

GS1 Healthcare US

November 2010

Capturing and Communicating the Data



Speaker: Joe Dudas, Mayo Clinic

Now is the time to think about changing the Healthcare Supply Chain

Transform  **2010**
THINKING DIFFERENTLY ABOUT HEALTH CARE

Objectives

- **Providing Solutions and Hope for Patients**
- **Being Trusted and Affordable**
- **Generating, Evaluating, and Managing Information**
- **Transforming Delivery**

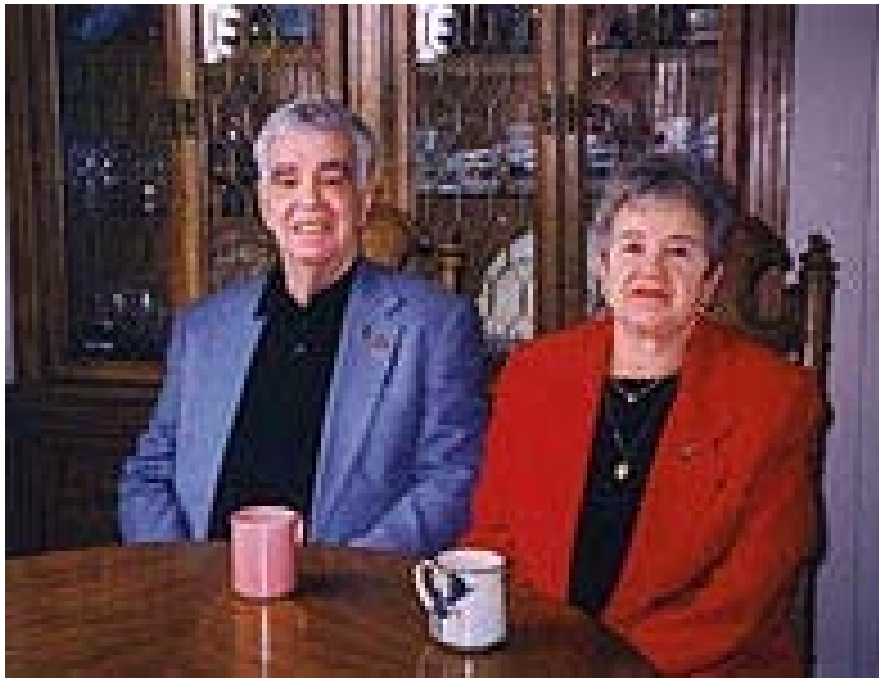
Our patients need to get well



“I’ve had MS for ten years, and my kind is progressive. So I just get worse. I really can’t do anything. I don’t leave my house. You know, it’s hard for me to get out. Noelle, she turned two when they said I had MS.”

- A mom, Alicia Facchino

Our patients need to be cared for



“I had my heart transplant in 1991. Medicare paid me for my operation on my heart and also paid for one year of my medication. And after that one year, I was on my own to get medication.”

**- An armed forces veteran,
Tom Giardina**

WE NEED TO ...

“Provide solutions”

Our patients need safety

The effects of the drug Thalidomide caused one of the greatest tragedies of the 1950s. As many as 10,000 babies around the world were born with severe deformities after their mothers took the medication for morning sickness and insomnia.

“The FDA’s goal is to have data about the use of medicines during pregnancy for all medicines that are used by women of childbearing potential,” says Karen Feibus, M.D., an FDA expert in maternal health.

FDA Consumer Health Information
www.fda.gov/consumer

Registries Help Moms Measure Medication Risks

Whether it's because of the flu or seasonal allergies, diabetes or epilepsy, pregnant women tend often take prescription medication—usually while worrying about the potential impact on their developing babies.

With studies showing the average woman takes from three to five medications while pregnant, the U.S. Food and Drug Administration (FDA) encourages drug makers and women to be to participate in pregnancy registry studies that track the risks from drugs taken during pregnancy or breastfeeding.

These studies collect and maintain data on the effects of medications used by pregnant and nursing women on themselves and their babies. Participants don't take experimental drugs or medications they would not ordinarily take. Instead, registries collect information on the effects of already approved drugs—in diabetes, migraines, epilepsy, and other health issues—prescribed to pregnant women. The information is then compared to the effects of the drugs on women who are not pregnant.

"The FDA's goal is to have data about the use of medicines during pregnancy for all medicines that are used by women of childbearing potential," says Dr. Karen Feibus, an FDA expert in maternal health.

Thalidomide Tragedy

The effects of the drug thalidomide caused one of the great tragedies of the 1950s. As many as 10,000 babies around the world were born with severe deformities after their mothers

U.S. Food and Drug Administration | 800.833.6342

Our patients need security

FDA Consumer Health Information
www.fda.gov/ohrt

Stolen Inhalers Pose Risk

The Food and Drug Administration is warning consumers not to use inhalers stolen from a Virginia warehouse after some of the pilfered medicine turned up in some pharmacies.

The stolen Advair Diskus inhalers were found last week—the first batch known to have hit the supply chain since the August 2009 theft. As the investigation continues, FDA officials warned the public that more of the stolen inhalers could still be on the market. Used to treat asthma and chronic obstructive pulmonary disease, the stolen medicine may itself pose a health risk, experts say. The inhalers may have been stored at improper temperatures or humidity levels—or they might have been contaminated or lost potency.

More than 25,000 of the inhalers (fluticasone propionate and salmeterol inhalation powder) were stolen from drug maker GlaxoSmithKline's distribution center near Richmond, Va., last year.

FDA experts are advising anyone who sees the Advair Diskus inhaler to check the label for the following lot numbers:

- Lot 82P2255 - NDC 0173-0898-00, Advair Diskus 250/50, 60 Dose
- Lot 82P3023 - NDC 0173-0897-00, Advair Diskus 500/50, 60 Dose

Patients who have inhalers with matching lot numbers should discontinue use and call GlaxoSmithKline's Customer Response Center at 888-425-5283.

Pharmacies and wholesalers who have inhalers matching those lot numbers should remove them from store shelves and contact info@sk.com at 810-551-2988.

FDA is also asking the public to report suspicious or uncollected offers for the Advair Diskus lots in question.

In addition, pharmacists and wholesalers may visit the FDA's Cargo Theft Web page (www.fda.gov/CDCT/CargoTheft.aspx) to check their inventory for other stolen products. The FDA is committed to protecting consumers from the threat of stolen, counterfeit, and diverted FDA-regulated products such as prescription or over-the-counter medicines, medical devices, or infant formula. [FDA](#)

Find this and other Consumer Updates at www.fda.gov/ForConsumers/ConsumerUpdates

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FDA Consumer Health Information | U.S. Food and Drug Administration | 1008 2011

“Used to treat asthma and chronic obstructive pulmonary disease, the stolen medicine may itself pose a health risk,” FDA experts say. More than 25,000 of the inhalers were stolen from drug maker GlaxoSmithKline’s distribution center near Richmond, Va., last year. They were set to expire in September.

Our patients need to be able to trust us

“Trust is a fundamental part of a patient-doctor relationship. Trust can increase patient satisfaction, adherence to treatment, and continuity of care.”



WE NEED TO ...

“Improve the safety and security of our Supply Chain.”

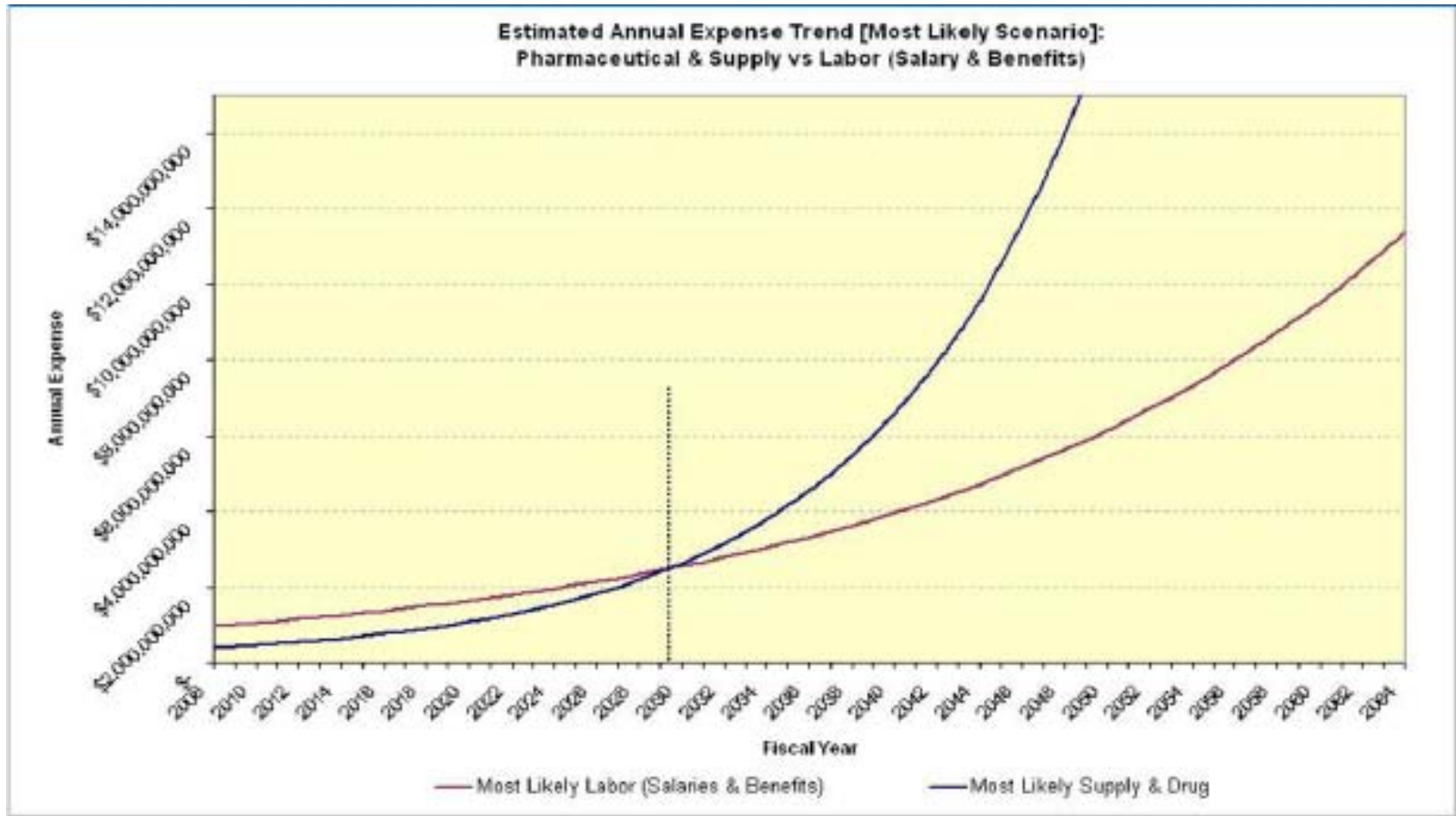
Our patients need affordable care



“You can’t afford total coverage, no matter where you go.”

- A small business owner, Charlie Nielsen

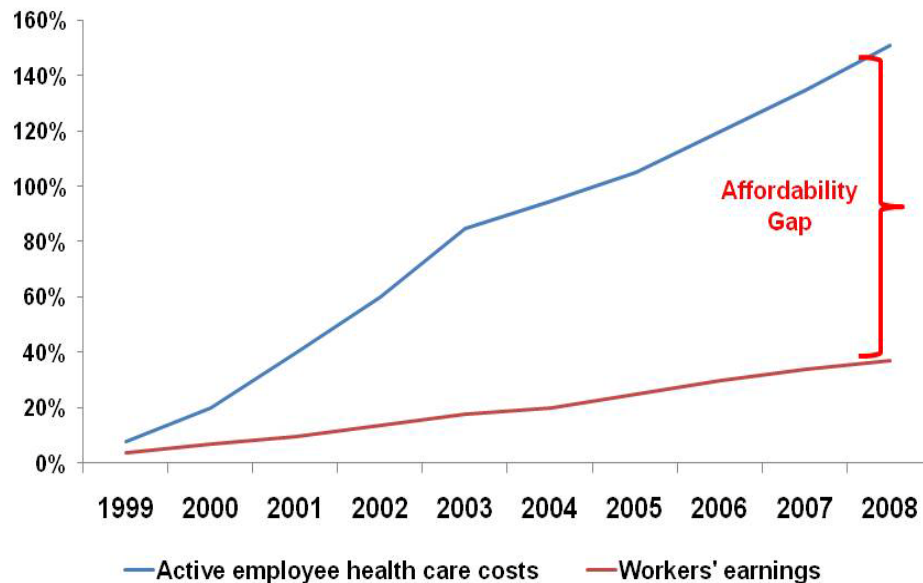
Our patients need cost containment



Our patients have other needs

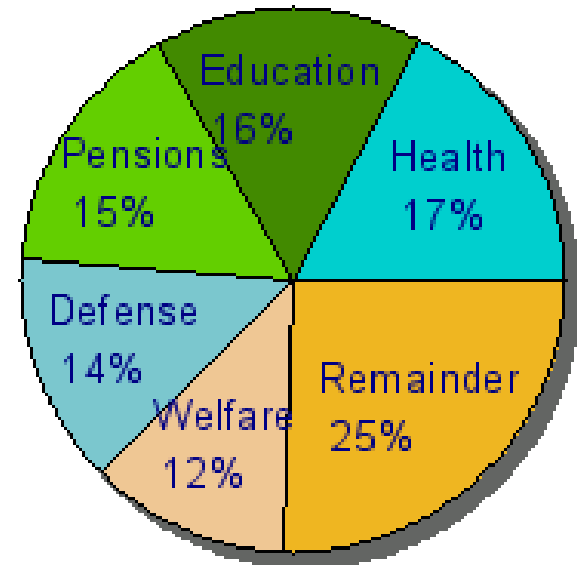
The Growing Affordability Gap

Cumulative active employee health care costs vs. wage increases



Source: 2009 Health Care Cost Survey - The Health Dividend: Capturing the Value of Employee Health 20th Annual U.S. Results Report, Towers Perrin, January 2009

Total Expenditure: \$6,413 bn
United States - 2010



jpggraph

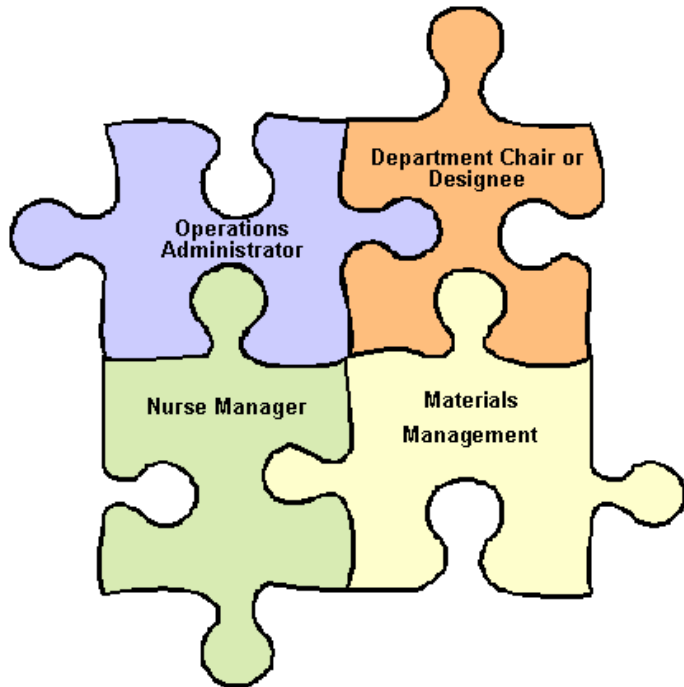
usgovernmentspending.com

WE NEED TO ...

*“Significantly decrease
the cost of the
Healthcare
Supply Chain.”*

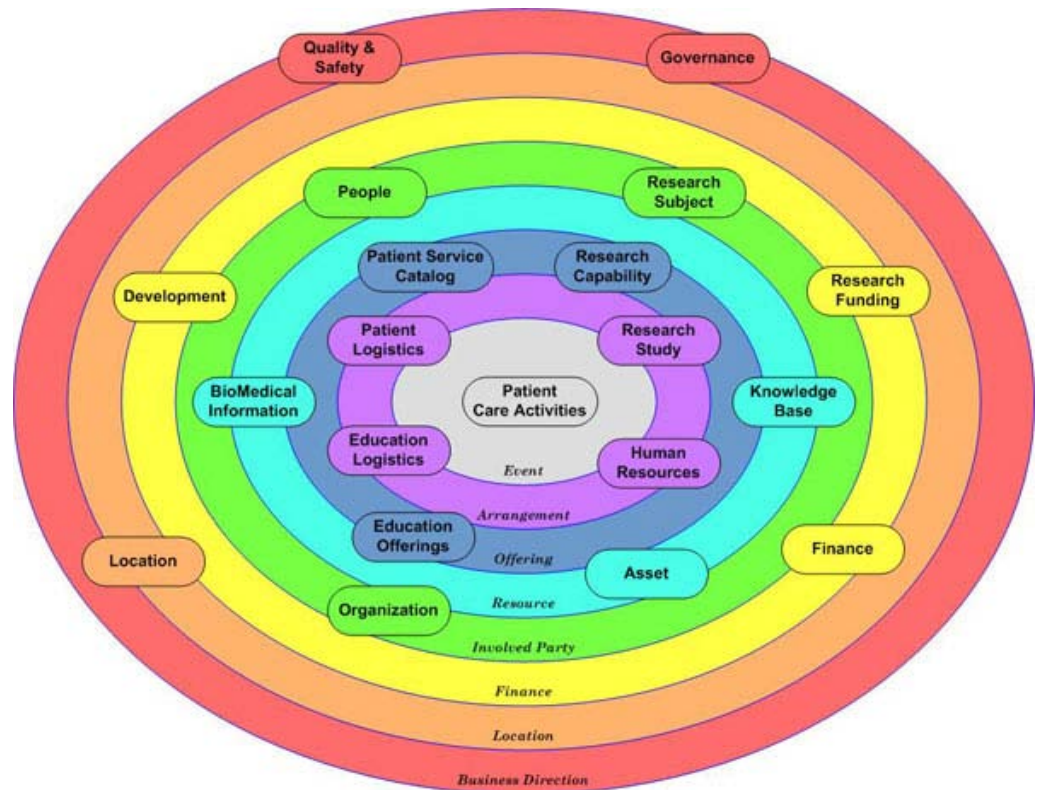
Our patients need us to work together

TEAM INTEGRATION AND COLLABORATION

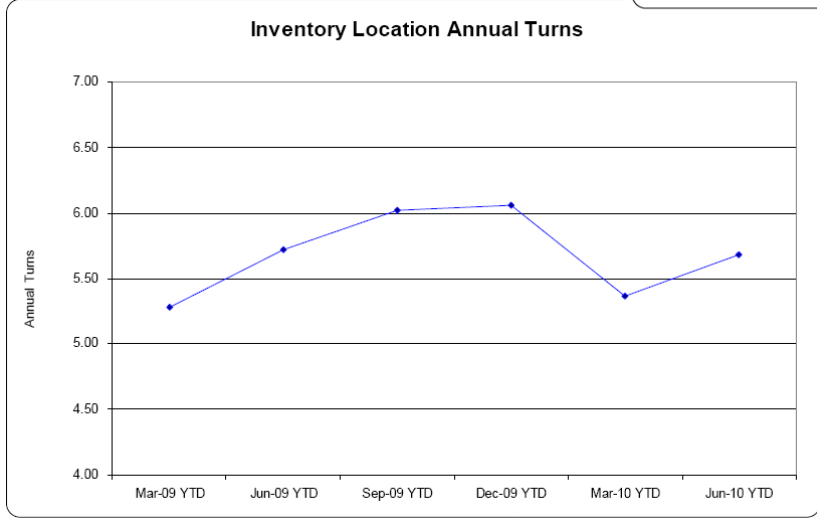
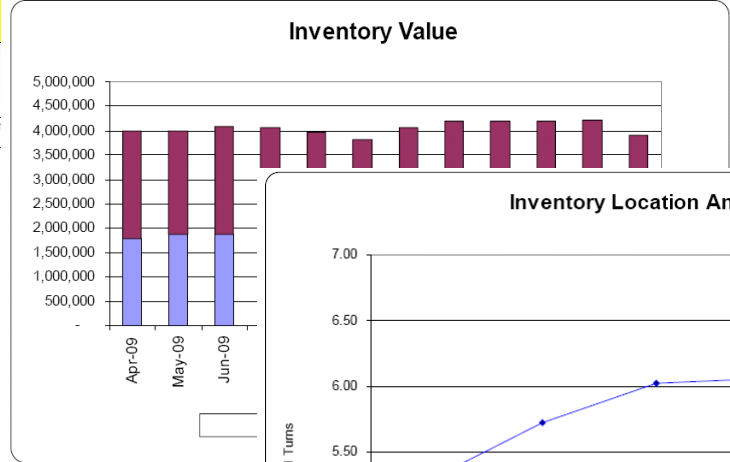
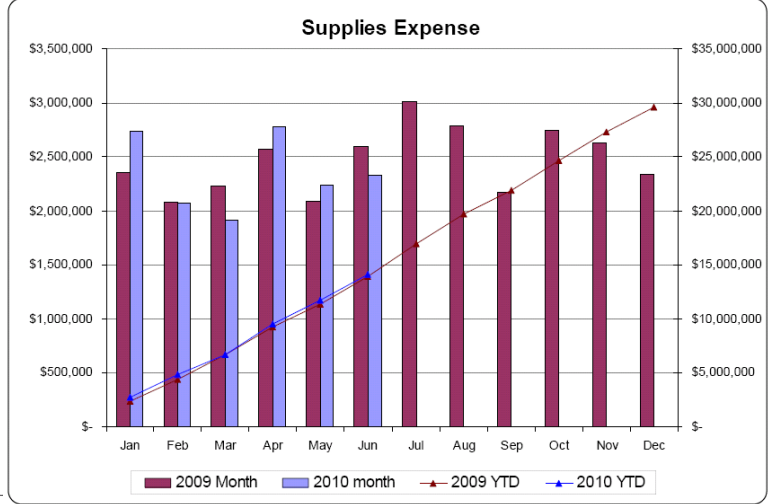
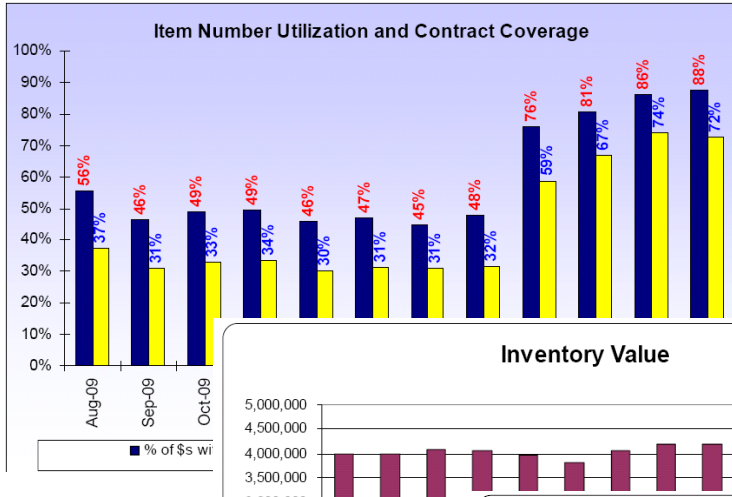


CONTRACT COMPLIANCE
PRODUCT MANAGEMENT INITIATIVES
GOALS AND TARGET SETTING

ENTERPRISE DATA TRUST



Our patients need us to use information



Our patients need us to make better decisions

Opportunity Analysis -- Sept. 2009

Product Group ⁺	MCR Savings Opportunity	MCA Savings Opportunity	MCF Savings Opportunity	Enterprise Totals	% of Total
Arthroscopic Shavers	\$ 33,579.90	\$ 12,026.85	\$ 6,485.78	\$ 52,092.53	3%
Balloon Inflation Devices	\$ 16,055.88			\$ 16,055.88	1%
Biopsy Forceps	\$ 80.00		\$ 1,033.60	\$ 1,113.60	0%
Burrs / Bits / Blades	\$ 128,998.48	\$ 48,023.34	\$ 25,224.68	\$ 202,246.51	10%
Cardiac Stabilization	\$ 16,285.05	\$ 2,311.50	\$ 5,949.60	\$ 24,546.15	1%
Diagnostic Ultrasound Catheters	\$ 19,238.76	\$ 38,967.88	\$ 32,134.32	\$ 90,340.96	4%
Endoscopic Trocars	\$ 29,844.57	\$ 936.00	\$ 126,710.40	\$ 157,490.97	8%
EP Catheters & Cables	\$ 43,733.72	\$ 273,913.27	\$ 219,170.07	\$ 536,817.06	26%
External Fixation	\$ 72,763.09	\$ 447.33	\$ 46,694.61	\$ 119,905.03	6%
Phaco Tips	\$ 1,862.52	\$ 5,751.95	\$ 263.94	\$ 7,878.41	0%
Pulse Oximeters	\$ (89,297.07)	\$ (20,091.15)	\$ 491.81	\$ (108,896.41)	-5%
Scissor Tips	\$ 27,390.00	\$ (2,093.04)	\$ 40,018.00	\$ 65,314.96	3%
Soft Tissue Ablators	\$ 20,691.20	\$ 21,371.25	\$ 2,699.40	\$ 44,761.85	2%
Suture Passers	\$ 6,222.53	\$ 2,214.15	\$ 7,085.28	\$ 15,521.96	1%
Tourniquet Cuffs	\$ 3,071.44	\$ 856.12	\$ 965.07	\$ 4,892.63	0%
Ultrasonic Scalpels	\$ 116,847.02	\$ 312,392.16	\$ 358,227.07	\$ 787,466.25	38%
Compression Sleeves		\$ (148.52)	\$ 28,824.61	\$ 28,676.09	1%
Pressure Infusion Bags			\$ 612.13	\$ 612.13	0%
Grand Total	\$ 447,367.09	\$ 696,879.10	\$ 902,590.37		
Enterprise Savings Opportunity = \$2,046,836.55					

WE NEED TO ...

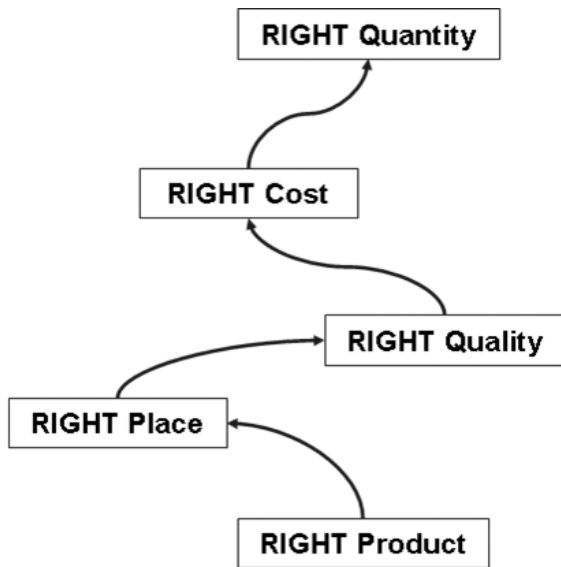
“Improve the quality of our information and use it to work together.”

Our patients need us to utilize information systems



The Mayo Clinic Surgery Information Management System (SIMS) provides real time business intelligence at the time of the procedure. Item costs can be reviewed and selections made prior to opening a product. Cost per procedure can be reviewed by surgical specialties and collaborative decisions made across the enterprise.

Our patients need us to integrate information

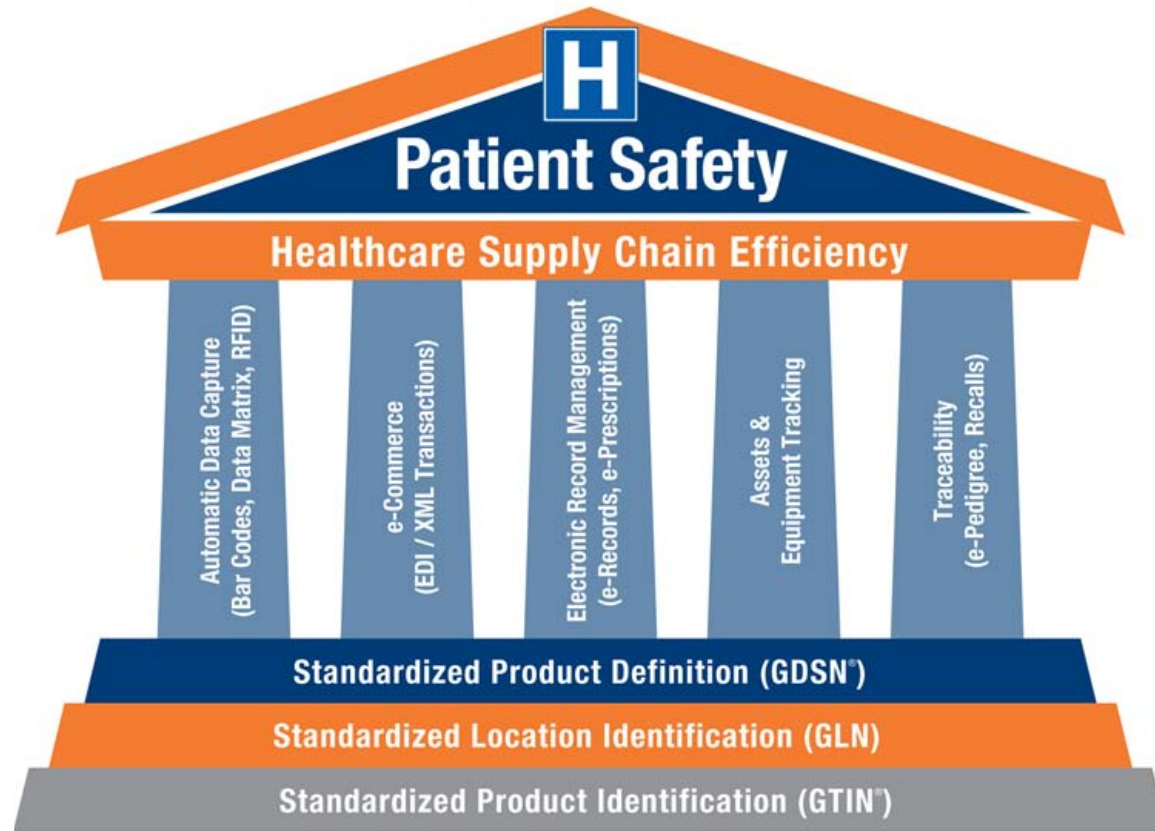


“With just two elements (GTIN and GLN) we can connect the SCM, the Enterprise and the Industry.”

WE NEED TO ...

“Move forward.”

Our patients need us use standards



Standardization  Interoperability

Our patients need us to lead



GLN Registry for Healthcare®
Recommendations for
Providers, Manufactures Distributors
Based on
Lessons learned from
Minnesota Pilot



Mayo Clinic/Cardinal Health GLN Implementation

WHITE PAPER

Version 1.1
Published: May 2009
Revised: February 2010

***Project Ice Auger – Sunrise 2012 Kickoff
“We’re not waiting until the ice thaws.”***



Our patients need execution

Mayo Clinic eStandards Adoption Plan

2008

Set organizational goals: (1) eliminate custom account numbers and (2) eliminate custom product numbers

Educate internal and external stakeholders on the requirements of **GS1 Sunrise 2010**

Identify and enumerate Mayo Clinic's locations in the GLN Registry for Healthcare.

2009

Test and implement GS1 GLN with first supplier, Cardinal Health.

2010

Ramp-Up on GS1 GLN with additional suppliers.

Educate internal and external stakeholders on the requirements of **GS1 Sunrise 2012**

Request that supplier enumerate and register their products with GTINs.

2011

Launch Lawson 9.0.1.4 with standard GS1 functionality.

Test and Implement GS1 GTIN with first supplier, Cardinal Health.

Establish GS1 GLN as the norm / production standard.

2012

Ramp Up on GS1 GTIN with additional suppliers

2013

Establish GS1 GTIN as the norm / production standard.

WE NEED TO ...

“Deliver.”

Review

- **WE NEED TO...provide solutions and hope for patients.**
- **WE NEED TO...be trusted and affordable.**
- **WE NEED TO...generate, evaluate and manage information.**
- **WE NEED TO...adopt data standards.**
- **WE NEED TO...transform healthcare delivery.**

**Mayo Clinic patient
expectations are high...**

Planet Mayo



This is what transformation looks like



Earlier this year, Charles Okeke was allowed to swap his 400-pound behemoth for a compact, 13-pound machine. He was the first patient in the United States to receive the backpack-sized device. He was going home.

Contact Information and References

Contact Information

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References

GS1 Healthcare US

AHRMM

Mayo Clinic