

Healthcare Transformation Group

2nd Annual HTG Summit in St. Louis, Missouri

Last year, supply chain leaders from Geisinger Health System, Intermountain Healthcare, Kaiser Permanente, Mayo Clinic and Mercy held the first annual Healthcare Transformation Group (HTG) Supply Chain Summit in St. Louis. The Summit highlighted the need for suppliers and providers to work collaboratively toward the adoption of GS1 Standards, along with practical steps to achieve implementation of data standards in health care.

The HTG will once again host a Summit this year on May 1-2, 2012 in St. Louis. The event will include HTG's top 20 suppliers, software providers, and top supply chain executives from each provider organization.

The intent of this year's HTG Summit is for each organization to present a brief overview on their progress toward adoption of GS1 Standards and for the group to discuss the challenges related to implementation. We anticipate the primary outcomes of the Summit to be the following:

- **Providers** will gain an understanding of when suppliers and software vendors will be able to fully support GS1 Standards, how standards enable Perfect Order and why end-to-end supply chain optimization is improved through standards utilization.
- **Suppliers** will gain an understanding of the importance of implementing GS1 Standards and how they will lower operating cost while improving patient safety. Suppliers will also understand when providers will be able to utilize the standards and what benefits they will provide.
- **Software Vendors** will gain an understanding of the importance of supporting the use of GS1 Standards and why updating software is important. The Summit will also provide an opportunity for vendors to identify future system integration areas with other systems.

We believe the HTG Summit is a unique opportunity to take practical and meaningful steps forward in standards adoption, and to better understand how we can improve our processes within the health care supply chain industry. As providers, suppliers and software vendors it is vital that we seize opportunities like this to communicate and collaborate to improve our industry. We look forward to this year's HTG Summit.

■ Geisinger ■ Kaiser Permanente ■ Intermountain Healthcare ■ Mercy ■ Mayo Clinic ■

Healthcare Transformation Group

Share ■ Drive ■ Transform
Supply Chain Management

HTG Summit 2012

May 1-2 in St. Louis, MO

Anti-Trust and Code of Conduct

Anti-Trust and Code of Conduct

HTG follows all US laws relating to antitrust and competition and there shall be no conduct that could artificially increase price, reduce output, or result in any type of boycott. If anyone believes the discussions are approaching antitrust boundaries, please say so and the discussion will be halted while a HTG participant checks with legal counsel before proceeding.

You are also reminded that the Code of Conduct requires we respect one another's differences in opinion, act professionally and engage to work together for the common good of the community.

Anti-Trust and Code of Conduct

This means:

- Participation must be voluntary, and failure to participate shall not be used to penalize any company.
- There shall be no discussion of prices, allocation of customers or products, boycotts, refusals to deal, or market share.
- If any participant believes the group is drifting toward impermissible discussion, the topic shall be tabled until the opinion of counsel can be obtained.
- Meetings shall be governed by an agenda prepared in advance, and recorded by minutes prepared promptly after the meeting. Agendas, where appropriate, and minutes are to be reviewed by counsel before they are circulated.
- Tests or data collection shall be governed by protocols developed in consultation with and monitored by counsel.
- The recommendations coming out of a HTG committee, task force, work group or task group are just that. Individual companies remain free to make independent, competitive decisions.
- Any standards developed must be voluntary standards.

2011 HTG Summit Goals



Agreed upon goals after the 1st summit;

- Register your products with the GDSN
- Apply a GTIN to products at unit of use
- Develop a long term standards strategy
- Commit to working with HTG group to resolve issues and move forward quickly with full adoption

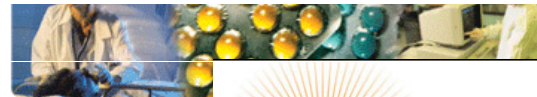
Industry Activity

Gartner

*“All five members of the newly formed **Healthcare Transformation Group** (Geisinger, Kaiser Permanente, Intermountain Healthcare, Mayo and Mercy) **made the list**, due to strong peer scores reflective of their **collective leadership** in driving standardization across the value chain.”*



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Improving Patient Safety and Supply Chain Efficiency



Standards Sunrise eNews
GLN and GTIN Update

GS1 Healthcare US® News Alert

GLN and GTIN Sunrise Update

12.14.2011

HEALTHCARE FINANCE NEWS

AHRMM eNews
Weekly Member Update

HTG Website



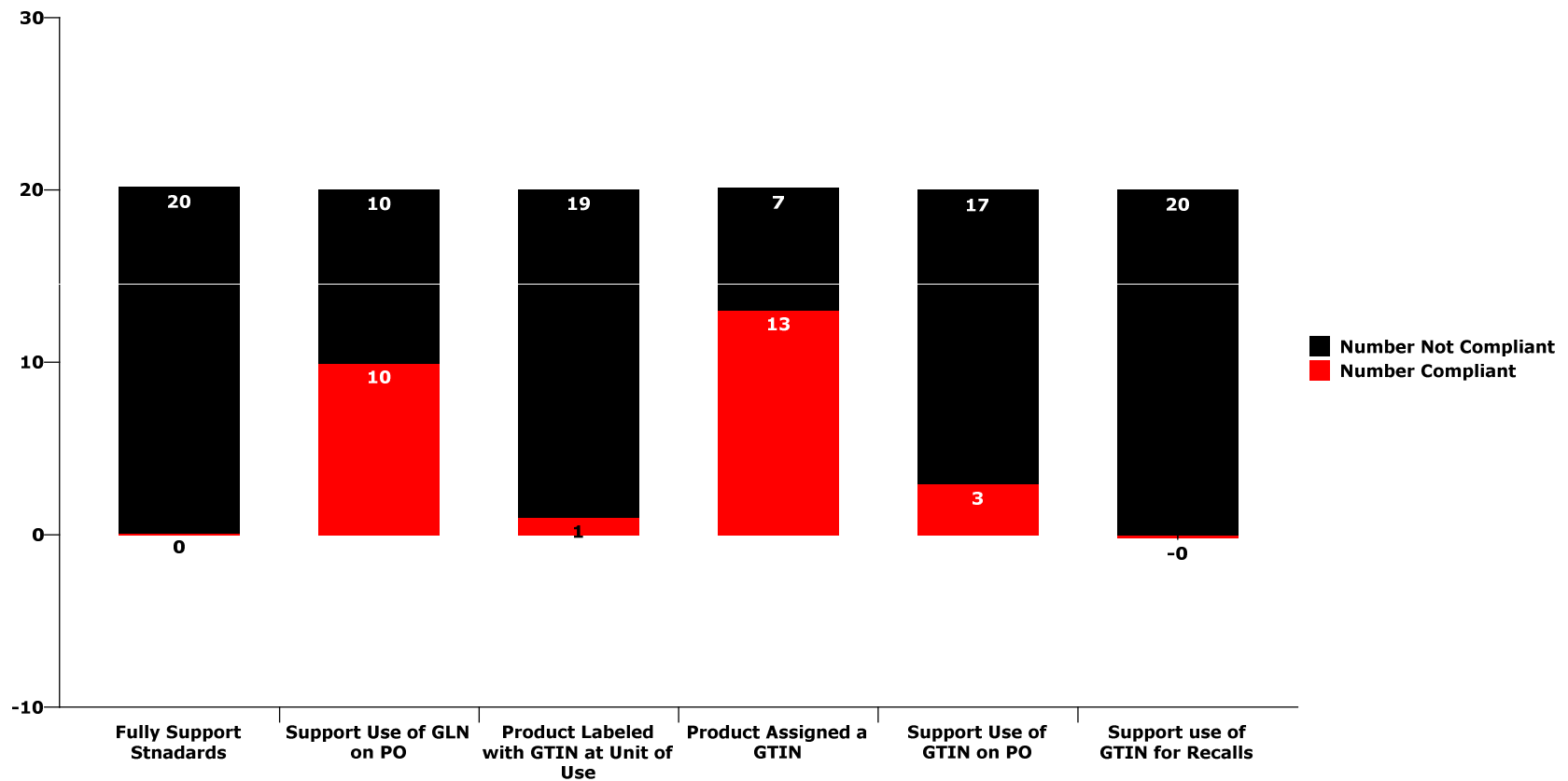
- Access to published material
- Press releases
- News and latest events

Why Standards Are Important



Vendor Scorecard

GS1 Compliant Vendors

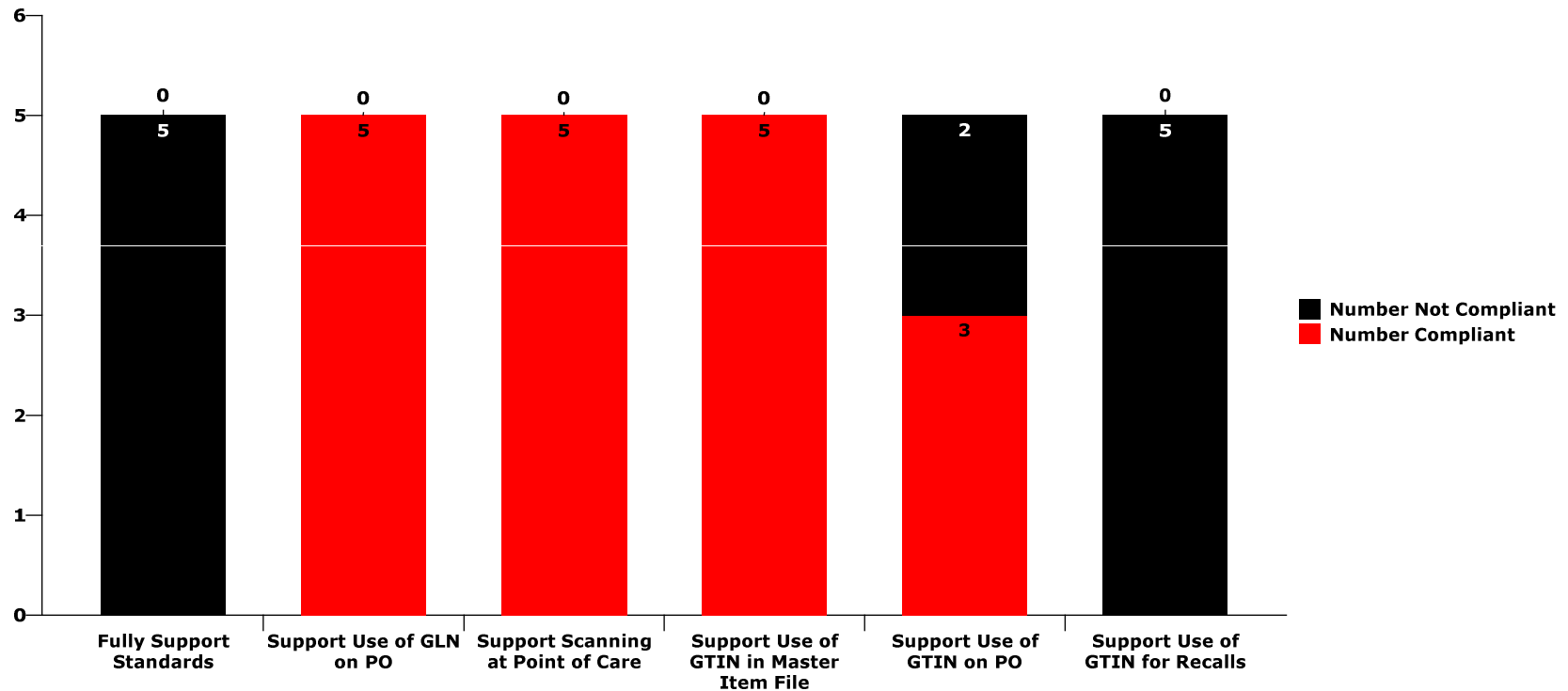


Scorecard Observations

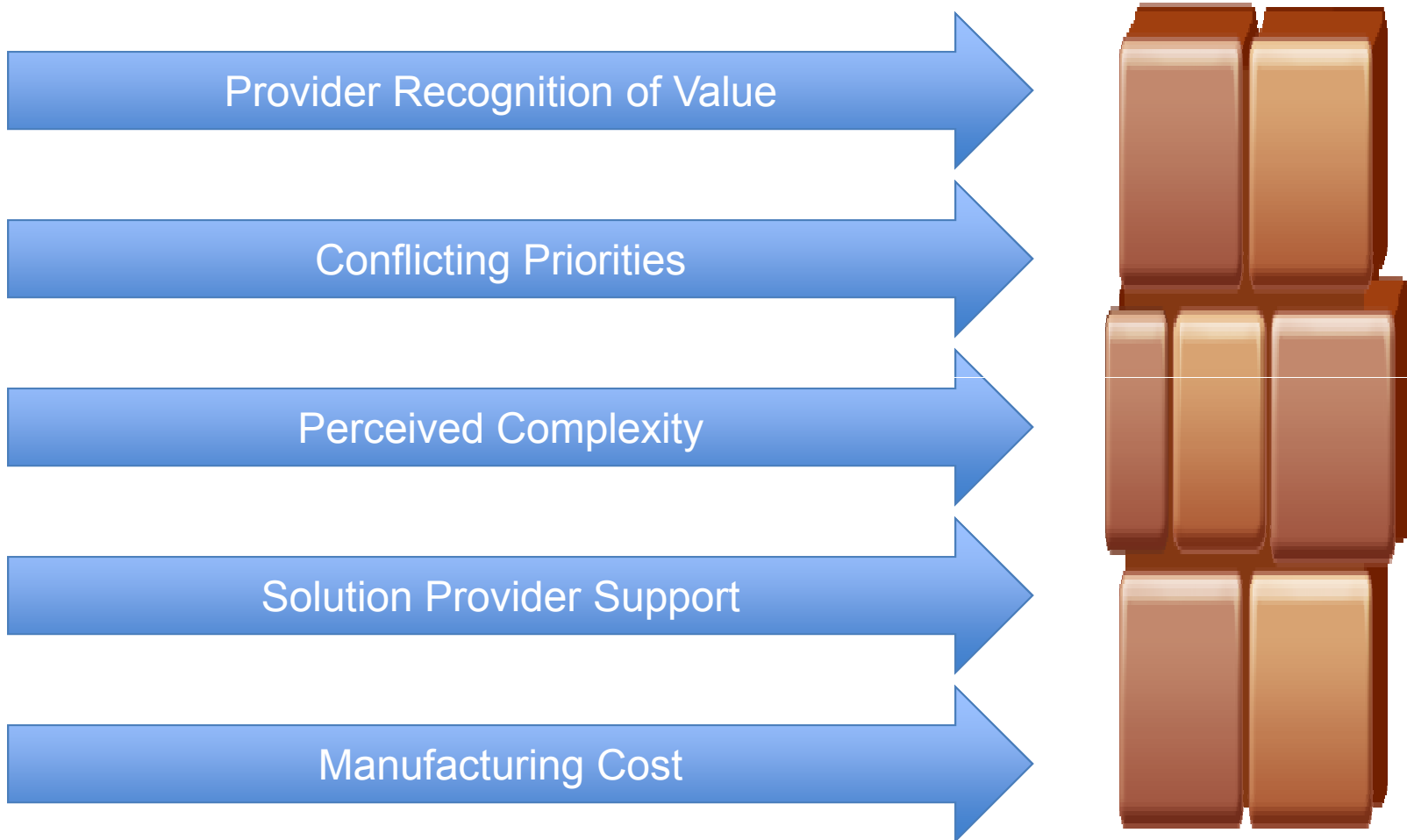
- None of the top 20 suppliers fully support the use of standards
- Significant progress has been made over last year
 - Use of GLN on PO and GTIN assignment
- Only 1 vendor has GTIN assigned at unit of use
- More progress needs to happen faster

HTG Scorecard

GS1 Compliant HTG Members



Perceived Barriers-Michael Innes



Perceived Barriers-Michael Innes

Provider Recognition of Value

Issues

- Lack of Understanding Bottom Line Benefit
- Don't see the connection to the point of care
- Don't see the connection to track & trace and UDI
- Standards only seen as impacting supply chain practices

HTG Actions

- GS1 Leadership Roles
- FDA UDI Pilots
- Industry Education
 - World Congress
 - FDA UDI Conference
 - Healthcare Purchasing News
- Value Stream Maps
- Leading by example (all members)
- Growing Internal Teams (Clinical & Supply Chain)

Perceived Barriers- Cynthia Shumway

Conflicting Priorities

Issues

- ICD 10 Implementation
- Meaningful Use
- Reacting to declining reimbursement
- Renewing infrastructure
- ACO Preparation
- UDI Preparation
- Patient Safety

HTG Actions

- Educating Industry on value of standards adoption
 - Value at the point of care
 - Decrease in labor cost
 - Reduces transactional errors
- Comparative effectiveness
- Master data management
- Efficient transaction processing - EDI order / payment efficiency
- Recall Management

Perceived Barriers – Karen Wolfe

Complexity



Issues

- GLN Setup and use within provider systems
- GTIN setup and use within provider systems
- How, if, and where to replace use of mfg catalog number
- How to utilize a GDSN
- What role and how to relate GTIN in the EMR
- How to utilize in downstream provider systems (EPIC, SIMS, ECIC)

HTG Actions

- Demonstrate practical use of standards
 - Mayo Ice Auger Project
 - Mercy Perfect Order
- GS1 tool kit use and education
- Participation in GS1 workgroup forums
- Use of GTIN in EMR
- Mfg / HTG specific projects
 - Boston Sci Optimization project
 - Mayo, Cardinal, and J&J Project
 - BD Perfect Order
- Focus on areas of agreement rather than be stifled by minor areas where we don't (Make progress)

Perceived Barriers – Curtis Dudley

Solution Provider Support

Issues

- Ability to include GLN and GTIN in supply chain transactions
 - Purchase Order
 - Receipt
 - Inventory Issue
 - Invoice Matching
 - Etc..
- Ability to manage GTIN at the UOM effectively
- How to utilize a GDSN to synchronize data

HTG Actions

- Collaboration with solution providers
 - Lawson
 - EPIC
 - Ariba
 - Peoplesoft
 - GHX
- Providing use case examples
- Building requirements with solution providers
- Participation in Beta testing

Perceived Barriers – Kevin Capatch

Manufacturing Cost



Issues

- If I bear the expense will providers use it (Cost / Benefit)
- Pressures to reduce cost
- Increased competition
- New regulations
 - UDI
 - Track & Trace
 - Etc..
- Recall management
- Providers want different things

HTG Actions

- Practical use of standards at Point of Care
 - Geisinger Scanning Project
 - Kaiser O.R. EPIC usage
 - Mercy POU Project
 - Intermountain receipt project
- Including GS1 compliant vendors in contract decisions
- UDI Project
- Actively involved in industry work on Recall management
- Working to provide a consistent voice in the industry

HTG Summit Expectations



- ❑ Share your updated standards strategy
- ❑ Subscribe to the Global Location Number (GLN) registry and integrate into your operations
- ❑ Continue your Global Trade Item Number (GTIN) enumeration of prioritized products and apply it to the appropriate unit of use
- ❑ Ensure attributes required for enabling transactions with trading partners are available in the GDSN data pool
- ❑ Label both your products and shipping packages using the GS1 identification keys GTIN & Serial Shipping Container Code (SSCC) respectively

GS1 barcode labeled inventory to be available in 2012

Q&A



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