



**MEDICAL DEVICE**  
SUPPLY CHAIN COUNCIL™



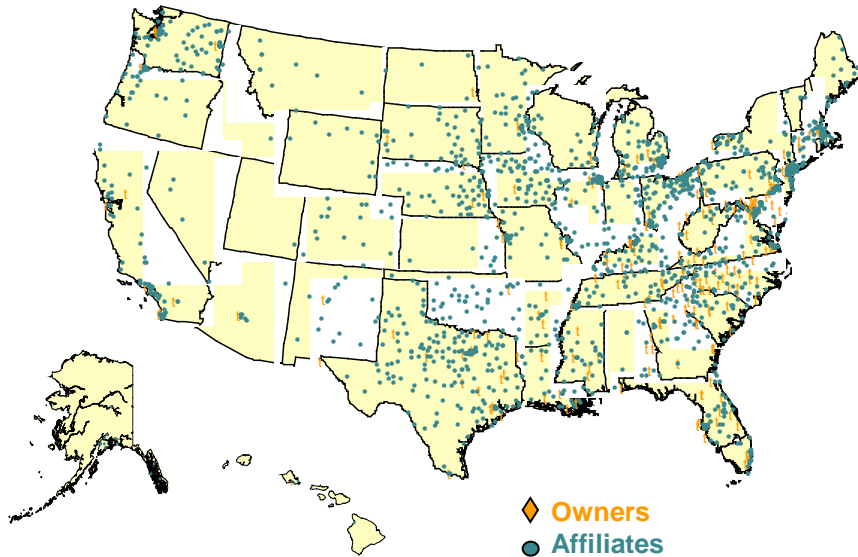
## UDI/Standards Adoption Network

Fall 2010 Meeting

September 30, 2010

*Joe M. Pleasant  
Sr. VP and CIO  
The Premier Healthcare Alliance*

# The Premier healthcare alliance



- Over 2,400 hospitals, 70,000 non-acute sites
- Using the power of collaboration to improve the health of communities
- Nation's largest clinical/operational/supply chain comparative databases
- 2009 member validated savings of \$1 billion
- Safety, Diversity and Environmentally Preferred Purchasing programs
- "Gold standard" code of conduct
- \$36 billion in annual group purchasing volume
- Recipient of Malcolm Baldrige National Quality Award; three time recipient of Ethisphere's Most Ethical Companies award.

## Cost Reduction

*Group Purchasing & Supply Chain Improvement, Labor Management*

## Quality Improvement

*Quality Measurement & Benchmarking, Safety Surveillance*

## Risk Mitigation

*Liability, Benefits & Risk Management*

## Advocacy

*Shaping policy and advocating for members*

## Execution Engine

*Comprehensive, accelerated approach to improving financial, operational and clinical performance.*

# Commitment to standards adoption

## Premier's is a leading GPO for GS1 Healthcare Data Standards Adoption:

- GS1 Leadership
- CHES Leadership
- HSCSC Leadership

## Premier Begins GLN Synch & Implementation Project for Members



## Completed GTIN Pilot:



## Completed GLN Pilot:



## Completed DOD Buy-Side Pilot:



Early Advocate

Feb 2007

March 2008

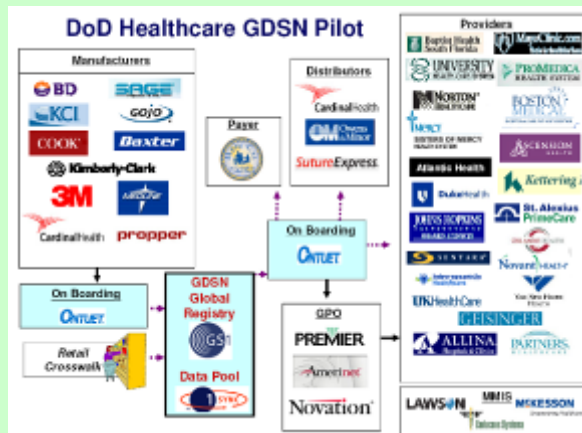
April 2008

May 2008

June 2008

July 2008

## First GPO participant in DoD/GDSN Pilot:



## Premier was first GPO to Endorse GS1 Healthcare Data Standards:



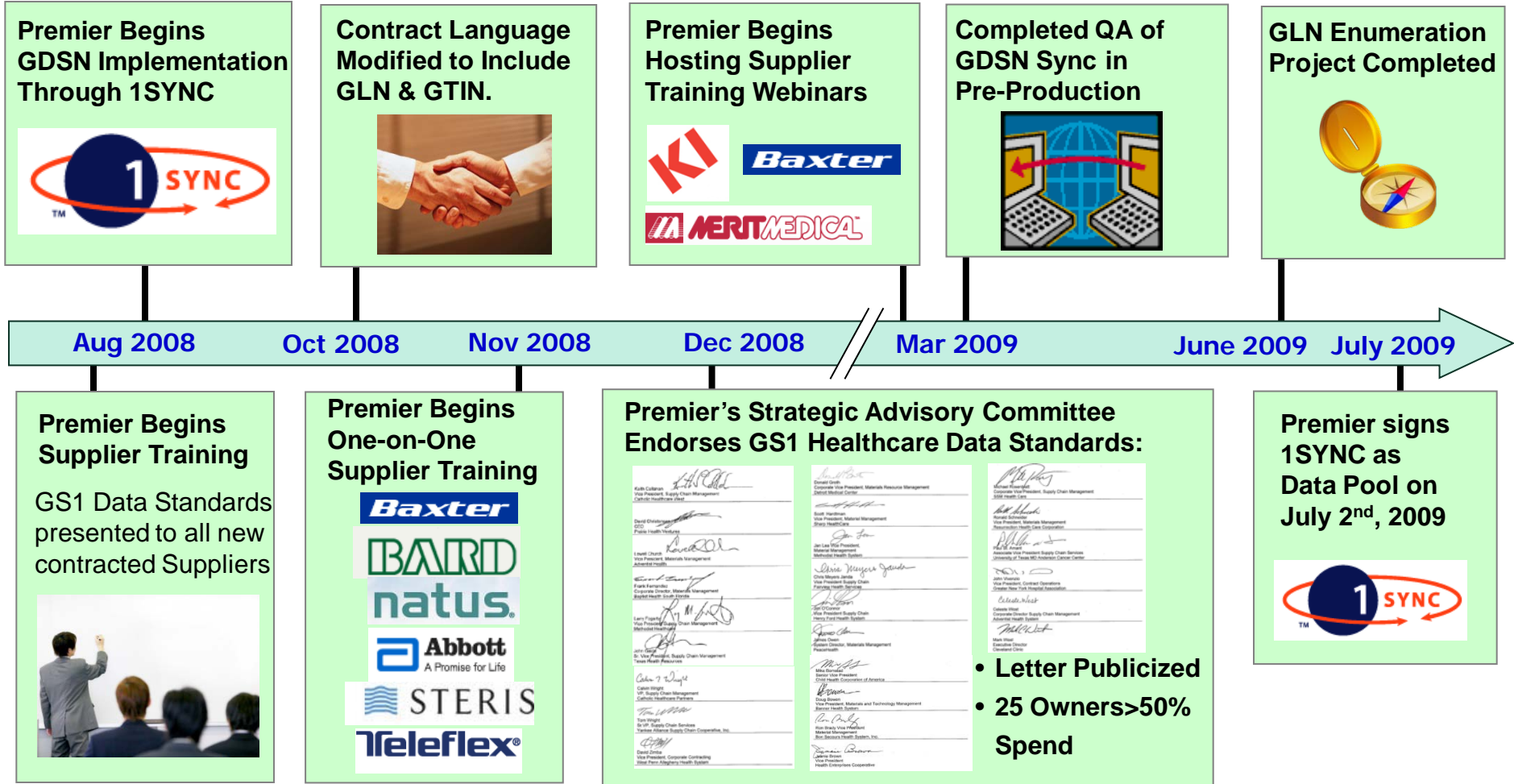
July 9, 2008

Dear valued supplier,

As of today, based on the direction of its membership and the broader supplier community, Premier Inc. is endorsing GS1 Supply Chain standards including GTIN, GLN and the Global Data Synchronization Network (GDSN). Full adoption of these standards within contracting and operations at Premier will progress through iterative stages over the next five years. Comprehensive adoption will be supported through field force training, changes to new contract agreements to include adoption commitments, and educational sessions for providers and suppliers. Our collaborative efforts toward standards adoption will help ensure contract products are delivered to correct locations resulting in decreased supply chain costs and faster order to cash cycles.

- Supplier Letter
- Press Release
- December 2010:
  - GLN Deadline
- December 2012:
  - GTIN Deadline

# Commitment to standards adoption



# Premier's Strategic Advisory Committee Members

1. Child Health Corporation of America
2. Banner Health System
3. Bon Secours Health System Inc.
4. Health Enterprises Cooperative
5. Catholic Healthcare West
6. Prairie Health Ventures
7. Adventist Health
8. Baptist Health South Florida
9. Methodist Healthcare
10. Texas Health Resources
11. Detroit Medical Center
12. Sharp HealthCare
13. Methodist Health System
14. Fairview Health Services
15. Henry Ford Health System
16. PeaceHealth
17. SSM Health Care
18. Resurrection Health Care Corp.
19. Univ. of Texas MD Anderson Cancer Center
20. Greater New York Hospital Association
21. Adventist Health System
22. Cleveland Clinic
23. Catholic Healthcare Partners
24. Yankee Alliance Cooperative Inc.
25. West Penn Allegheny Health System



# GLN Ownership

- Premier Policy
  - Editor Rights granted after Registry Training
  - Handoff of Approver Rights at Provider Request
    - Comfort Level of IDN
    - Prevent Novice Errors
- 38 Members controlling their Hierarchies
  - with Editor & Approver Rights: 14
  - with Editor Rights only: 24



# GLN Outreach

- Assigned & Validated GLNs to 31,814 Acute & Alt Sites
- Focused Discussions & Training with 87 Members & IDNs
- Proactive Focus on Strategic Advisory Committee
- Weekly Calls – Tuesdays @2pm (Eastern)
  - [datastandards@premierinc.com](mailto:datastandards@premierinc.com) to register
  - Ad Hoc meetings also welcome
- Monthly Supplier Training since 2008
  - 137 New and Existing Suppliers Trained (277 individuals)
  - On-site visits with suppliers



# GLN Registry - Duplicate Prevention

- Actively working with all GPOs to eliminate Duplicate Records in Registry
  - Registry Improvements
    - USPS formatting mandatory
  - Universal Rules being developed by GPOs
    - Rules to designate “Primary” GPO
    - Expedited process to transfer/inactivate
    - Formatting Guidelines (i.e.: Address Line 3)
- Internal SOPs
  - New Location Setup
  - Location Transfer



# 2010 Sunrise Expectations (GPO to Supplier)

- Contractual Obligations
  - Section 9.3 (since October 2008)
    - GLN Required in Reports after December 2010
  - Premier Electronic Reporting Format (PERF) Guide
  - Member GLNs Available in Roster (Acute & Alternate Site)
- With your customers (our members)
  - Begin using GLN in PO Transactions
    - PO, PO Ack, Adv Ship Notice, Invoice, Fax
  - GLNs should be understood in Customer Service



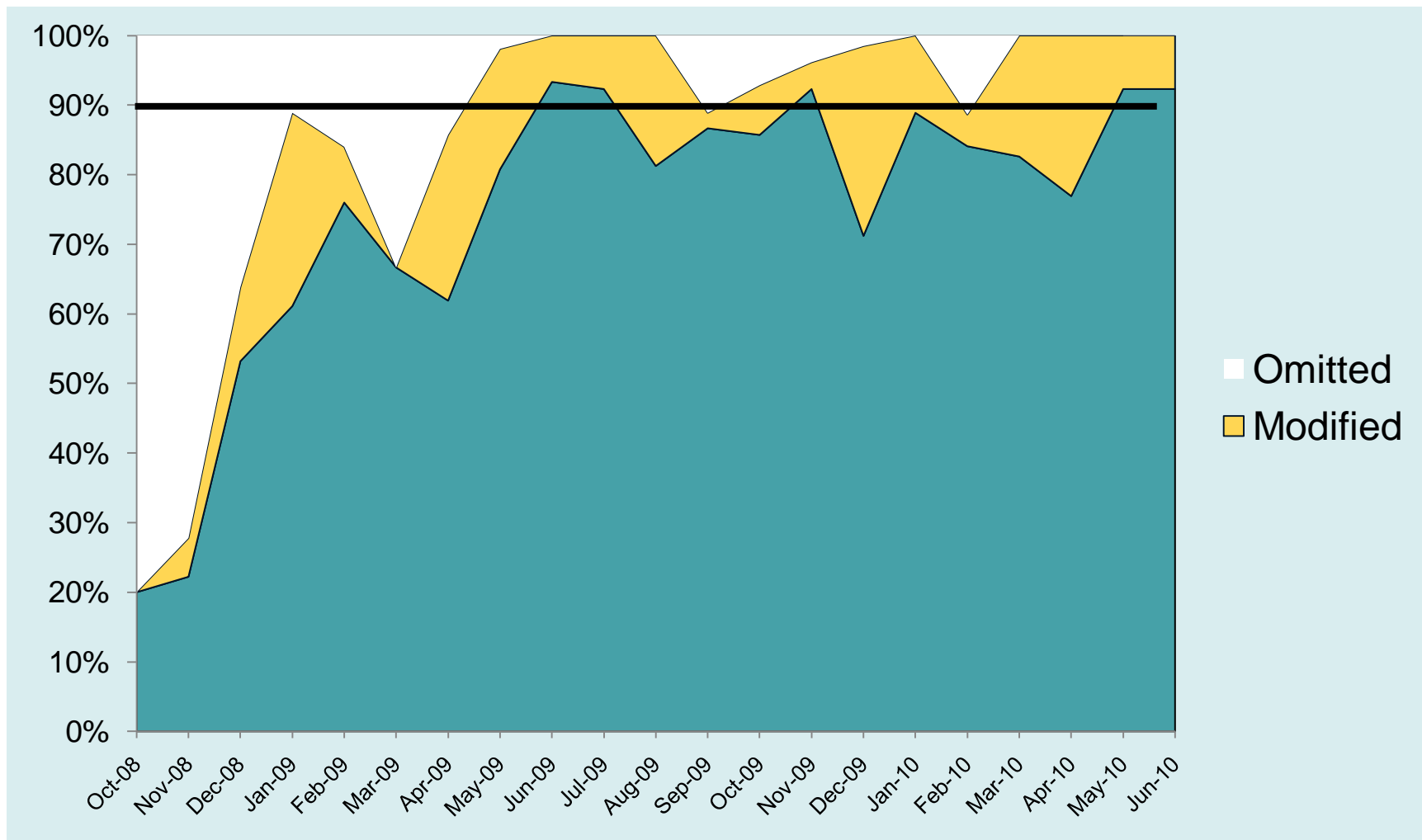
# Supplier Compliance

- Supplier Scorecard
  - Use of GLN in Reporting to Premier (PERF Guide)
  - Use of GLN in Member Transactions
- Current Contracts
  - Section 9.3
  - Non-compliance would constitute a breach
  - SAC endorsement
- Future Contracts
  - Compliance may influence Bid Award decisions



# Premier's Role – Contract Requirement

% of Contracts with Requirements for Standards



# GLN Transaction Program – Lessons Learned Document

- Released: April 21<sup>st</sup>
- Documents Implementation Process and Lessons from 3 pairings
  - Aurora / Baxter
  - Geisinger / Medline
  - Mission / O&M
- Reviewed by all parties, GS1 & GHX
- Link to Press Release:  
<http://premierinc.com/about/news/10-apr/gln042110.jsp>



# Best Practices

- GLN Transaction Program
  - Lessons Learned from Phase 1 and Phase 2
    - Top Level Support is critical
    - Cross-Functional Teams are necessary for success
      - Purchasing, Logistics, Finance, Customer Service, Contracting, IT, etc.
    - Synchronize with ALL links in supply chain
      - Trading partner, GPO, Exchange
      - Ensures smooth communication
    - Do not ignore Fax
      - Significant PO Traffic still via Fax
      - Quick win, fewer obstacles than EDI
    - Work closely with MMIS / ERP Vendor
      - Ensure that their system will meet your needs for GLN



# Contact Information

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# Thank you

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