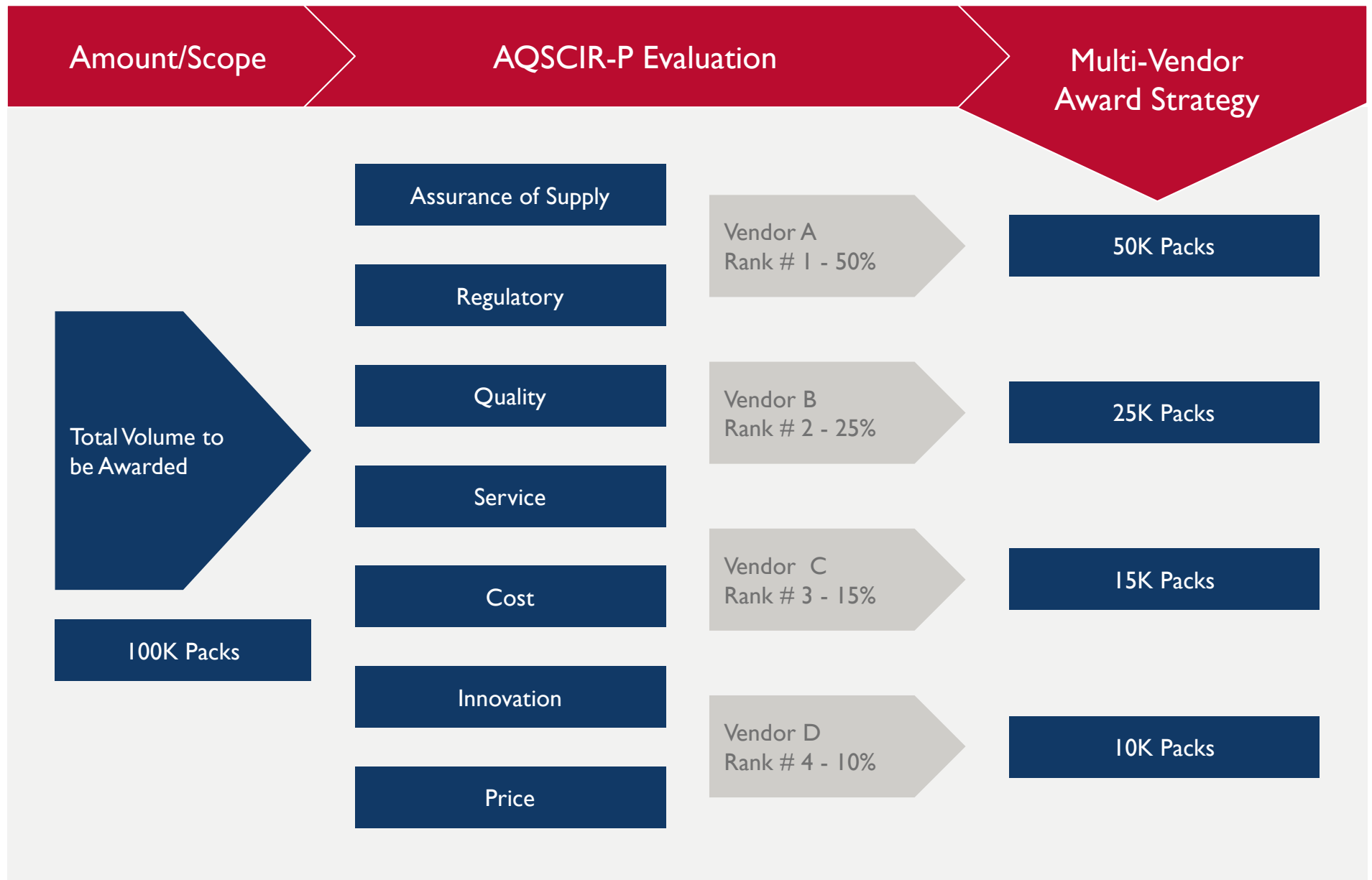
EXAMPLES

Assurance of Supply	<ul style="list-style-type: none">• Production capacity• Quantity in stock (when required)• Past performance
Regulatory	<ul style="list-style-type: none">• Administrative requirements• Registration in country
Quality	<ul style="list-style-type: none">• QA requirements (USFDA, WHO, GHSC-QA)• Shelf life• Stability studies/climatic zone standards
Service	<ul style="list-style-type: none">• Lead time (stock, fresh production)• Customer service• Product Identification
Cost	<ul style="list-style-type: none">• Specific/Unique label language• Unique Distribution requirements
Innovation	<ul style="list-style-type: none">• Serialization• Packaging optimization• New/improved products
Price	<ul style="list-style-type: none">• FCA unit price

Criteria and %
Weights are
Tailored to the
Commodity
and/or Product
and Specific
Sourcing
Strategy

BEST VALUE AWARD STRATEGY TO ACHIEVE DESIRED MARKET OUTCOME

GHSC-PSM APPROACH FOR MULTI -VENDOR AWARDS



SCORECARD

QUARTERLY EVALUATIONS BY TASK ORDER





- Tiered approach to evaluation
- All suppliers with LTAs, IDIQs, BPAs
- All USAID-approved wholesalers
- All suppliers that represent a significant spend
- Information will be shared with suppliers to remedy any performance issues



SUPPLIER SCORECARD METRICS

Product Quality	40%	-Percentage of POs with and without specification
Order Fulfillment	30%	-Were the goods supplied in the right quantities? -Were the goods made available on time?
Invoicing	10%	-Were the goods invoiced correctly?
Service	10%	-Are the suppliers responsive to communications? -Ease of doing business? -Does the supplier offer after-sales service or in-country support? (lab supplies, vehicles)
Innovation	10%	-Is the supplier innovative in their supply chain and/or business processes?

OVERALL EVALUATION CLASSIFICATION

Title	Icon	Result Min	Result Max
Excellent		95%	100%
Good		90%	95%
Fair		85%	90%
Poor		0%	85%


SUPPLIER PERFORMANCE EVALUATION

Step 1: Execute Performance Evaluation

[[open all](#) | [open structure](#) | [collapse all](#)]

Product Quality	<div><div></div></div> 40 %	Open
Order Fullfillment	<div><div></div></div> 30 %	Open
Invoicing Pricing	<div><div></div></div> 10 %	Open
Service	<div><div></div></div> 10 %	Open
Innovation	<div><div></div></div> 10 %	Open

→ Save & next step

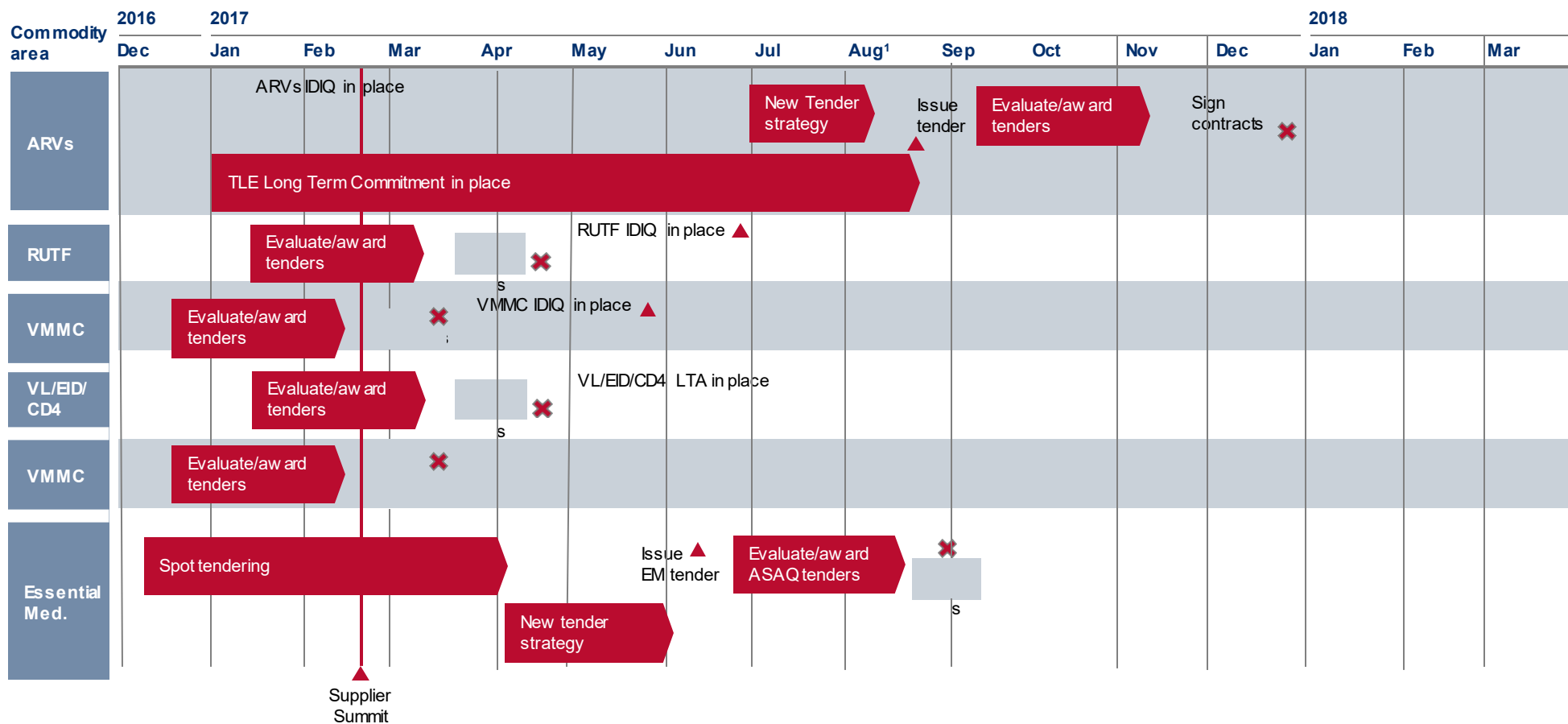
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WHAT'S COMING UP

SOURCING CALENDAR TASK ORDER HIV/AIDS

For informational purposes only; subject to change

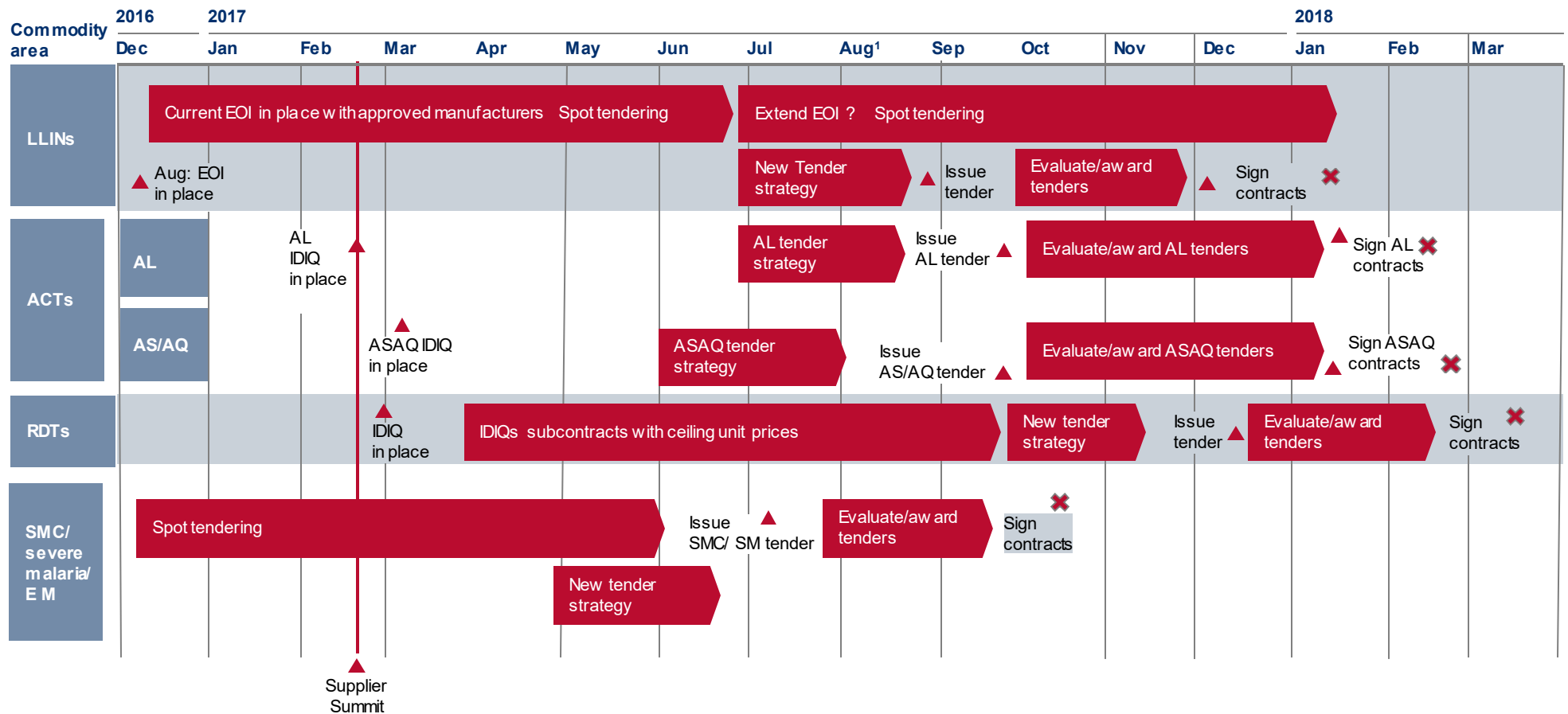


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SOURCING CALENDAR TASK ORDER MALARIA

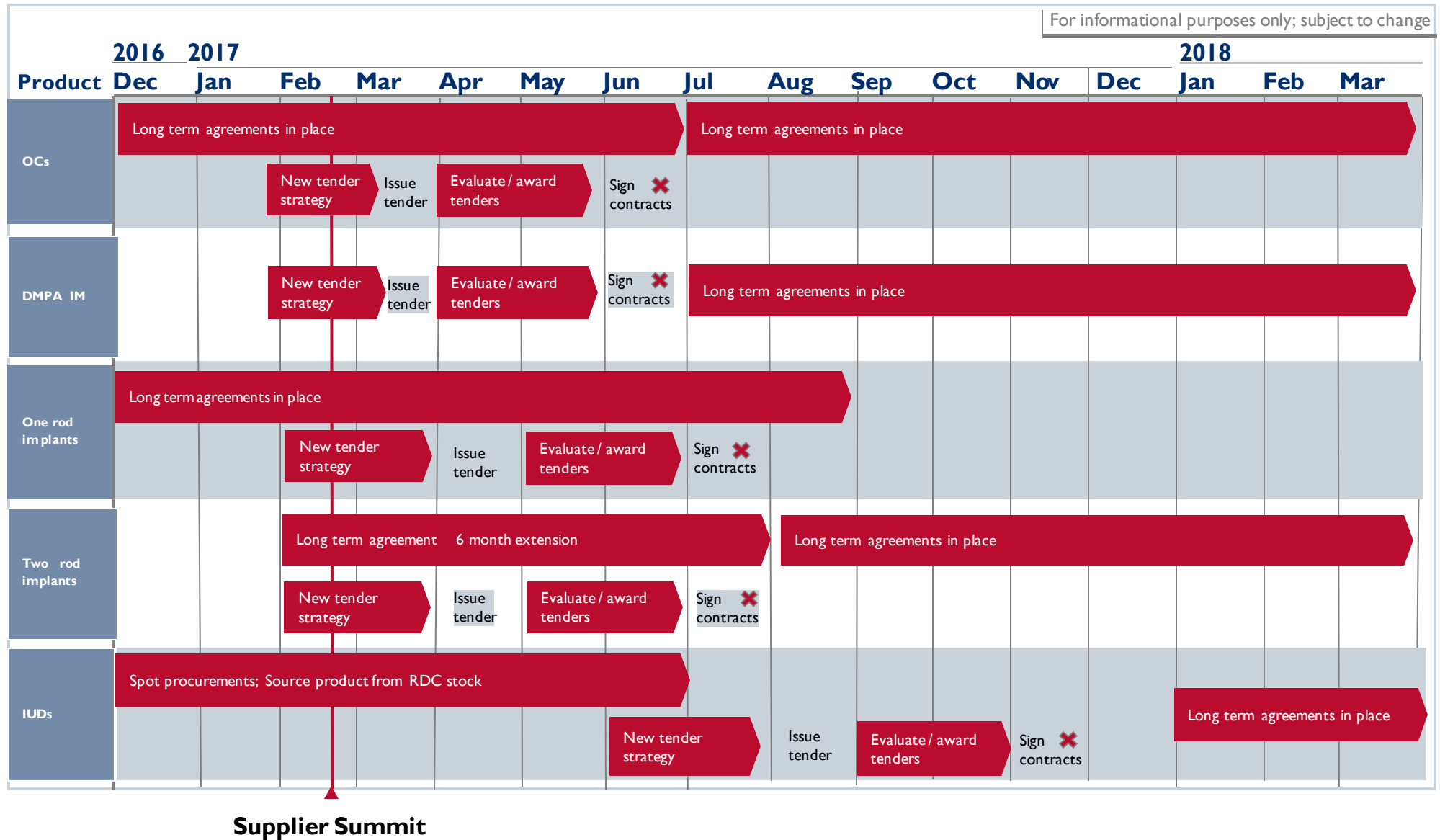
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SOURCING CALENDAR TASK ORDER PRH

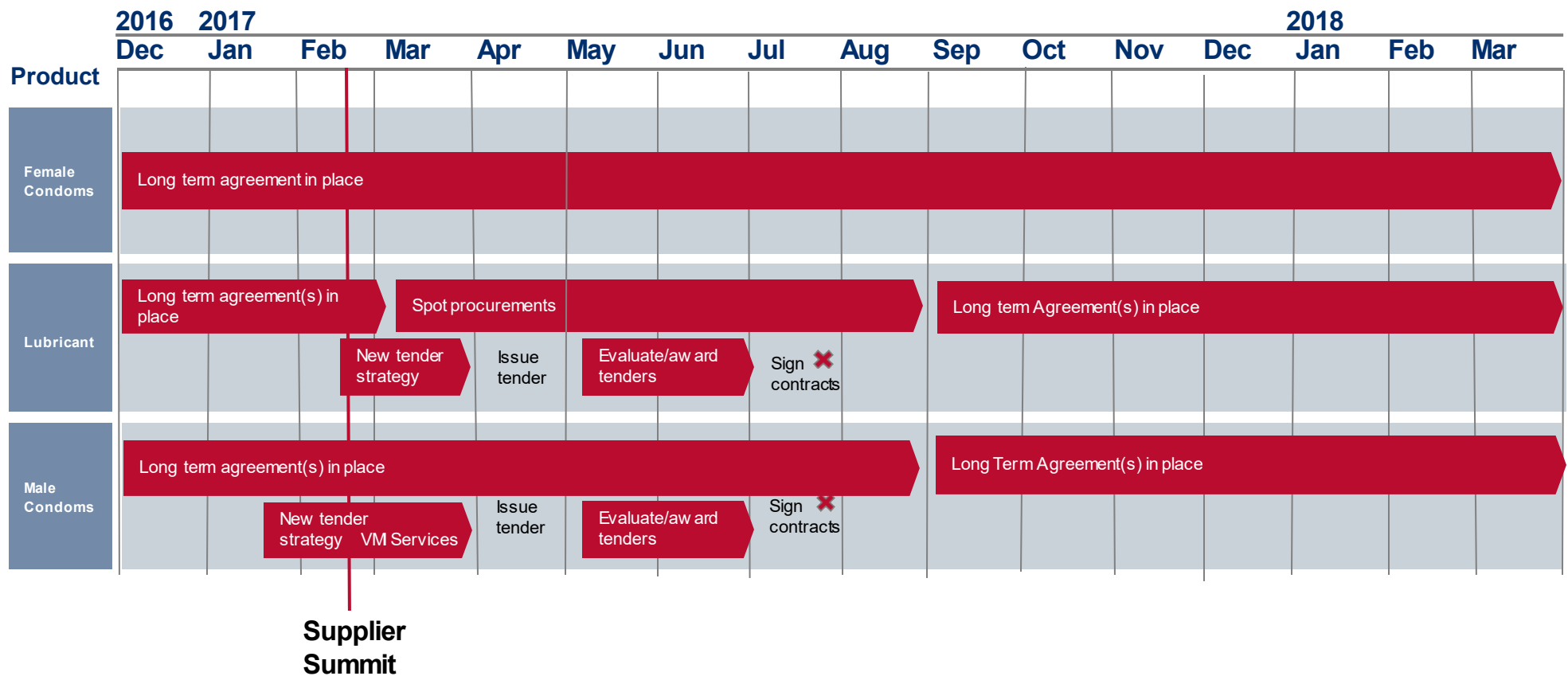


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SOURCING CALENDAR CONDOMS AND LUBRICANTS

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QUESTIONS?



IMPLEMENTATION OF GSI GLOBAL STANDARDS FOR PRODUCT IDENTIFICATION



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USAID
FROM THE AMERICAN PEOPLE



U.S. President's Malaria Initiative

THE CHALLENGE

- Poor data visibility because items and products are identified in non-standard ways
 - Proprietary identification numbers that are reassigned at various points in the supply chain
 - Identification inconsistent across procurement agencies and supply chain stakeholders through to the end user
- Lack of standardization in processes and operations because of inconsistent packaging labels
 - Multiple barcodes
 - Different types of barcodes
 - No barcodes

...WHICH RESULTS IN RISK TO SUPPLY CHAIN SECURITY

WHAT IS GHSC TRYING TO ACHIEVE?

Vision

To enable identification of every item procured at every point in the supply chain, through administration to the patient

Goal

To enable a secure and efficient supply chain from source through to service delivery

Objectives

- To enable end-to-end data visibility
- To identify and implement supply chain efficiencies
- To ensure supply chain security
- To increase patient safety

GENERATION NEXT

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GS1: GLOBAL SYSTEM OF STANDARDS TO ENSURE VISIBILITY



Identify: GS1 Standards for Identification



Capture: GS1 Standards for Barcodes & EPC/RFID

GS1 Barcodes

EAN/UPC



GS1-128



ITF-14



GS1 DataBar



GS1 DataMatrix



GS1 QR Code



GS1 Composite Barcode



GS1 EPC/RFID

EPC HF Gen 2



EPC UHF Gen 2



Share: GS1 Standards for Data Exchange

Master Data Global Data Synchronisation Network (GDSN)

Transactional Data eCom (EDI)

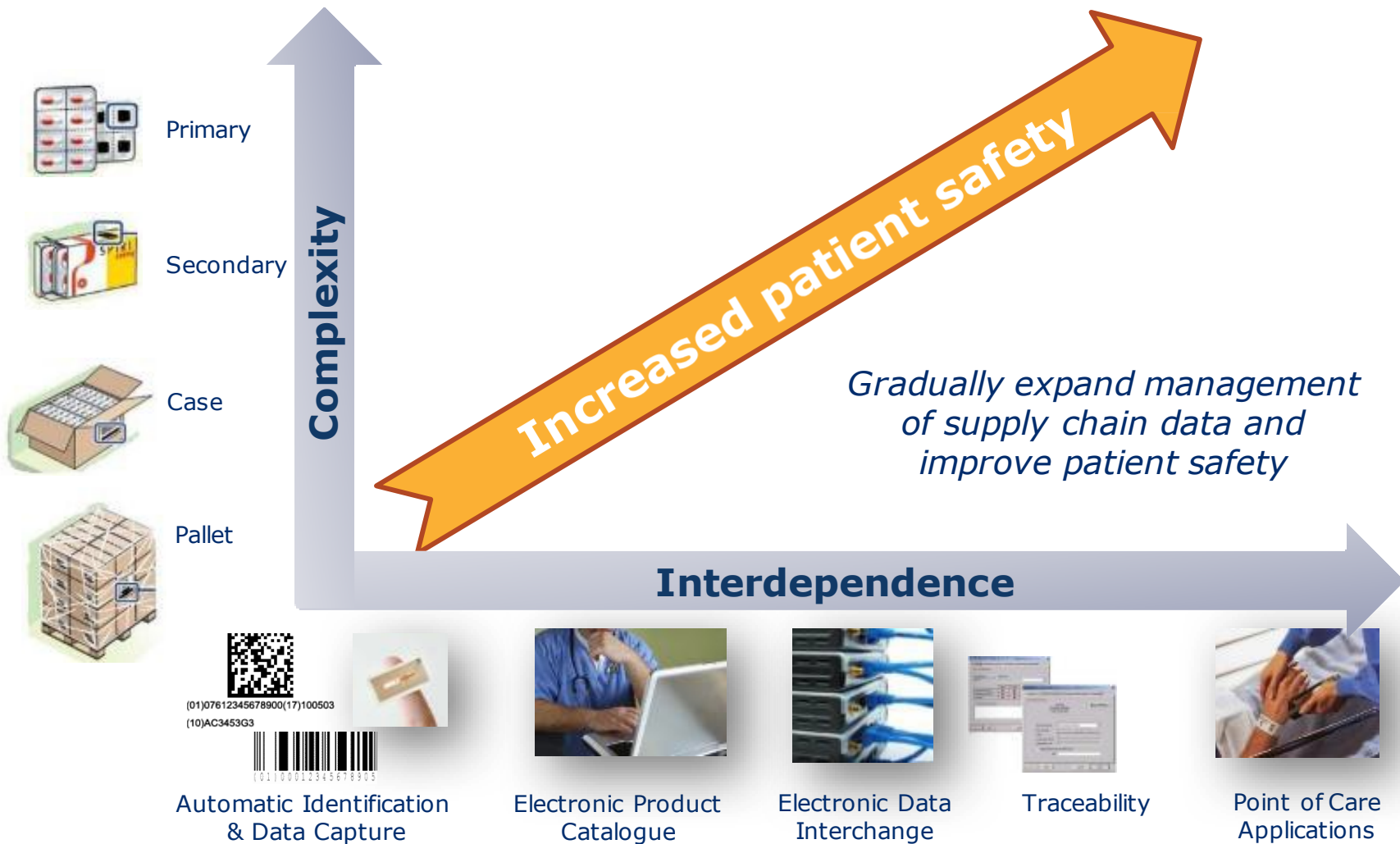
Event Data EPC Information Services (EPCIS)



The Global Language of Business

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FOR A SECURE HEALTHCARE SUPPLY CHAIN



GS1 IS BOTH GLOBAL AND LOCAL



GS1 Global Office

Identification, creation, development and maintenance of standards and our foundational architecture, coordination with other international bodies, development of training programmes...

GS1 Member Organisations

Local offices in 112 countries around the globe. Implementation of standards, local regulatory adjustments, community management and relationship management with local governments and regulatory agencies...

GS1 – AN INTERNATIONAL STANDARDS ORGANISATION



Not-for-profit
112 Member Organisations
Over one million user companies
(from SME to global companies)
Member driven
150 countries served; in more than 25 sectors
2,500 people helping us
Over 6 billion transactions a day



RECOGNISED NGO STATUS BY UN



UNITED NATIONS  NATIONS UNIES

DEPARTMENT OF ECONOMIC AND SOCIAL AFFAIRS
Office for ECOSOC Support and Coordination – NGO Branch

DC1-1480, 1 UN PLAZA, NEW YORK, N.Y. 10017

Tel: (212) 963-8652 • Fax: (212) 963-9248
www.un.org/ecosoc/ngo

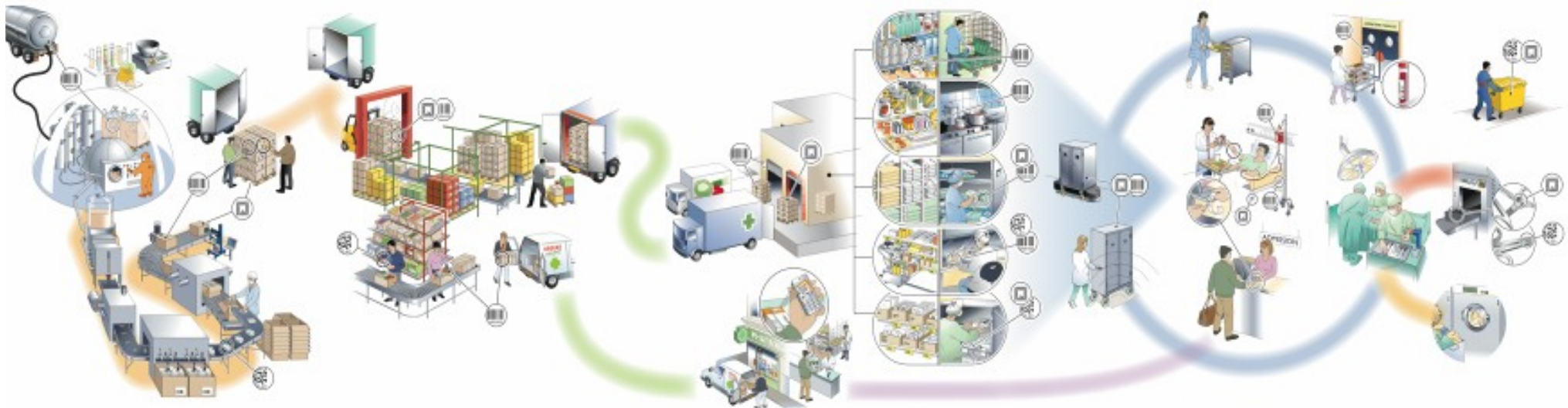
1 August 2011

Dear NGO Representative,

I am pleased to inform you that the Economic and Social Council (ECOSOC) at its Substantive Session of July 2011 adopted the recommendation of the Committee on Non-Governmental Organizations (NGOs) to grant **Special** consultative status to your organization “**GS1**”. On behalf of all staff of the Non-Governmental Organizations Branch, please accept our heartfelt congratulations.



VOLUNTARY, GLOBAL HEALTHCARE USER GROUP



To lead the healthcare sector to the successful development and implementation of **global standards** by bringing together **experts** in healthcare to enhance **patient safety** and **supply chain efficiencies**.

OUR VISION 2005



The vision of GS1 Healthcare is to be the **recognised, open** and **neutral** source for regulatory agencies, trade organisations and other similar stakeholders seeking **input** and **direction** for **global standards** in healthcare for



patient safety



supply chain
security & efficiency



traceability



product data

GS1 HEALTHCARE: AN EXPANDING, COMMITTED COMMUNITY OF GLOBALLY ENGAGED STAKEHOLDERS...



...and there are many more companies working with GS1 at a local level



WORKING WITH GLOBAL ORGANISATIONS...



International
Organisation for
Standardisation



European
Committee for
Standardization



Health Level 7



International
Health Terminology
SDO



Clinical Data
Interchange Standards
Consortium



Integrating the
Healthcare
Enterprise



Digital Imaging and
Communications in
Medicine

 Joint Initiative Council



World Health
Organization



World Customs
Organization



International Hospital
Federation



International
Council for
Commonality in
Blood Banking
Automation



International
Society for Quality
in Healthcare



European
Association of
Hospital
Pharmacists



European Federation of Pharmaceutical
Industries and Associations

European
Federation of
Pharmaceutical
Industries and
Associations



European Medical
Devices Industry
Association



The Global Language of Business

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...AS WELL AS WITH LEADING HEALTHCARE PROVIDERS TO IMPLEMENT...



GS1 HEALTHCARE AROUND THE WORLD



Members global user group

Local participation

Manufacturers

- 3M
- Abbott Laboratories/Abbvie
- Actavis Pharma, Inc
- Actelion Pharmaceuticals Ltd
- Alcon Labs
- AMAG Pharmaceuticals, Inc
- Amgen
- Astra Zeneca
- B. Braun
- Baxter
- Bayer
- Becton Dickinson
- Bristol-Myers Squibb
- Cook Medical
- Covidien
- Edwards Lifescience
- Eli Lilly and Company
- F. Hoffmann-La Roche Ltd
- Fresenius
- GE Healthcare
- Genzyme
- Gilead
- GlaxoSmith Kline
- Johnson & Johnson
- Medtronic
- Merck & Co.
- Novartis
- Pall Medical
- Pfizer
- Purdue Pharma
- Smiths Medical
- Takeda
- Teleflex
- TEVA

Solution provider

- 1WorldSync, Inc.
- Advanco
- Axway
- Blue Sphere Health Ltd.
- Dirk Rodgers Consulting, LLC
- Excellis Health

- GHX
- Marsh Consulting Ltd.
- OCS Checkweighers GmbH
- Oracle
- Seidenader
- Tracelink
- USDM Life Sciences
- Distributors/Healthcare providers/GPOs/T&L**
- AmerisourceBergen (US)
- Bernhoven Hospital (Netherlands)
- Cardinal Health (US)
- CH Aulnay sous Bois (France)
- Comparatio Health (Germany)
- DHL Exel Supply Chain (UK)
- Erasmus MC Rotterdam (NL)
- Filip Vtori (Macedonia)
- Hong Kong Hospital Authority
- HUG Geneva (Switzerland)
- King FAISAL Specialist Hospital & Research Center (Saudi Arabia)
- Iberia Rehab Hospital (US)
- McKesson
- Novation (US)
- Premier (US)
- St. James Hospital (Ireland)
- UMC Groningen (NL)
- UNI.H.A (representing 17 French university hospitals)
- UPS
- Wiener Krankenanstaltenverbund (Austria)

Non-voting members

- AHRMM
- Cladimed
- EDQM – Council of Europe
- FDA USA
- Instituto Brasileiro de Ética Concorrencial – ETCO
- Public Health Agency of Canada
- US DoD
- Healthcare Distribution Management Association (HDMA)

Manufacturers

- 3M
- Bayer
- Becton Dickinson
- Boehringer Ingelheim
- Coloplast
- Draeger Medical
- Genzyme
- Hospira
- Kimberly-Clark
- Novo Nordisk
- Pierre Fabre
- Purdue Pharma
- Sanofi Aventis
- Smith and Nephew
- St. Jude Medical
- Stryker
- Terumo
- Teva Pharmaceuticals
- UCB

Distributors/Wholesalers

- Aexxdis
- Alliance Unichem (Netherlands)
- Amerinet
- AmerisourceBergen
- Brocacef (Netherlands)
- CH2
- Depolabo
- Galaxis
- GAMMA Wholesale
- Geodis
- McMahon
- Mediq (Netherlands)
- Owens & Minor

Healthcare providers/Retailers

- AMC Amsterdam (Netherlands)
- Antonius Ziekenhuis Nieuwegein (Netherlands)
- Ascension Health (US)
- Bernhoven Ziekenhuis Uden (Netherlands)
- Capital District Health (Canada)
- CH René Dubos Pontoise (France)

- CHI Robert Ballanger (France)
- CHRU Strasbourg (France)
- CHU de Québec (Canada)
- CHU DIJON (France)
- Deventer Ziekenhuis (Netherlands)
- Erasmus Medical Center (Netherlands)
- HealthShare NSW Health
- HUG Geneva (Switzerland)
- London Drugs (UK)
- Maxima Medisch Centrum (Netherlands)
- Mayo Clinic (US)
- Sisters of Mercy (US)
- Sobeys Pharmacy (UK)
- UHBS (Switzerland)
- UHCS Augusta VA (US)
- UMC Nijmegen (Netherlands)
- UMC Utrecht (Netherlands)
- VU medical center (Netherlands)
- Walgreens (US)
- Walmart (US)
- Associations**
- AHA (US)
- CHES (US)
- CNOP (France)
- EFPIA (Europe)
- Eucomed (Europe)
- FENIN (Spain)
- GIRP (Europe)
- HDMA (US)
- International Hospital Federation
- JFMDA (Japan)
- LEEM (France)
- NACDS (US)
- Patient Safety Foundation (US)
- SNITEM (France)
- Others**
- GCS UNI H A (France)
- NEHTA (Australia)
- RESA IDF (France)

... And many more ...



GS1 HEALTHCARE - DIRECTED BY USERS LEADERSHIP TEAM 2016/2017



Tri-Chairs:

- Scott Mooney, McKesson
- Steve Capel, Medtronic
- Feargal Mc Groarty, St. James's Hospital

LT Members:

- Nick Manzo, 1WS
- Monica Kryzer, 3M
- Cyndi Poetker, Abbott
- Jeff Denton, Amerisourcebergen
- Volker Zeinar, B. Braun
- Nathan Habeck, Baxter
- Stefan Artlich, Bayer
- Dennis Black, BD
- Justin Bitter, Bernhoven Hospital
- Mike Meakin, DHL
- Sébastien Langlois-Berthelot, F. Hoffmann-La Roche
- Karen Conway, GHX
- Grant Courtney, GSK
- Jean-Michel Descoutures, IHF
- Tom Werthwine, J&J
- Peggy Staver, Pfizer
- Andrew Potter, Ramsay Health Care
- Grant Hodgkins, USDM
- Catherine Koetz, GS1 Australia
- Ana Paula Maniero, GS1 Brazil
- Valérie Marchand, GS1 France
- Michio Hamano, GS1 Japan
- Hans Lunenburg, GS1 Netherlands
- Beatriz Jorge, GS1 Portugal
- Glen Hodgson, GS1 UK
- Greg Bylo, GS1 US

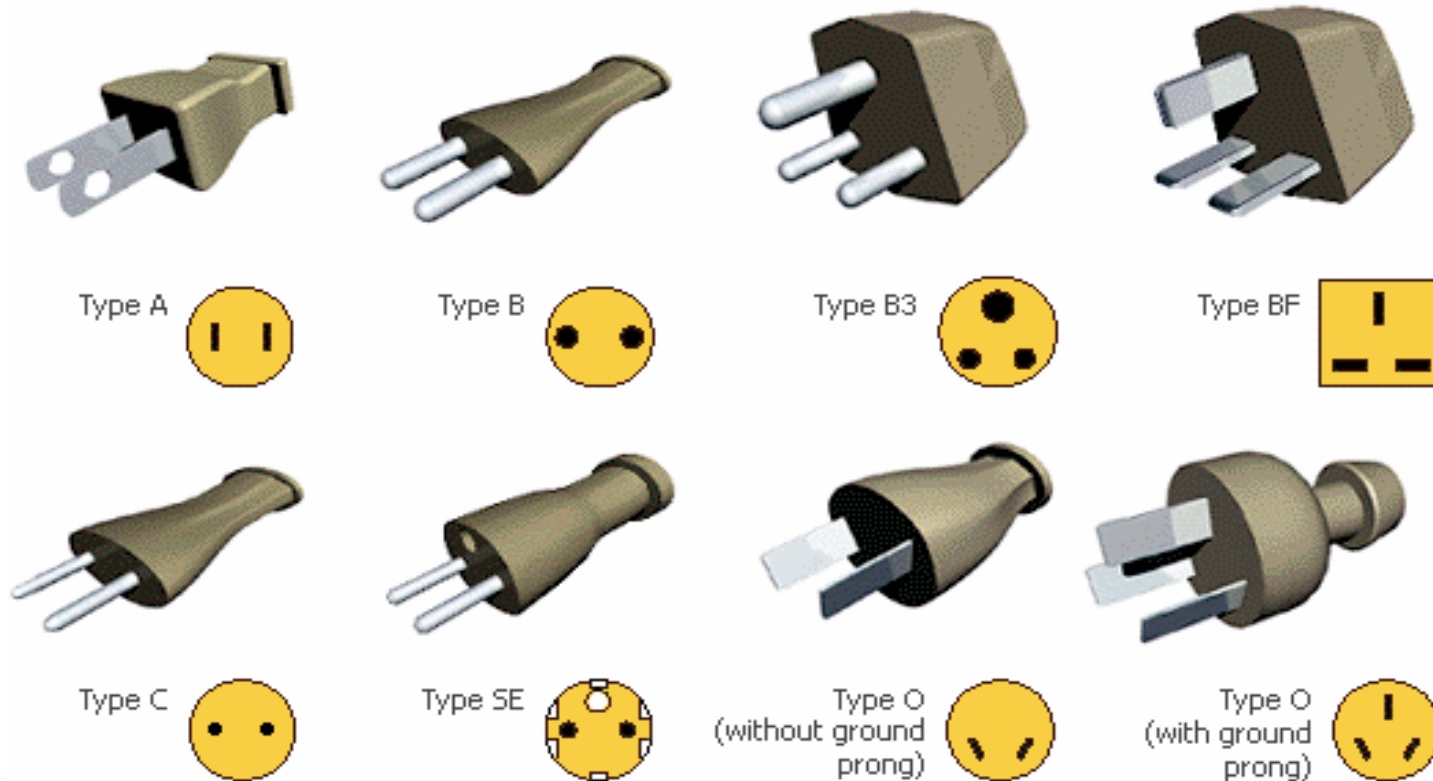




WHAT PROBLEMS DO GLOBAL IDENTIFICATION AND DATA STANDARDS SOLVE?



Lack of standards in daily life is inefficient and annoying...



NO STANDARDISED PRODUCT ID



Same Product – Different Numbers

For example:

3M product with reference # 8630*

Same product in different databases of distributors:

- | | |
|-----------------|------------|
| • Allegiance | M8630 |
| • Owens & Minor | 4509008630 |
| • BBMC-Colonial | 045098630 |
| • BBMC-Durr | 081048 |
| • Kreisers | MINN8630 |
| • Midwest | TM-8630 |
| • Pacific | 3/M8630 |
| • UnitedUMS | 001880 |

**Note: 3M had actually assigned a GTIN to this product but the supply chain partners where not using it.*

NO STANDARDISED PRODUCT ID



Different Products – Same Number

For example:

Part Number 10313 in Premier Inc. Product Item Master refers to:

- Medtronic's - "NEEDLE CARDIOPLEGIA ADULT 16GA 5/8IN TIP 10IN"
- Hantover's - "CARTRIDGE REPLACEMENT STUNNER YELLOW F/CALVES/HEAVY HOGS"
- Chattanooga Group's - "ACCESSORY TRACTION REPLACEMENT STRAP XL FOR HALTER THORACIC RESTRAINT"
- HF Scientific's - "TEST KIT WATER FREE CHLORINE DPD 25ML SAMPLE PHOTOMETRIC 1000/PK"

NO STANDARDISED PRODUCT INFORMATION



Inconsistent Packaging Data

- Order 20 cases, receive 20 boxes
- No uniform 'Unit of Measure' standard



<u>Unit of Measure</u>	<u>Description</u>	<u>Unit of Measure</u>	<u>Description</u>
BD	BOARD FOOT	LOT	LOT
BDFT	BOARD FOOT	LOTS	LOT (MULTI)
BN	BUNDLE	LY	LINEAR YARD
BO	BOLT	LYRS	LINEAR YARD
BOLT	BOLT	NU	NUT
BR	BARREL	NUTS	NUT
BRRL	BARREL	OZ	OUNCE
BX	BOXES	OZS	OUNCES
BXES	BOXES	PA	PAD
CO	COIL	PADS	PAD
COIL	COIL	PI	PINT
CR	CARBOY	PINT	PINT
CRBY	CARBOY	PK	PACKAGE
CS	CASE	PKGS	PACKAGE
CSES	CASE	PL	PAIL
CT	CARTON	PLS	PAIS
CTON	CARTON	PR	PAIR
DR	DRUM	PRS	PAIR
DRUM	DRUM	QR	QUIRE
DZ	DOZEN	QRES	QUIRE
DZEN	DOZEN	QT	QUART
EA	EACH	QTS	QUART
EACH	EACH	RE	REAM
FE	FEET	REAM	REAM

NO STANDARDISED LOCATION ID



Multiple Names for the Same Manufacturer

Manufacturer	Manufacturer
SOUTHLAND TECHNOLOGY 3M	3M 800-327-5380
3M CO PHOTO PRODUCTS DIV	3M CO
3M DIAGNOSTIC SYSTEMS INC	3M DENTAL 800-237-1650
3M ELECTRICAL SPECIALTIES DIV	3M ESPE DENTAL DIVISION 800-364-3577
3M HEALTH	3M ESPE UNITED STATES
3M HEALTH CARE CDI	3M ESPE
3M HEARING COMPONENTS	3M HEALTH CARE 800-521-2818
3M INDUSTRIAL TAPES LTD	3M HEALTHCARE PRODUCT
3M MEDICAL DEVICE DIV	3M HEALTHCARE
3M MEDICAL IMAGING SYSTEMS DIV	3M MEDSURGE
3M MEDICAL PRODUCTS DIV	3M MINNESOTA MINING MFG OFFICE
3M MEDICAL-SURGICAL DIV	3M MINNESOTA MINNING & MFG.CO.
3M MEDICAL/SURG	3M OCC. HEALTH AND ENV. SAFETY DIV
3M PHARMACEUTICS AND MEDICAL S	3M OCC. HEALTH AND ENV. SAFETY DIV.
3M-MEDICAL/SURGICAL	3M SARNS/CDI
3M/ OCCUPATIONAL AND SAFETY DIV	3M SURGICAL
3M - MINNESOTA MINING & CO	3M UNITEK 800-423-4588
3M FEDERAL GOVERNMENT	3M UNITEK
3M FEDERAL SYSTEMS DEPARTMENT	THREE M/ ESPE
3M HEALTH CARE SYSTEMS	3M COMPANY C/O WAHL CORP.
3M HEALTHCARE \$250 MINIMUM ORDER	MINNESOTA SCIENTIF
3M HEALTHCARE(MINNISOTA MINNING)	CORPORATE ALLIANCE 3M CUSTOMER SERV
3M MEDICAL - CREDIT CARD	3 M HEALTHCARE
3M MEDICAL PRODUCTS	3 M UNITEK CORP
3M OCC. HEALTH AND ENV. SAFETY DIVISION	3-M
3M OCCUPATIONAL AND SAFETY DIV	3-M COMPANY
3M SAFETY DIVISION	3-M COMPANY-C/O O
3M-DENTAL PRODUCTS DIVISION	3-M COMPANY-C/O OEM PRODUCTS
3M-HEALTH CARE	3-M PHARMACEUTICALS
3M DENTAL PRODUCTS DIV.	33M HEALTHCARE
3M UNITEK CORPORATION	3M
	3M PUERTO RICO

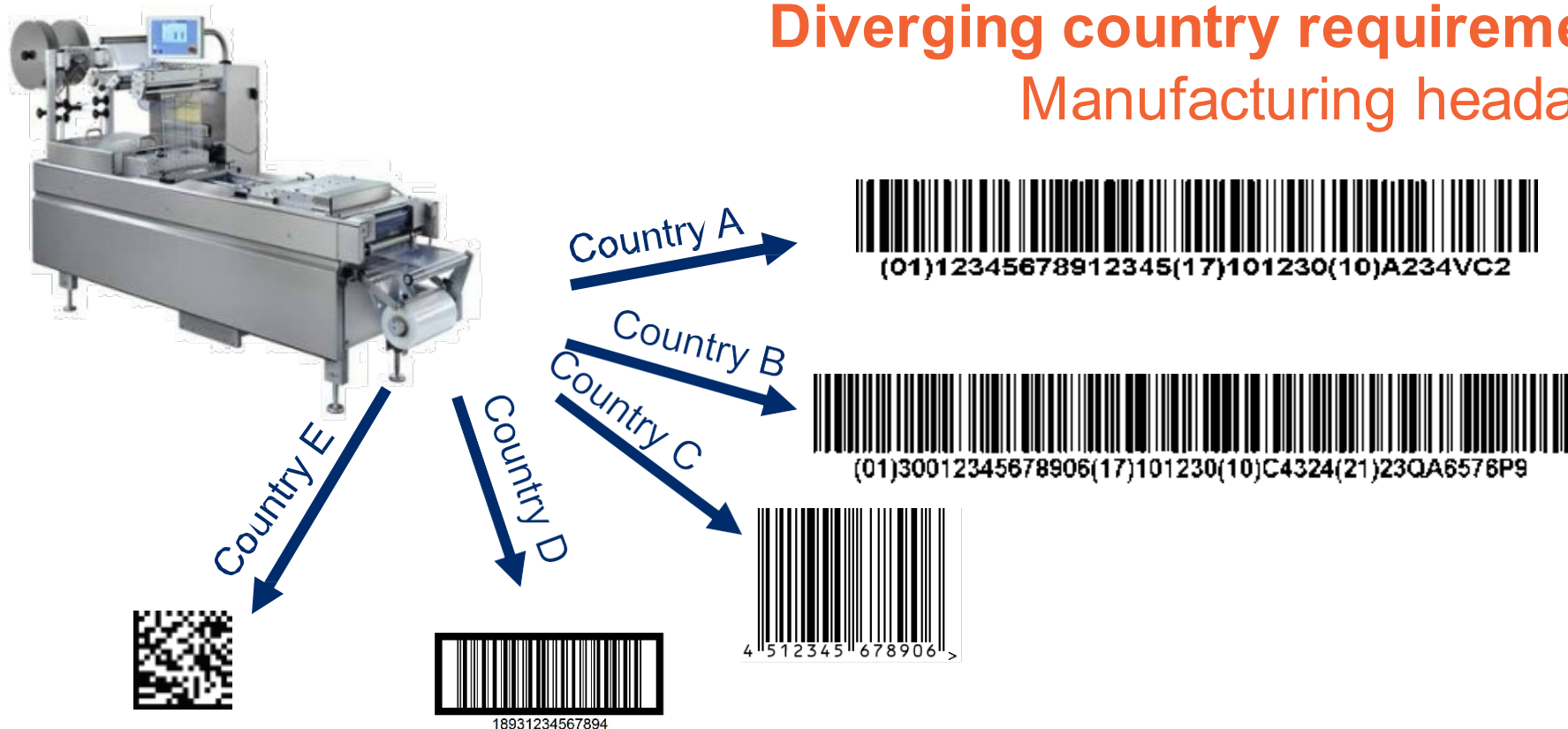


This could be any manufacturer

The need for global standards in healthcare



Diverging country requirements Manufacturing headache



“CUSTOMIZED ACTIONS MEAN COSTS!!

Harmonisation of regulatory requirements and data standards will enable efficiency of a global product offering – otherwise complexity and cost will continue to raise”

Senior Executive, MD company



GS1 Identification Keys



Item identifier = **GTIN**

Global Trade Item Number



Logistics unit
identifier = **SSCC**

Serial Shipping Container Code



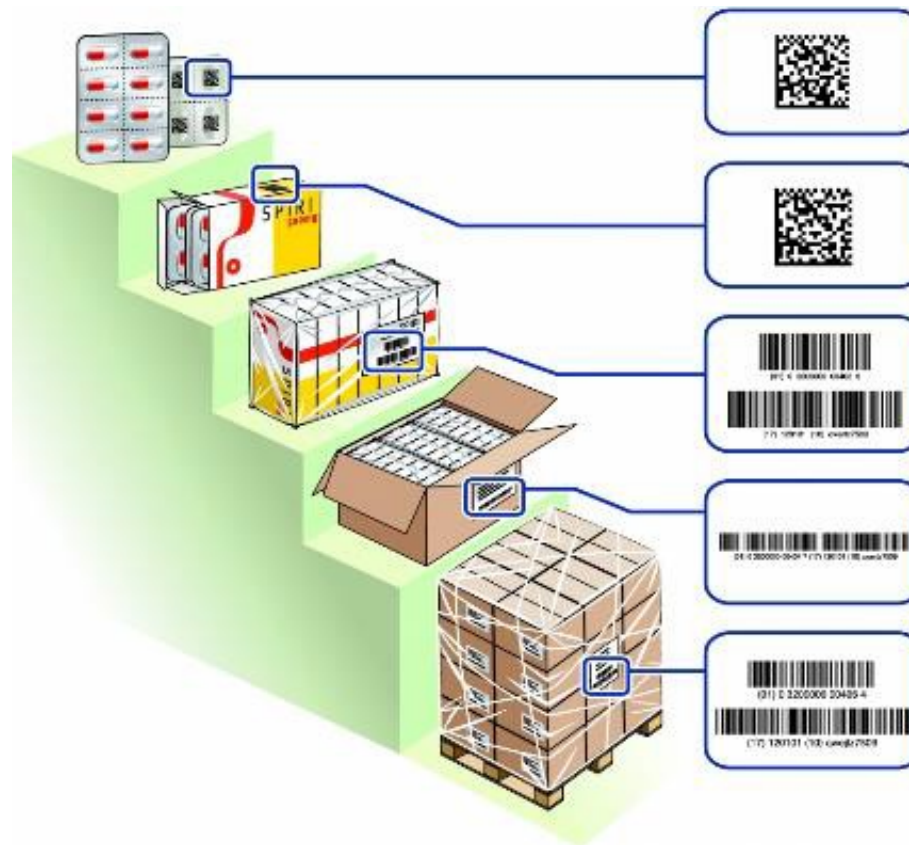
Location identifier = **GLN**

Global Location Number

And there are more ...

- *Unique*
- *Non-significant*
- *Global*
- *Secure*
- *Foundational*

Ideally - identifiers and data carriers at all packaging levels



NOTE: Data carriers shown are for illustration purposes only!



Note: Images shown are for illustration example only, refer to local regulations and/or the latest version of the GS1 General Specification for more detail.

The Global Language of Business

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The master data problem

Every company has a **database** filled with master data about the products they **make, sell, or buy**

But when one company **changes** any bit of information in their database or adds a new item, **another database becomes outdated!**



1970s



1990s

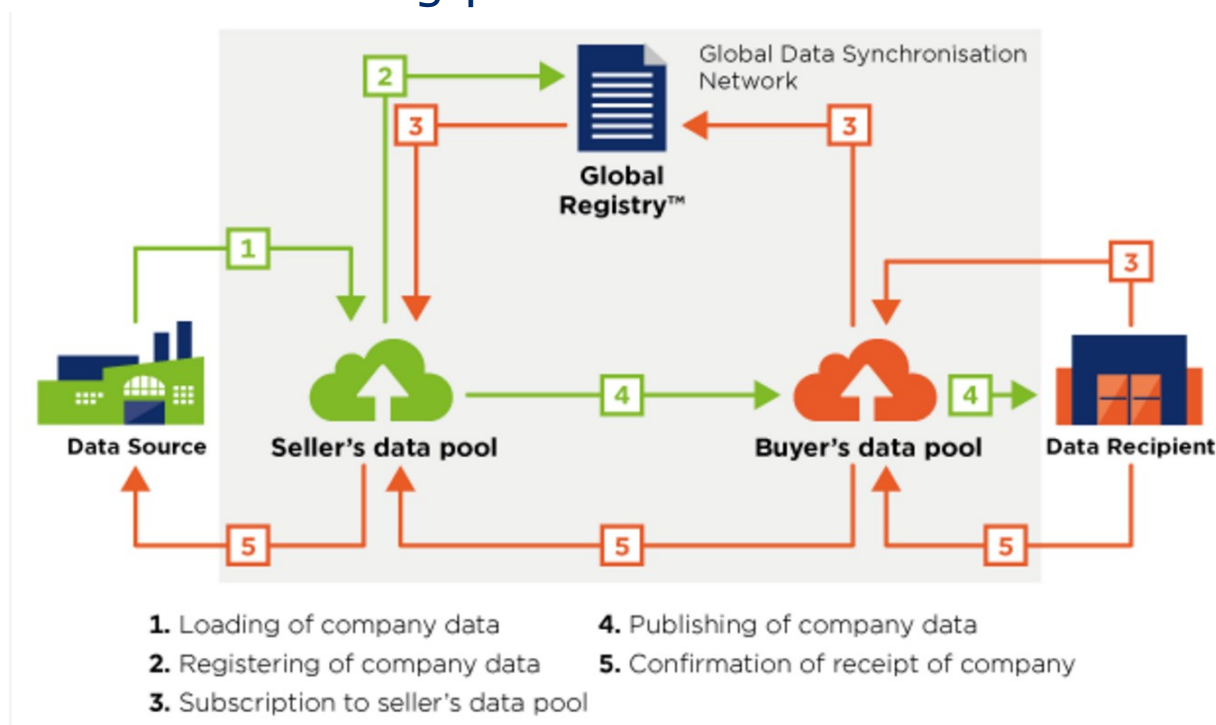


2000s



The Global Data Synchronisation Network

The GS1 Global Data Synchronisation Network® (GDSN®) is a **network of interoperable data pools** enabling collaborating users to securely **synchronise master data based on GS1 standards**. GDSN supports accurate, real-time data sharing and trade item updates among subscribed trading partners.



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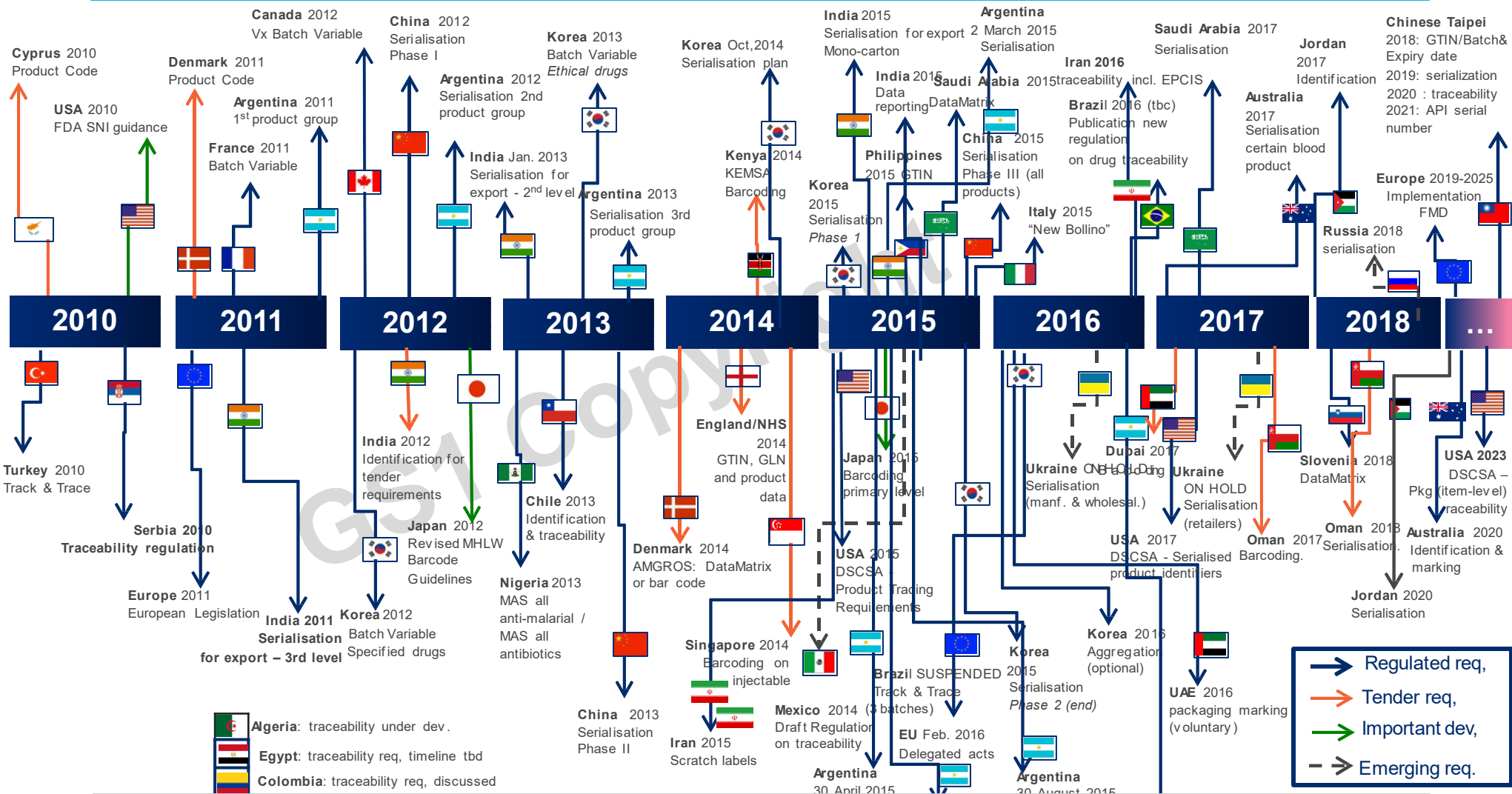
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Pharma – World (including Europe) coding & serialisation requirements



Pakistan: traceability under dev.

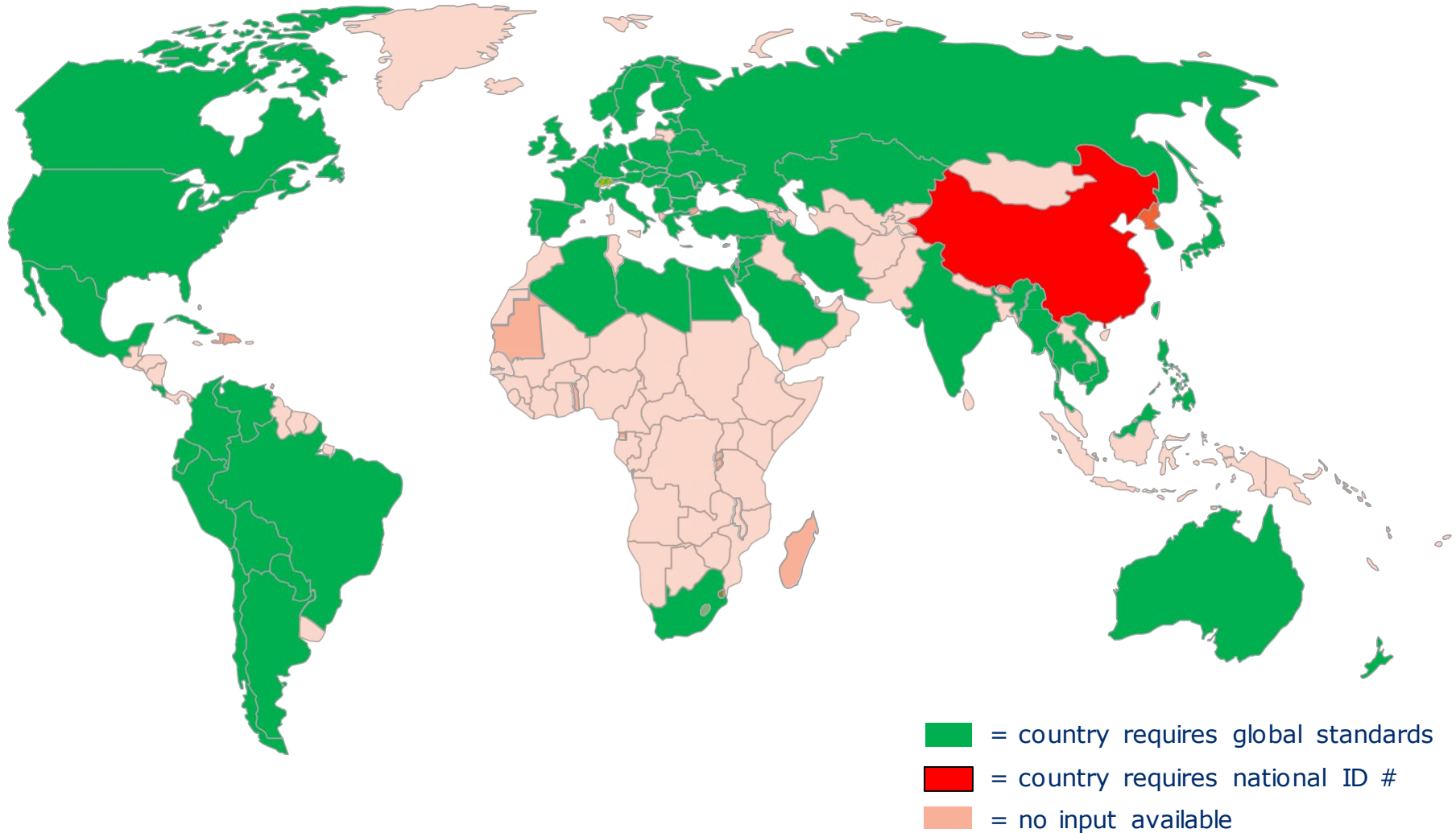


India: drug & cosmetic act

The Global Language of Business

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IDENTIFICATION OF PHARMACEUTICALS...AFTER 2019



ULTIMATELY, IT'S ALL ABOUT...



PATIENT SAFETY!



In Every Country

THANK YOU!