

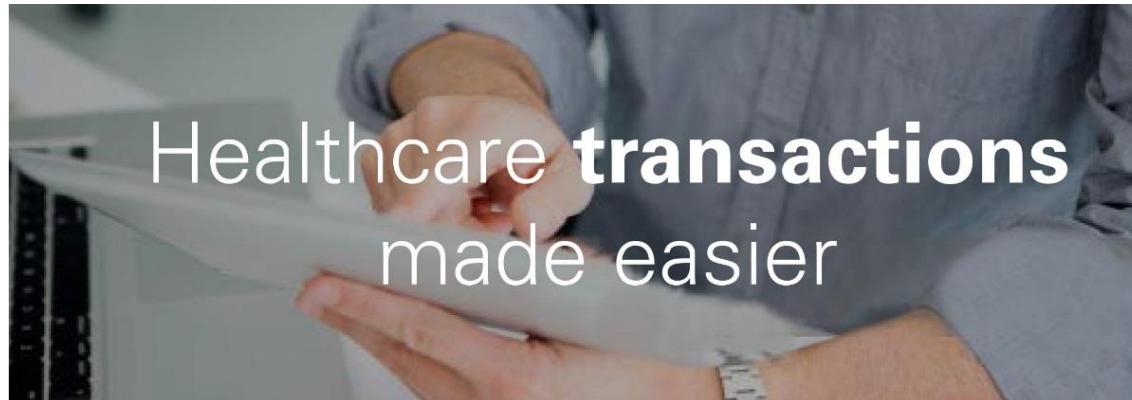


# NHS eProcurement



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# GHX – Simplifying the Business of Healthcare



Healthcare **transactions**  
made easier



Secure, accurate, up-to-date **data**  
that you can trust



The global healthcare  
**marketplace** at your fingertips.



Healthcare  
**compliance**  
delivered

# GHX - Simplifying the Business of Healthcare

## **120,000,000+** *secure, integrated healthcare transactions processed a year*

*Easy-to-use and intelligent eCommerce technology for an efficient healthcare supply chain – purchase-to-pay and order-to-cash processing business documents in a matter of seconds, eliminating manual processes, cutting errors and costly rework processes. See and manage your supply chain through a single point of connection.*

## **13,000,000+** *clean, catalogue items available for error-free supply chain*

*Quality, enriched supplier product data held in our cloud-based catalogue management solution and available at point to use for hospitals and GPOs, eliminating errors and improving decision making.*

## **A critical mass** of connected healthcare organizations doing business easier and quicker

*Our global network has been established for many years and continues to expand. With GHX, you get access to a critical mass of organisations, all trading through our global exchange, providing richer data and information of higher quality and accuracy.*

## **Technology built in with compliance in mind**

*We help our customers to navigate the complex regulatory environment in healthcare. To have line of sight for future mandates, we work directly with GS1, PEPPOL, EUCOMED and EESPA, to name a few, as well as working with and advising governments on the healthcare supply chain. Our systems are built with compliance in mind for doing business in Europe – now and in the future. We are a certified PEPPOL Access Point.*

## **In Europe, we work with...**

**1500+** Hospitals & GPOs

**600+** Manufacturers and distributors<sup>3</sup>  
(and reach 1000+ smaller local manufacturers)

**Created for the healthcare industry by the healthcare industry.**

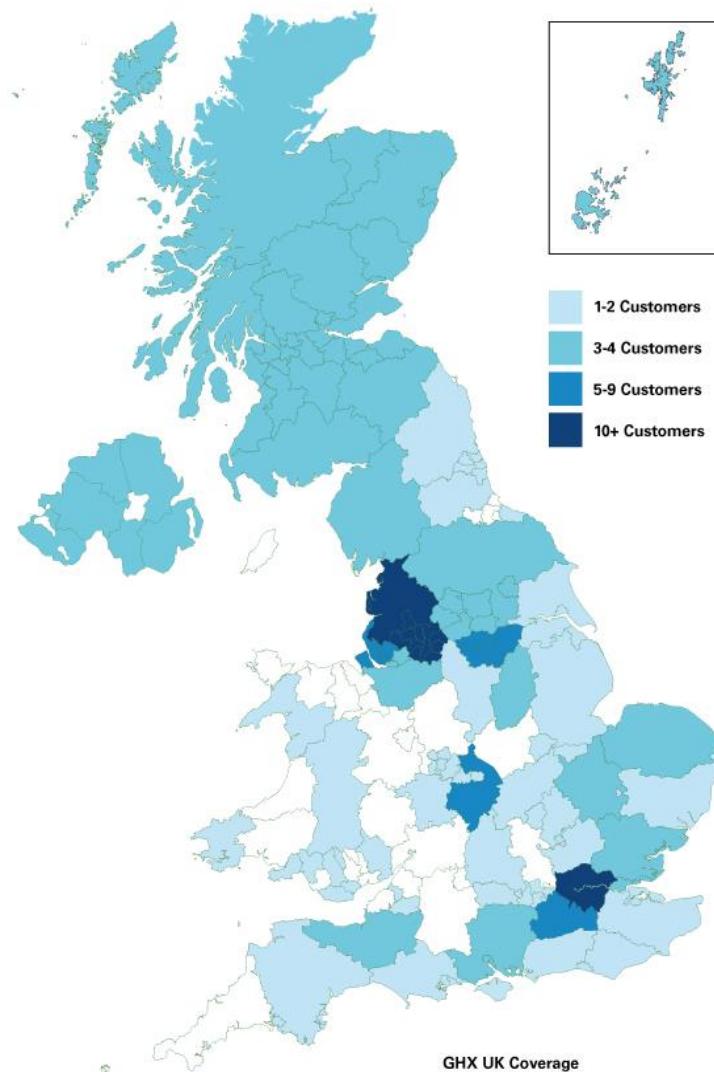


# Covering all major suppliers and distributors



- All major **distributors**
  - NHS Supply Chain – automated nightly feed ensuring the most accurate product and pricing information
  - Bunzl
  - Squadron Medical
- All the major medical **device manufacturers**
- Numerous **suppliers of consumables**
  - Blackwell's
  - Office Depot
  - Lyreco
  - Dell
- 600+ **integrated suppliers**

# Coverage of our solutions in the UK



**GHX** are by far the market leading supplier of:

- *Exchange Services*
- *Content*
- *Inventory Management*
- *Materials Management*

To the NHS, Private providers, distributors and suppliers.

Over 90% of all Pharmacy Transactions in the UK go through our exchange.

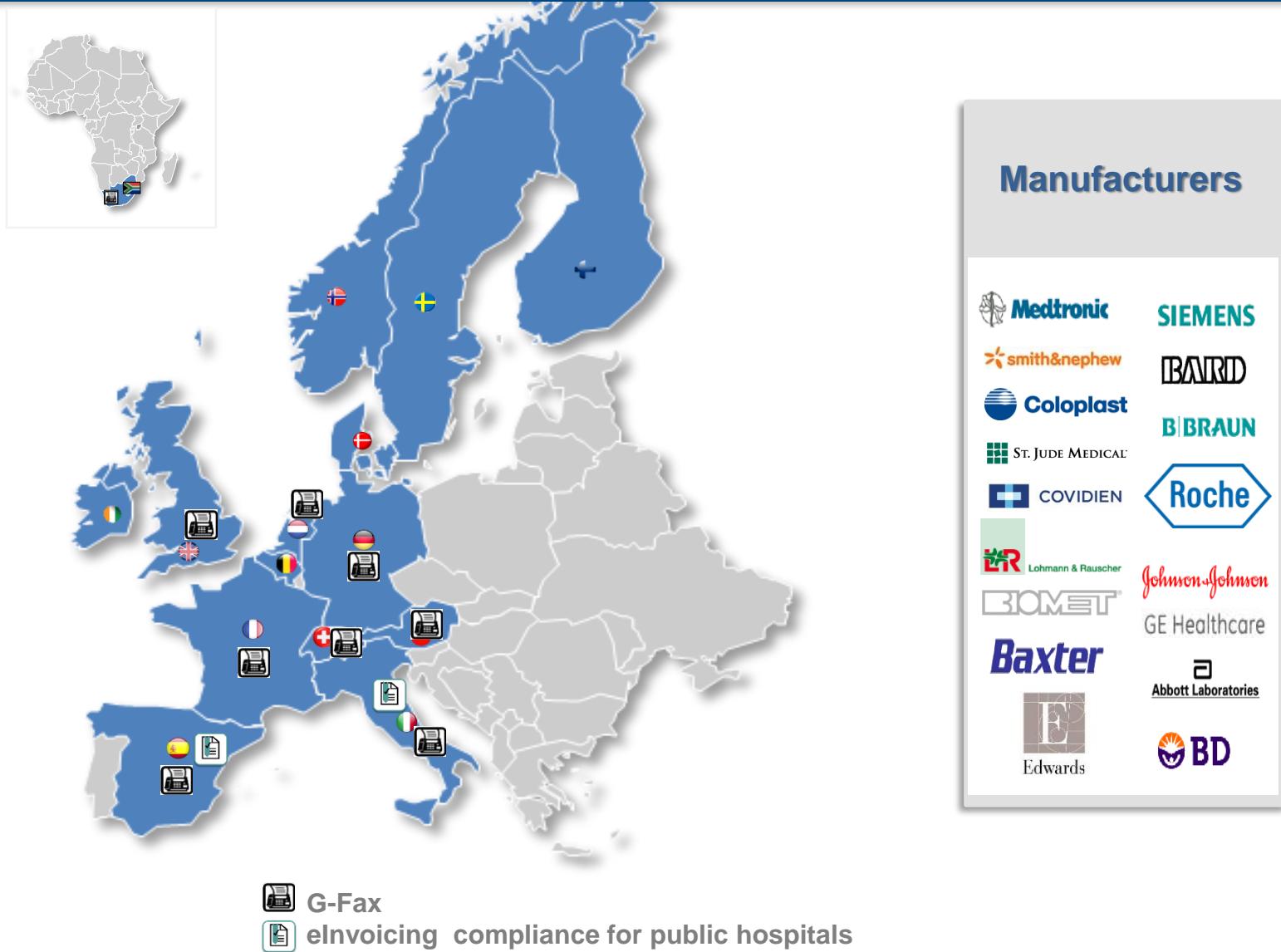
Over 55% of all Trusts in the NHS use our catalogue and exchange PO creation and distribution.

**GHX** solutions are **GS1** and **PEPPOL** compliant.

# GHX in the European Market

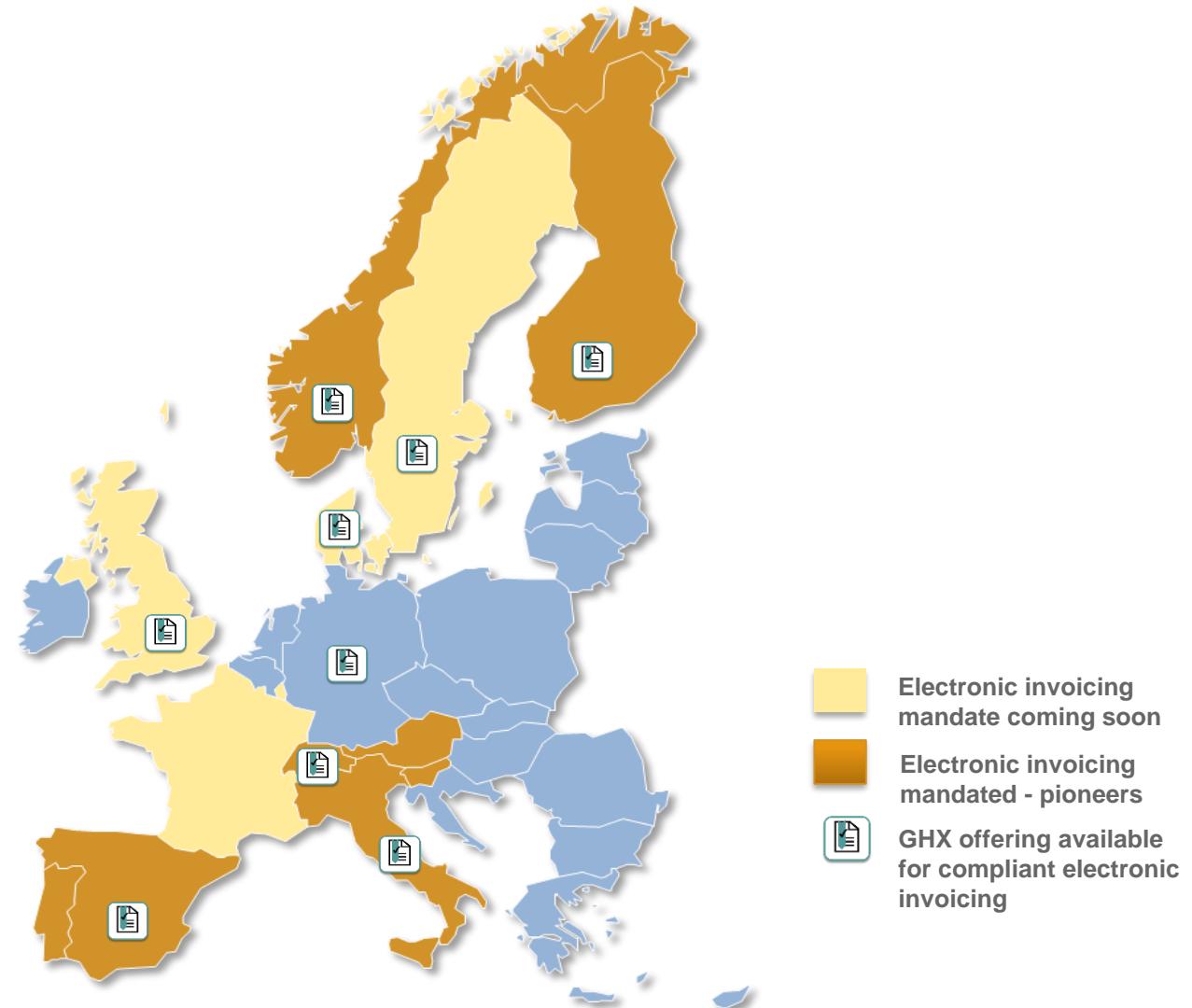
## Hospitals, GPOs and Private Clinics

	880
	193
	900
	98
	33
	79
	400
	Pilot

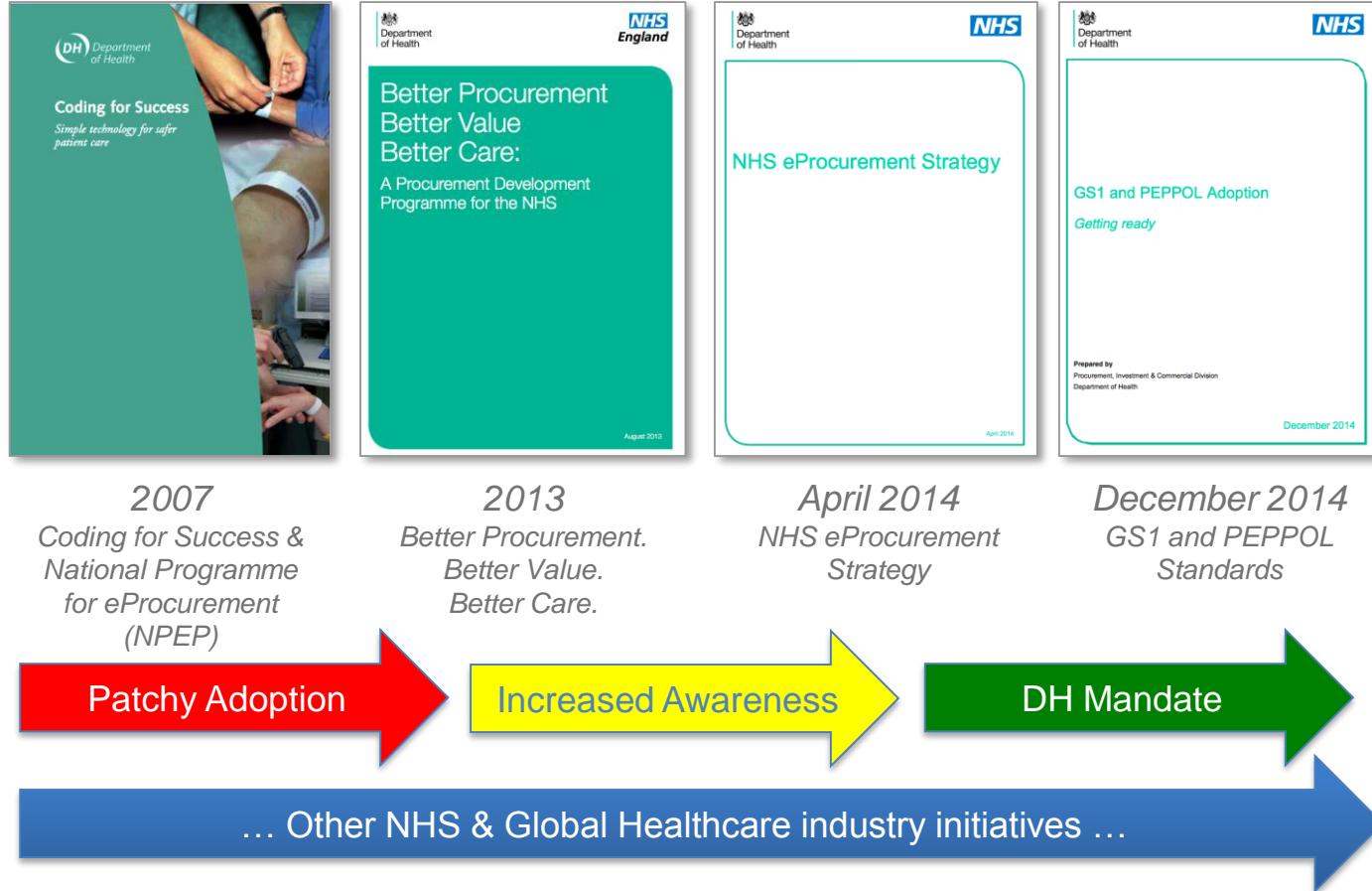


# Electronic invoicing landscape in the European Union

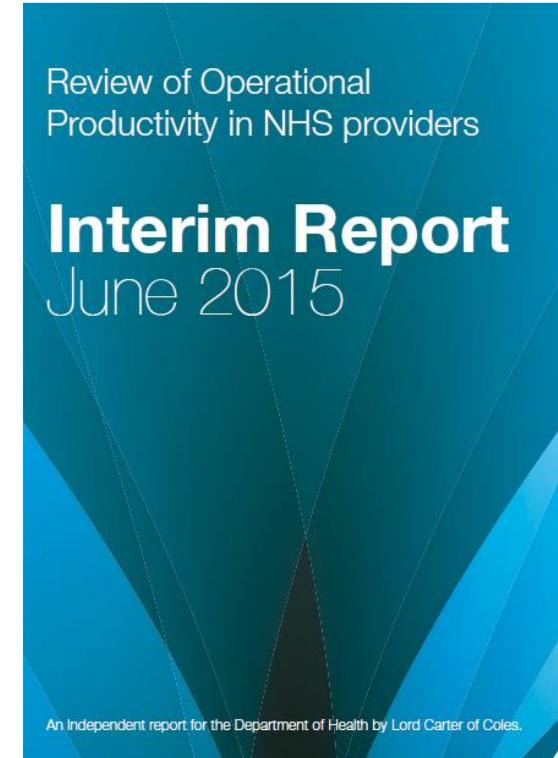
- Increasing number of countries applying **mandates to suppliers of public sector** on regional or national level
- Growing expansion of **electronic procurement mandates**: i.e. Norway, the U.K. (NHS eProcurement Strategy), Italy – Emilia Romagna



# Setting the Demand: Evolution not Revolution... Time for Action



**£22bn Efficiency challenge**



# Department of Health - Objectives

- Reducing Inventory levels, improving Inventory flow and reduction in Inventory waste
- Reduced supplier complexity, increasing competitiveness
- Automated Invoice payment process and improve Invoice payment turnaround
- Effective measurement and efficient sourcing of goods and services at the optimum cost.
- Ability to identify clinical usage from procedure to patient, on a micro to National level.



## Releasing **TIME** to CARE by:

- The Automation and Simplification of not clinical tasks, from administration to locating inventory



# DoH drivers for the NHS eProcurement Strategy

The e-Procurement strategy was published by the Department of Health in May 2014. The strategy provides guidance to all NHS and private health providers . The strategy will require organisations to adhere to guidance in order to improve supply chain processes that will ultimately save the NHS considerable sums of money and improve patient safety.

- DoH mandates the adoption of **PEPPOL** standards and **GS1** standards (GTIN's, GLN's and Data synchronization)
- Lord Carter report – highlighting the opportunity of saving 20% of 72Bn of procurement by using EDI solutions within the supply chain
- New legislation – government EDI adoption using **PEPPOL** standards
- DoH creating 6 demonstrator sites (Derby, **Leeds**, North Tees & Hartpool, **Plymouth**, Royal Cornwall, **Salisbury**)
- UK government to legislate supplier payment terms to a maximum of 30 days
- DoH objectives



# Lord Carter - Efficiency

## Workforce - £45.3bn

- Policies and Management practices*
- 1% Improvement in workforce productivity = £400m*

## Pharmacy - £6.5bn

- Prescribing of medicines & Staffing*
- £m- variance in Drug costs and products*

## Estates – £7bn

- Energy and Cleaning services*
- Savings of 15% based on average costings*

## Procurement - £9bn

- Catalogue driven procurement*
- Inventory and Materials Management*
- Savings of up to £2bn*

# GS1 Supplier Timeline

<b>1. Corporate</b>	1.1	Join GS1	31-Mar-16
	1.2	Complete supplier readiness questionnaire (see note 1)	31-Mar-16
	1.3	Create, and send to the Department of Health, a project plan that will ensure compliance with GS1 and PEPPOL standards (see note 2)	30-Sep-16
	1.4	Join PEPPOL access point	30-Sep-16
	1.5	Allocate GLNs and upload to the GLN Registry	30-Sep-16
	1.6	Update systems where needed to achieve compliance with GS1 and PEPPOL standards	to achieve dates below

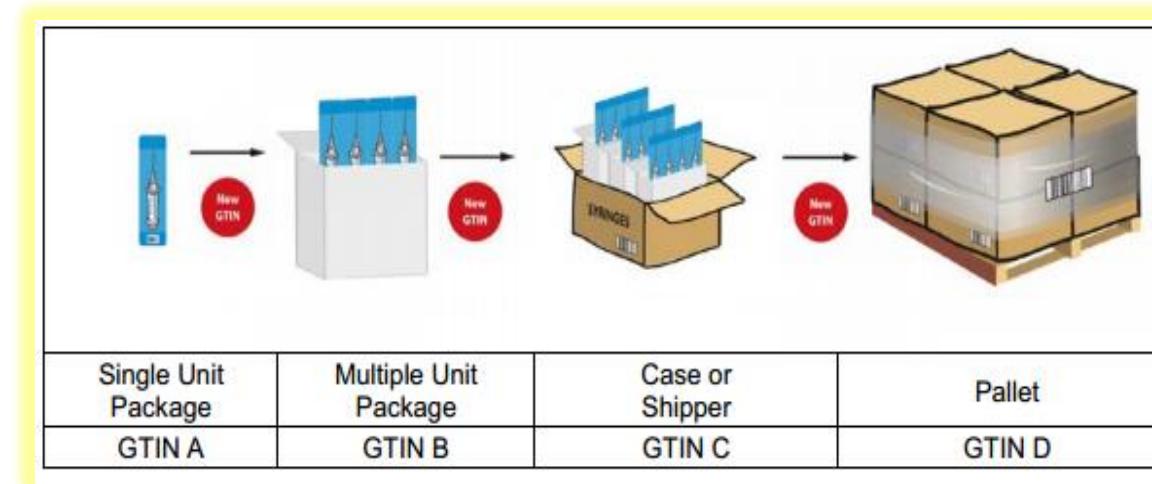


		Medical Devices In-Vitro Diagnostic Devices	Class III	Class IIb	Class IIa	Class I
			IVD List A	IVD List B	IVD self-test	IVD General
<b>2. Data</b>	2.1	Allocate GTINs at all packaging levels	30-Sep-16	30-Sep-17	30-Sep-17	-
	2.2	Allocate GTINs at unit of issue level and above	-	-	-	30-Sep-18
	2.3	Collate GTIN-level product attribute data	31-Mar-17	31-Mar-18	31-Mar-18	31-Mar-19
	2.4	Join GDSN certified datapool (subject to Note 3)	31-Mar-17	31-Mar-18	31-Mar-18	31-Mar-19
	2.5	Synchronise product data using GDSN (subject to Note 3)	30-Sep-17	30-Sep-18	30-Sep-18	30-Sep-19
	2.6	Collate GTIN-level price attribute data (subject to Note 3)	31-Mar-18	31-Mar-19	31-Mar-19	31-Mar-20
	2.7	Synchronise price data using GDSN (subject to Note 3)	30-Sep-18	30-Sep-19	30-Sep-19	30-Sep-20
<b>3. Labelling</b>	3.1	Packaging label to carry GS1 GTIN barcode	30-Sep-17	30-Sep-18	30-Sep-18	30-Sep-19
	3.2	Packaging label to carry GS1 GTIN and production identifier barcodes (refer to Note 4)	30-Sep-18	30-Sep-19	30-Sep-19	30-Sep-20
<b>4. Purchase-to-pay</b>	4.1	Receive orders from NHS access points	31-Mar-17	31-Mar-17	31-Mar-17	31-Mar-17
	4.2	Send invoices to NHS access points	30-Sep-17	30-Sep-17	30-Sep-17	30-Sep-17
	4.3	Receive orders carrying GS1 GTIN and GLN data from NHS access points	31-Mar-18	31-Mar-18	31-Mar-18	30-Sep-18
	4.4	Send invoices carrying GS1 GTIN and GLN data to NHS access points	30-Sep-18	30-Sep-18	30-Sep-18	31-Mar-19

# GS1 Standards

*The GS1 System is the global language which enables interoperability between systems; providing the foundation for efficient and cost effective exchange of products and information between organisations.*

- *Trusts and Suppliers must implement GS1 data standards – GLN, GTIN Barcodes etc.*
- *Trusts must capture GTIN and UDI data (batch, serial and lot) for implantable devices.*
- *GTIN, GLN and key attributes to be sent on PO between Trust System and Supplier system.*
- *GTIN information provided by the suppliers through the GDSN.*



# GS1 Standards



## IDENTIFY

### GS1 Standards for Identification

**COMPANY & LOCATION**  
Global Location Number (GLN)

**PRODUCT**  
Global Trade Item Number (GTIN®)  
Serialised Global Trade Item Number (SGTIN)

**LOGISTICS & SHIPPING**  
Serial Shipping Container Code (SSCC)  
Global Shipment Identification Number (GSIN)  
Global Identification Number for Consignment (GINC)

**ASSETS**  
Global Individual Asset Identifier (GIAI)  
Global Returnable Asset Identifier (GRAI)

**SERVICES**  
Global Service Relation Number (GSRN)  
Global Document Type Identifier (GDTI)  
Global Coupon Number (GCN)

## CAPTURE

### GS1 Standards for Automatic Identification & Data Capture

**GS1 BARCODES**

EAN/UPC   
ITF-14 

GS1-128   
GS1 DataBar 

GS1 DataMatrix   
GS1 QR Code 

GS1 Composite Barcode 

**GS1 EPC/RFID**

Electronic Product Code (EPC) RFID Encodings   
EPC HF Passive   
EPC UHF Passive 

## SHARE

### GS1 Standards for Automated Data Exchange

**MASTER DATA**  
Global Data Synchronization Network (GDSN®)

**TRANSACTIONAL DATA**  
eCom (EDI): EANCOM, GS1 XML Business Message

**EVENT DATA**  
Electronic Product Code Information Services (EPCIS)

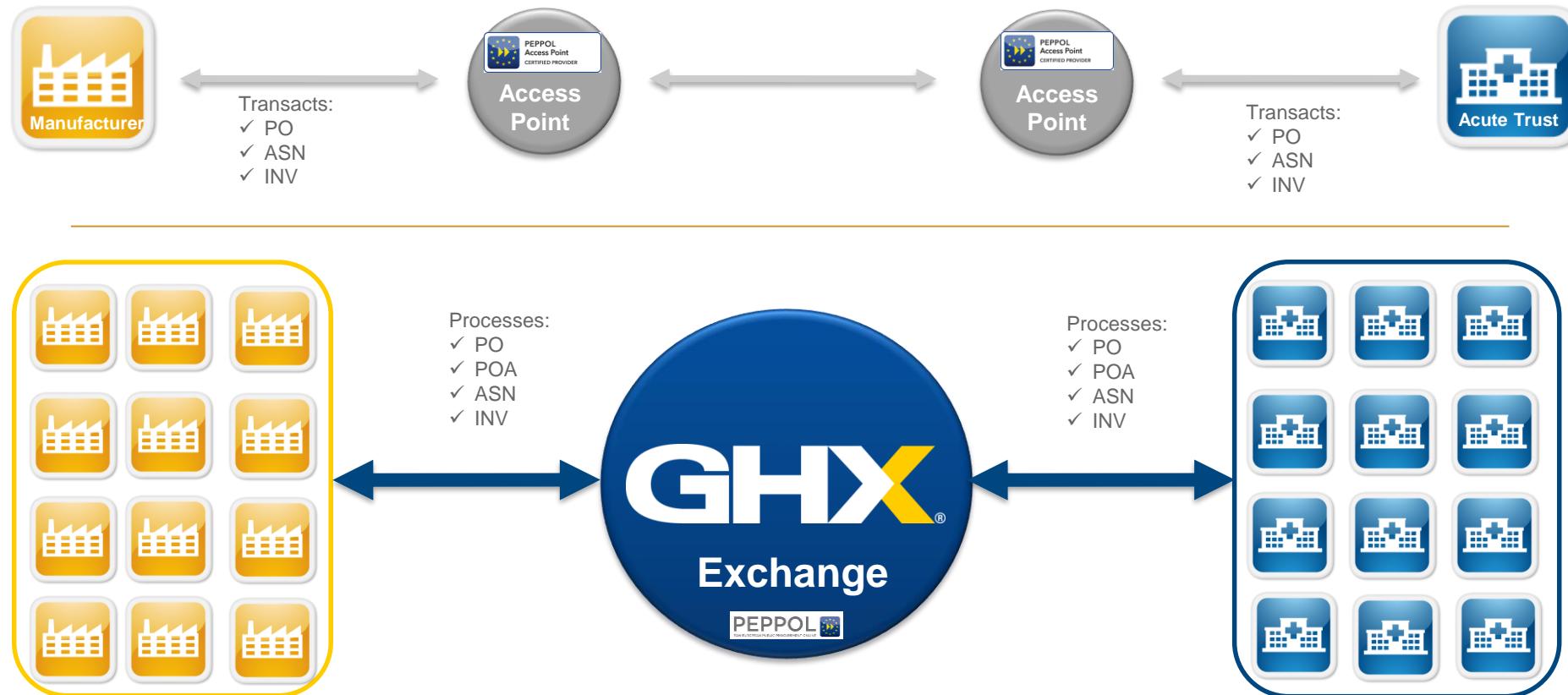
*PEPPOL is a European-wide EDI standard that connects organisations together, so that they can do business electronically using standardised connections for ordering (PO), invoicing (INV) and advanced shipping notifications (ASN).*

- *Single Access Point – All NHS Acute Trusts Orders*
- *Standard Message format*
  - PO, ASN, INV
  - GLN's
  - GTIN's
- *Reduced cost of Sale*



**PEPPOL**  
**Access Point**  
**CERTIFIED PROVIDER**

# GHX Adding Value to basic PEPPOL compliance



- **Eliminates complexity, reduces cost:** one access point for transacting between buyers and sellers
- Application of intelligent tools: able to **find and correct errors and missing information in document**
- Able to process **various data formats**
- **One place** for catalog management with the ability to easily publish to buyers
- **Secure network** with known trading partner pairs

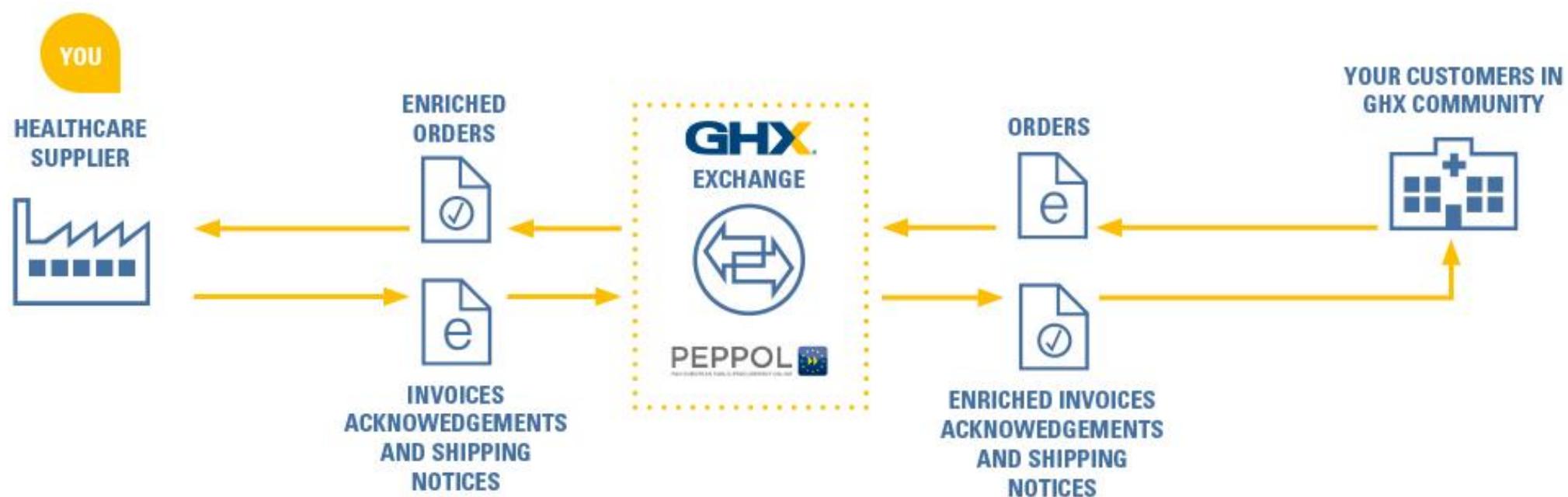
# GHX Adding Value to basic PEPPOL compliance

Capabilities	PEPPOL	GHX
PO	✓	✓
POA		✓
ASN	✓	✓
INV	✓	✓
Catalog file	✓	✓
Secure network with known trading partner pairs		✓
Ability to process multiple message formats		✓
Ability to find and correct errors and missing information in document		✓
Ability to manage multiple applications through single sign-on		✓
Catalog management in one place		✓
Ability to publish catalog data to multiple providers		✓
PO matching against catalog		✓
Reduced complexity/streamlined process		✓



# Exchange Services

The **GHX Exchange Services** have been designed for swift transmission of electronic business documents in the healthcare supply chain - including purchase orders, purchase order acknowledgements, advance shipping notices and invoices. With a central source to manage your transaction, you will gain visibility and transparency of your supply chain, increase order accuracy and manage your orders more efficiently, helping you deliver the right product, at the correct price and in time to your customers. Take your supply chain to the next level by consolidating your order channels and moving towards touchless processing of your business documents by leveraging our intelligent tools and document conversion services.



# GHX WebDirect

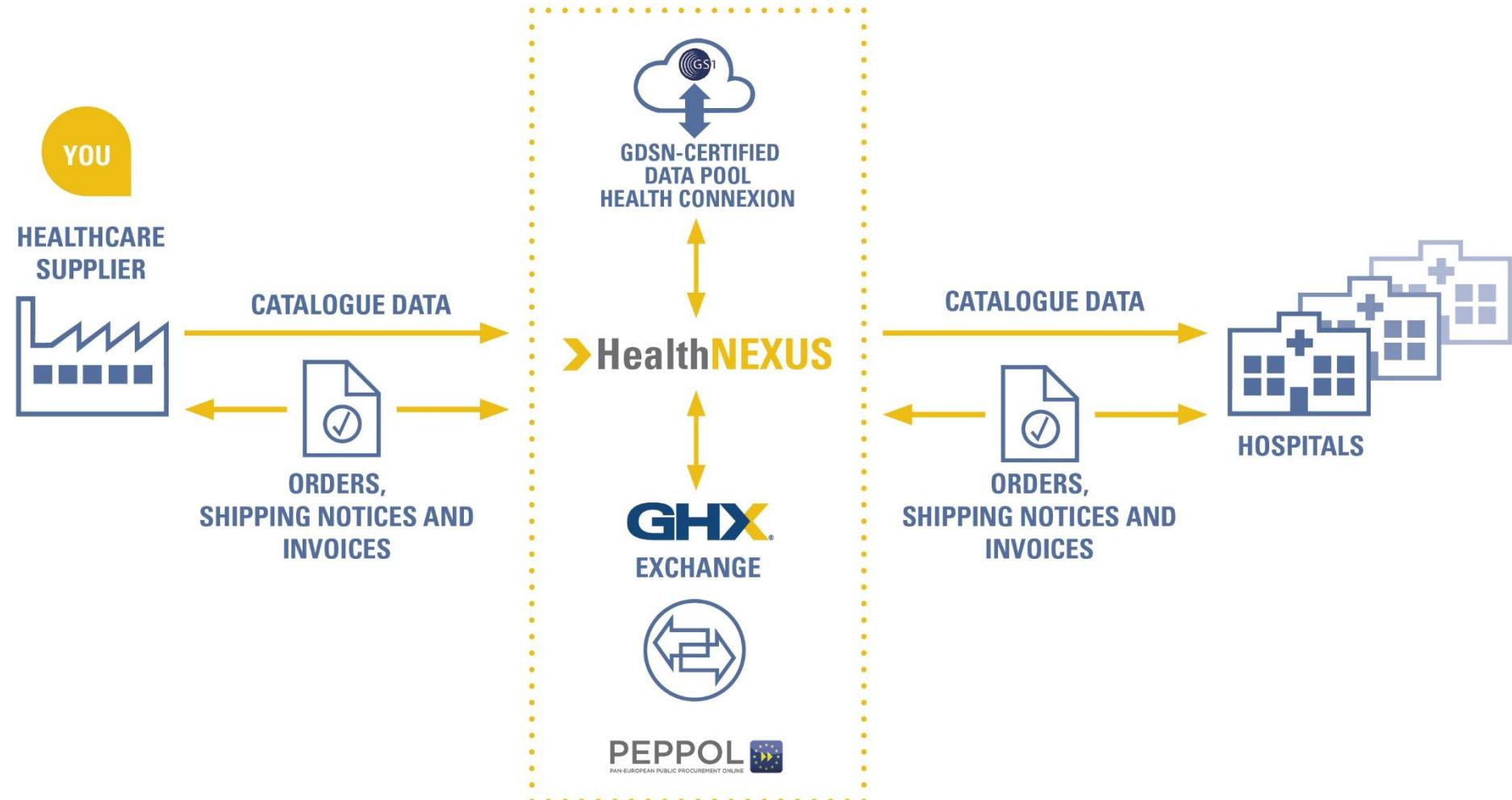
**WebDirect** is the simple and affordable way to trade compliantly with the NHS. **GHX** is a certified **PEPPOL** Access Point that allows you to receive electronic purchase orders from your customers and create and send electronic invoices at the touch of a button. **WebDirect** gives you the benefits of supply chain automation without a large investment in infrastructure and set-up effort, reducing the time and cost of processing your manual error-prone orders.



# GHX HealthNEXUS – catalogue management

HealthNEXUS enables you to import, update, manage and publish your catalogue data in one place, helping put your data at your customers' fingertips. You can publish your data to the GHX community of hospitals in one go, as well as to the GDSN-certified data pool from GHX. HealthNEXUS helps you to be compliant with global standards, regional and country specific coding and classification practices - such as GTINs, GLNs, GS1 XML CIN file format and eCl@ss.

HealthNEXUS interoperates with GHX Exchange Services, enabling automatic validation of orders against your catalogue data, correcting errors or missing data where possible.

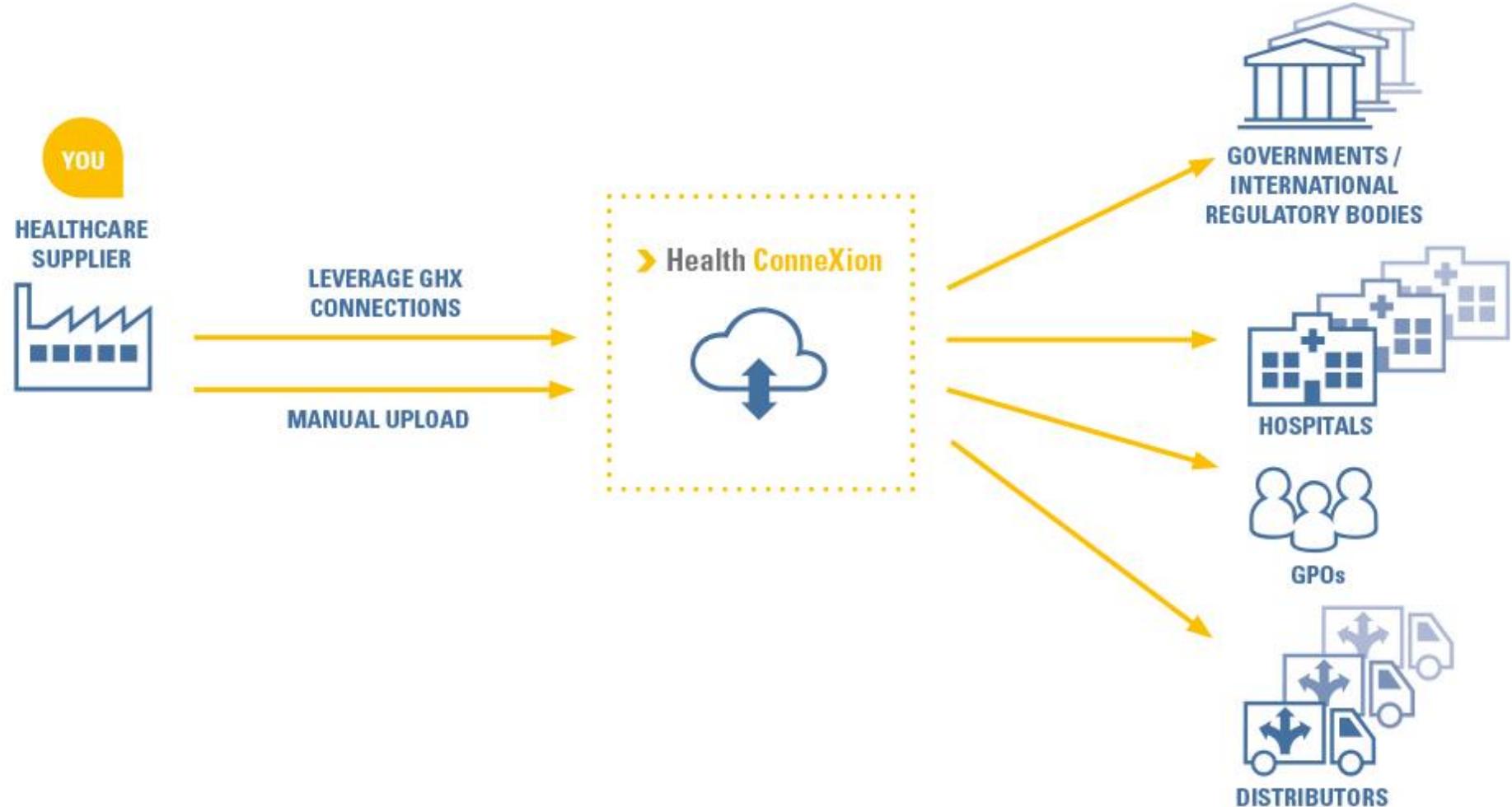




# GHX Health ConneXion

The Global Data Synchronisation Network (GDSN) allows trading partners to share trusted product data simply. Publish all your product data in one place and in one go, making it available to all your customers and regulatory bodies as necessary.

**Health ConneXion** is the only GDSN-certified data pool focused on healthcare enabling you to enrich all data within it to meet the required international data and attribute standards. By publishing your clean data to **Health ConneXion** you will be helping to accelerate the use of GS1 standards across the industry.



# Email orders via GHX UK Exchange

GHX UK EXCHANGE MONTHLY PEFORMANCE REVIEW -  
➤ VIAMED LTD

01/07/2015 to 22/07/2016

## Purchase Order Totals

Month	Total orders	% Increase	e-Link orders	Email orders	% Clean	Stock orders	Consignment orders
<b>July 2015</b>							
August 2015	52	0.0%	0	52	0.0%	52	0
September 2015	53	1.9%	0	53	0.0%	53	0
October 2015	64	20.8%	0	64	0.0%	64	0
November 2015	50	-21.9%	0	50	0.0%	50	0
December 2015	63	26.0%	1	62	0.0%	61	0
January 2016	54	-14.3%	0	54	0.0%	54	0
February 2016	49	-9.3%	0	49	0.0%	49	0
March 2016	52	6.1%	0	52	0.0%	52	0
April 2016	66	26.9%	0	66	0.0%	66	0
May 2016	74	12.1%	0	74	0.0%	74	0
June 2016	58	-21.6%	0	58	0.0%	58	0
July 2016	38	-34.5%	0	38	0.0%	38	0
<b>Totals</b>	<b>673</b>		<b>1</b>	<b>672</b>	<b>0.00%</b>	<b>671</b>	<b>0</b>

# Current Trading Partner Status

## Active e-Order Customers

Customers who ordered from you during the selected report period.

[N] = Nexus customer

Organisation	Orders	E-Link	Clean	Consign.	Lines				
<b><u>Acutes</u></b>									
[N] Barts Health NHS Trust (Oracle)	57	0.0%		0.0%	96	[N] The Christie NHS Foundation Trust (Integra)	4	0.0%	0.0%
[N] Bolton NHS Foundation Trust (Integra)	13	0.0%		0.0%	28	[N] University Hospitals Bristol NHS Foundation Trust	37	0.0%	0.0%
[N] Central Manchester University Hospitals NHS Foundation Trust (Integra)	30	0.0%		0.0%	31	[N] University Hospitals of Morecambe Bay NHS Foundation Trust	1	0.0%	0.0%
[N] Chelsea and Westminster Hospital NHS Trust (SB:)	21	0.0%		0.0%	34	Basildon & Thurrock University Hospital NHS Foundation Trust	1	0.0%	0.0%
[N] East Cheshire NHS Trust (SBS+OB10)	17	0.0%		0.0%	23	Blackpool Teaching Hospitals NHS Foundation Trust (Integra)	23	0.0%	0.0%
[N] East Lancashire Hospitals NHS Trust (ABS/Cedar)	33	0.0%		0.0%	49	Cambridge University Hospitals NHS Foundation Trust	23	0.0%	0.0%
[N] Frimley Health NHS Foundation Trust (Eros)	32	0.0%		0.0%	33	James Paget University Hospitals NHS Foundation Trust	26	0.0%	0.0%
[N] Heart of England NHS Foundation Trust (Oracle)	44	0.0%		0.0%	94	Norfolk and Norwich University Hospitals NHS Trust (Integra)	18	0.0%	0.0%
[N] Homerton University Hospital NHS Foundation Trust	7	0.0%		0.0%	7	Poole Hospital NHS Foundation Trust (PowerGate)	28	0.0%	0.0%
[N] Lancashire Teaching Hospital NHS Foundation Trust	38	2.6%		0.0%	60	Queen Elizabeth Hospital King's Lynn NHS Foundation Trust	8	0.0%	0.0%
[N] Leeds Teaching Hospitals NHS Trust (Oracle)	51	0.0%		0.0%	179	West Suffolk Hospitals NHS Trust (Powergate)	17	0.0%	0.0%
[N] North Bristol NHS Trust (Eros)	26	0.0%		0.0%	43	<b><u>Private</u></b>			
[N] Plymouth Hospitals NHS Trust (SBS+OB10)	10	0.0%		0.0%	12	HCA International Ltd (Other)	5	0.0%	0.0%
[N] Royal Bournemouth & Christchurch Hospitals NHS Foundation Trust	10	0.0%		0.0%	10	The London Clinic (Other)	1	0.0%	0.0%
[N] Salford Royal NHS Foundation Trust (Integra)	6	0.0%		0.0%	6	<b><u>Other</u></b>			
						Epsom and St Helier University Hospitals NHS Trust (Integra)	32	0.0%	0.0%
						Great Western Hospitals NHS Foundation Trust (Integra)	26	0.0%	0.0%
						Nottingham University Hospitals NHS Trust (Integra)	28	0.0%	0.0%

# EDI enabled Trading partners on GHX UK Exchange

## Potential e-Order Customers

*Customers who potentially could be ordering from you.*

**\*\*** = Accounts where the 'Integration Live Date' is within the last 62 days.

[N] = Nexus customer

### Organisation

#### Acutes

- [N] Barking, Havering & Redbridge University Hospitals NHS Trust (SBS+OB10)
- [N] Birmingham Children's Hospital NHS Foundation Trust (SBS+OB10)
- [N] Bradford Teaching Hospitals NHS Foundation Trust (SBS+OB10)
- [N] Oxford University Hospitals NHS Trust (Oracle)
- [N] Portsmouth Hospitals NHS Trust (SBS+OB10)
- [N] Royal Surrey County Hospital NHS Trust (SBS+OB10)
- [N] Salisbury NHS Foundation Trust (Oracle)
- [N] Southampton University Hospitals NHS Trust (SBS+OB10)
- [N] Southport and Ormskirk Hospital NHS Trust (SBS+OB10)
- [N] St Helens and Knowsley Hospital NHS Trust (SBS+OB10)
- [N] Taunton and Somerset NHS Foundation Trust (NEP Oracle)
- [N] The Royal Marsden NHS Foundation Trust (SBS)
- [N] University Hospitals of Morecambe Bay NHS Foundation Trust (Oracle)
- [N] Weston Area Health NHS Trust (Eros)
- [N] York Teaching Hospitals NHS Foundation Trust (NEP Oracle)

Abertawe Bro Morgannwg University Local Health Board (Oracle)

Alder Hey Children's NHS Foundation Trust (NEP Oracle)

Aneurin Bevan University Health Board (Oracle)

Basildon & Thurrock University Hospital NHS Foundation Trust (Powergate)

Cardiff and Vale University Local Health Board (Oracle)

County Durham & Darlington NHS Foundation Trust (Wax Digital)

Derby Hospitals NHS Foundation Trust (Other)

Fife Healthcare Supplies (Powergate)

Greater Glasgow and Clyde NHS Board (Pecos)

Guy's and St Thomas' NHS Foundation Trust (Oracle)

Harrogate and District NHS Foundation Trust (NEP Oracle)

Highland NHS Board (Pecos)

Hywel Dda University Health Board (Oracle)

King's College Hospital NHS Foundation Trust (Other)

North Tees and Hartlepool NHS Foundation Trust (Wax Digital)

South Tees Hospitals NHS Trust (Wax Digital)

The Ipswich Hospital NHS Trust (Integra)

Velindre NHS Trust (Oracle)

# Questions





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