

# Premier Inc. and the Coalition for Healthcare electronic Standards (CHeS) – An Update on Standards

10:00 – 10:45 am  
June 15, 2006



Global Healthcare User Group

13 - 15 June 2006  
Minneapolis, USA

# Objectives of Session:

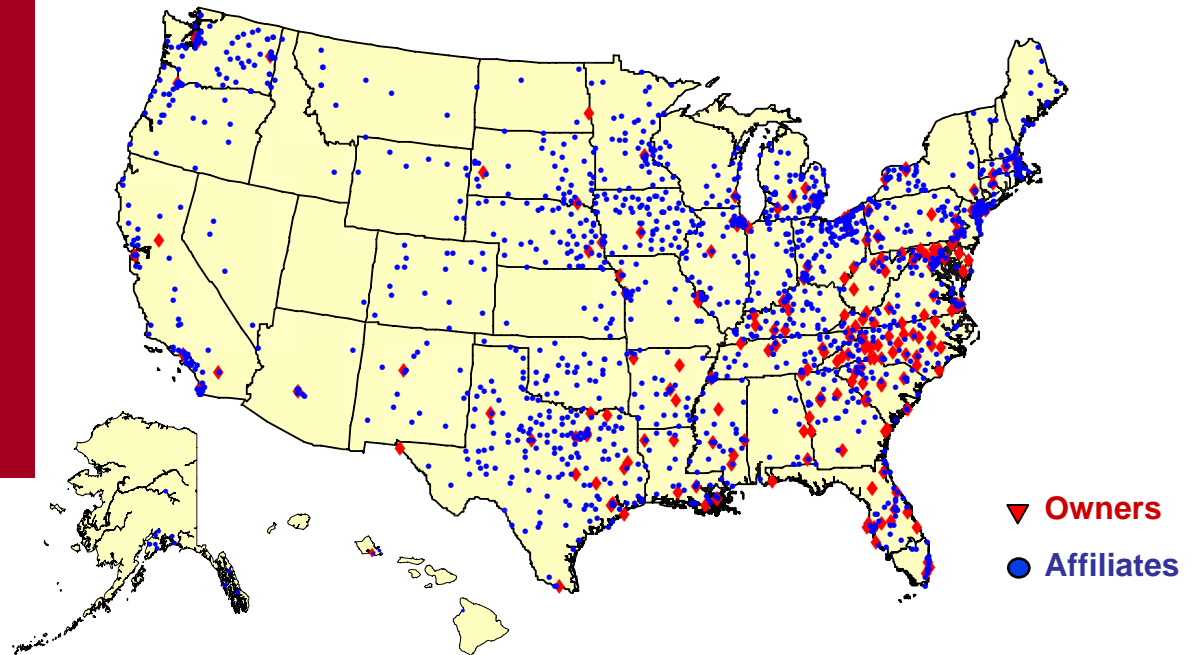
- ✦ Brief review of Premier Inc. and the Coalition for Healthcare electronic Standards.
- ✦ What are our customers (providers) expectations?
- ✦ What are the current problems, what are Healthcare Providers doing about them and what are they asking for as it relates to supply chain standards?
- ✦ Update on the work being done and progress being made in the area of supply chain standards?
- ✦ Questions and Answers.

# Premier Inc. -The performance improvement alliance

- ☀ Owned by more than 200 not-for-profit hospitals and health systems
- ☀ Nearly 1,500 hospitals working together to improve quality and financial performance.

***Our vision:***

**“Premier’s owners will be the leading healthcare systems in their markets, and, with them, Premier will be a major influence in reshaping healthcare.”**

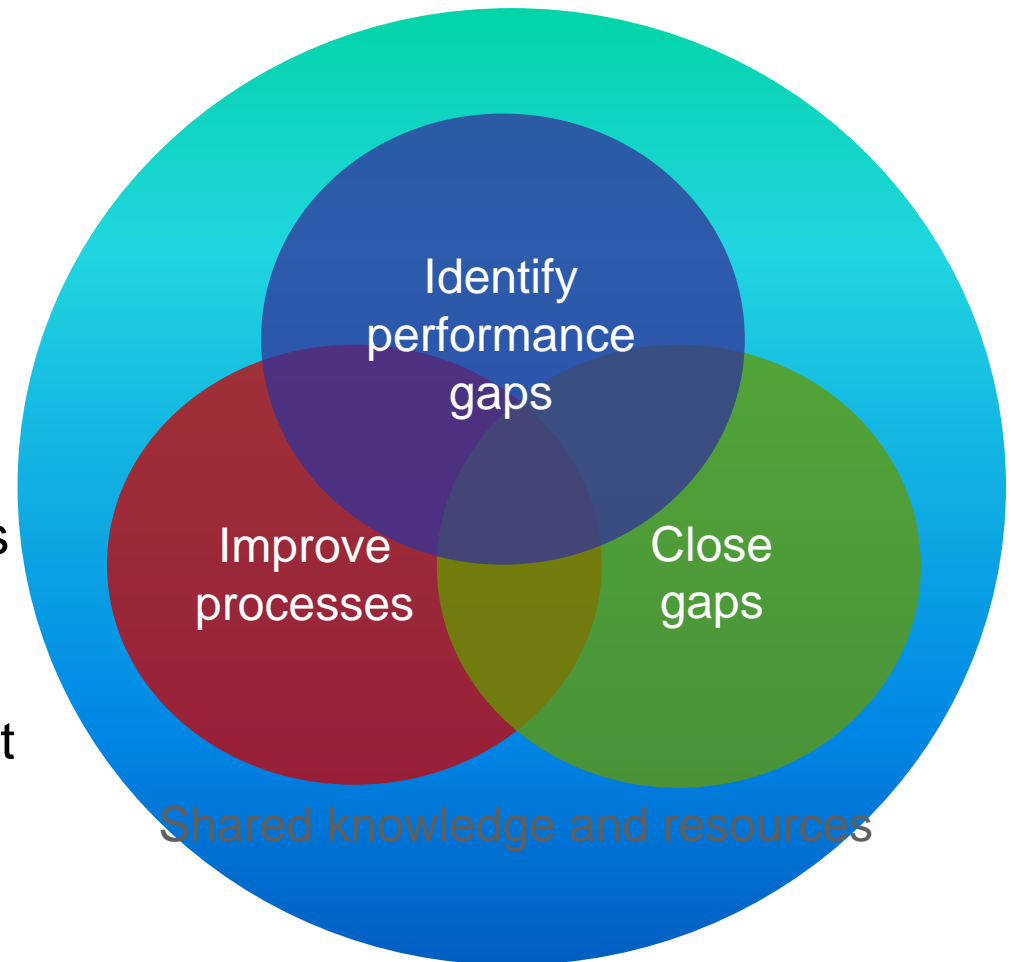


# Premier Inc. Service Offerings

✦ Our members share knowledge and resources to meet everyday challenges

– Aggregation of:

- Data for analytics
- Demand for supplies and insurance
- Knowledge for process improvement



# The Premier supply chain advantage



5 percent advantage on comprehensive market basket

Broad national portfolio, physician preference flexibility and support for local and regional negotiation

Supply chain automation reduces process costs through online transactions and analytics

100+ Regional field force and consultants helping members reduce supply chain costs

Leadership on ethical business practices, safety, diversity, advocacy and environmental purchasing

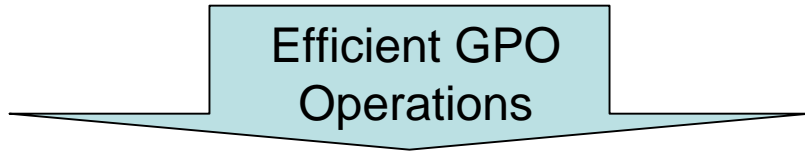
\$1 billion in supply savings

More than 1,200 contracts

FOCUS data tools target costs

\$300M SCIP plan savings

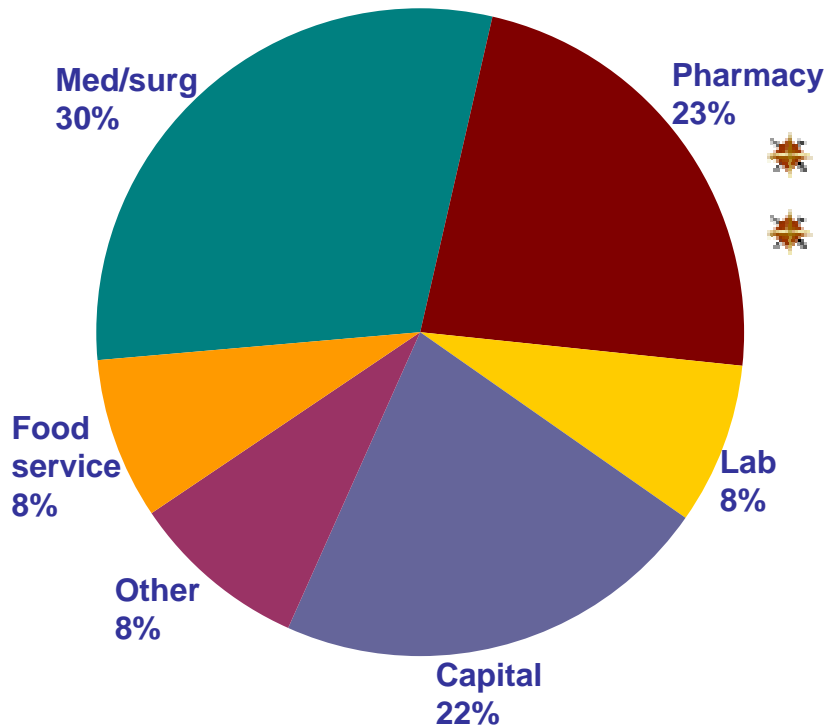
142 contracted diverse suppliers



Collaboration in managing total supply chain performance

# Supply Chain Portfolio

Best portfolio



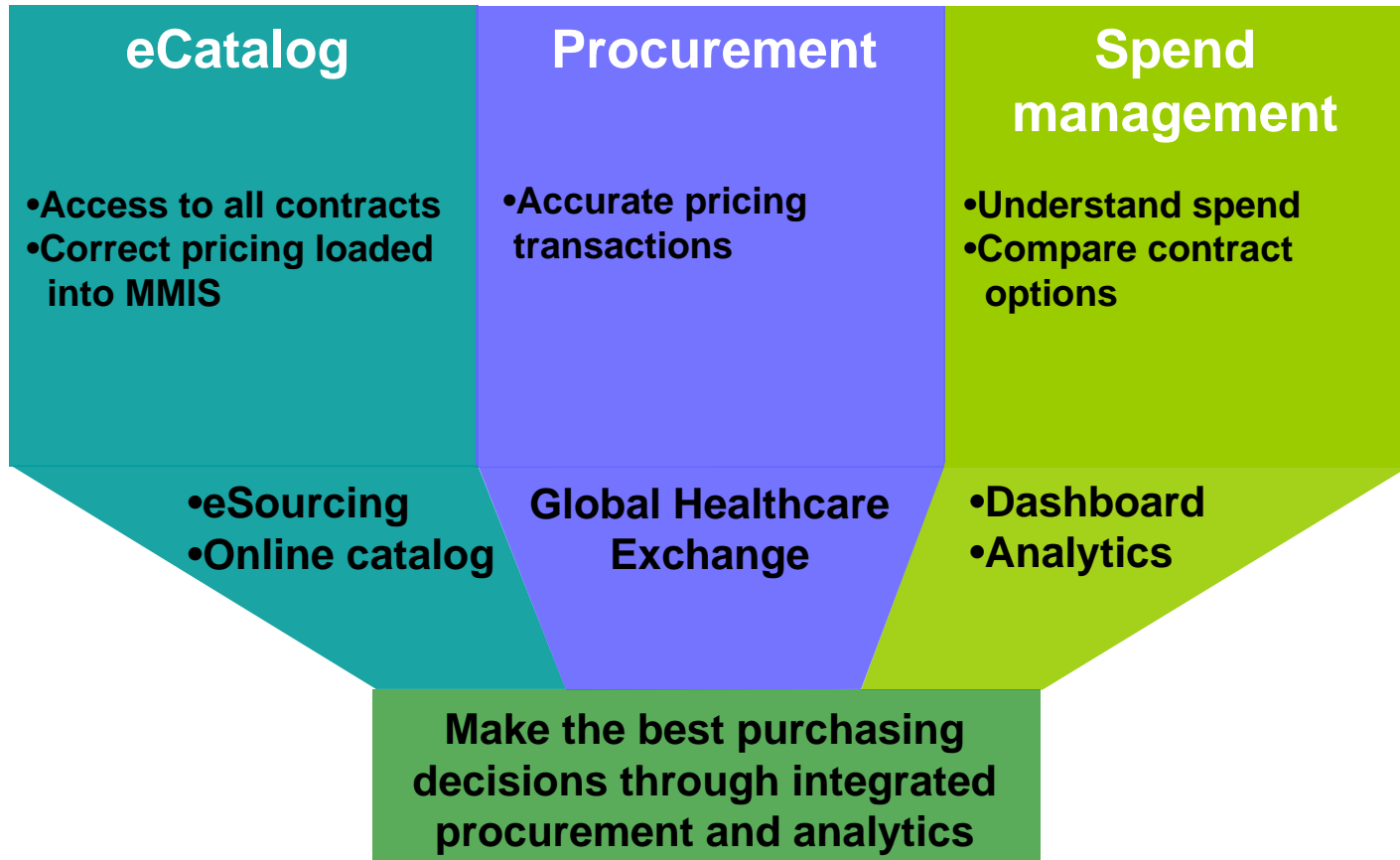
☀️ Nearly 1,500 hospitals

☀️ \$25 billion in volume

- Comprehensive portfolio coverage
- Voluntary pharmacy formulary
- Differentiated food program
- Reverse auctions
- Group buys (capital)
- Member-driven committees
- Diversity contracting leadership

# Automating the supply chain

Best technology



# First national “pay for quality” effort

“Groundbreaking . . . Pay for performance should become a top national priority”

Open letter in *Health Affairs* signed by 15 leaders in the quality movement.

“Fix For a Sick System”

*InformationWeek*







## **Mission**

To provide leadership to the healthcare industry in the identification, definition, evaluation, adoption, and endorsement of standards that improve the accuracy and efficiency of the supply chain.

## **Vision**

To accelerate the adoption, implementation and active usage of industry-wide data standards for improving the efficiencies throughout the healthcare supply chain.



# Coalition for **Healthcare eStandards**

- ✦ Organized in 2001
- ✦ Most of the Largest GPO's
- ✦ Two eCommerce Exchanges
- ✦ The DOD and VA
- ✦ AHRMM
- ✦ Additional Affiliate Members

***Working Together to Adopt and Promote  
Uniform Industry Data Standards***

## Core Members

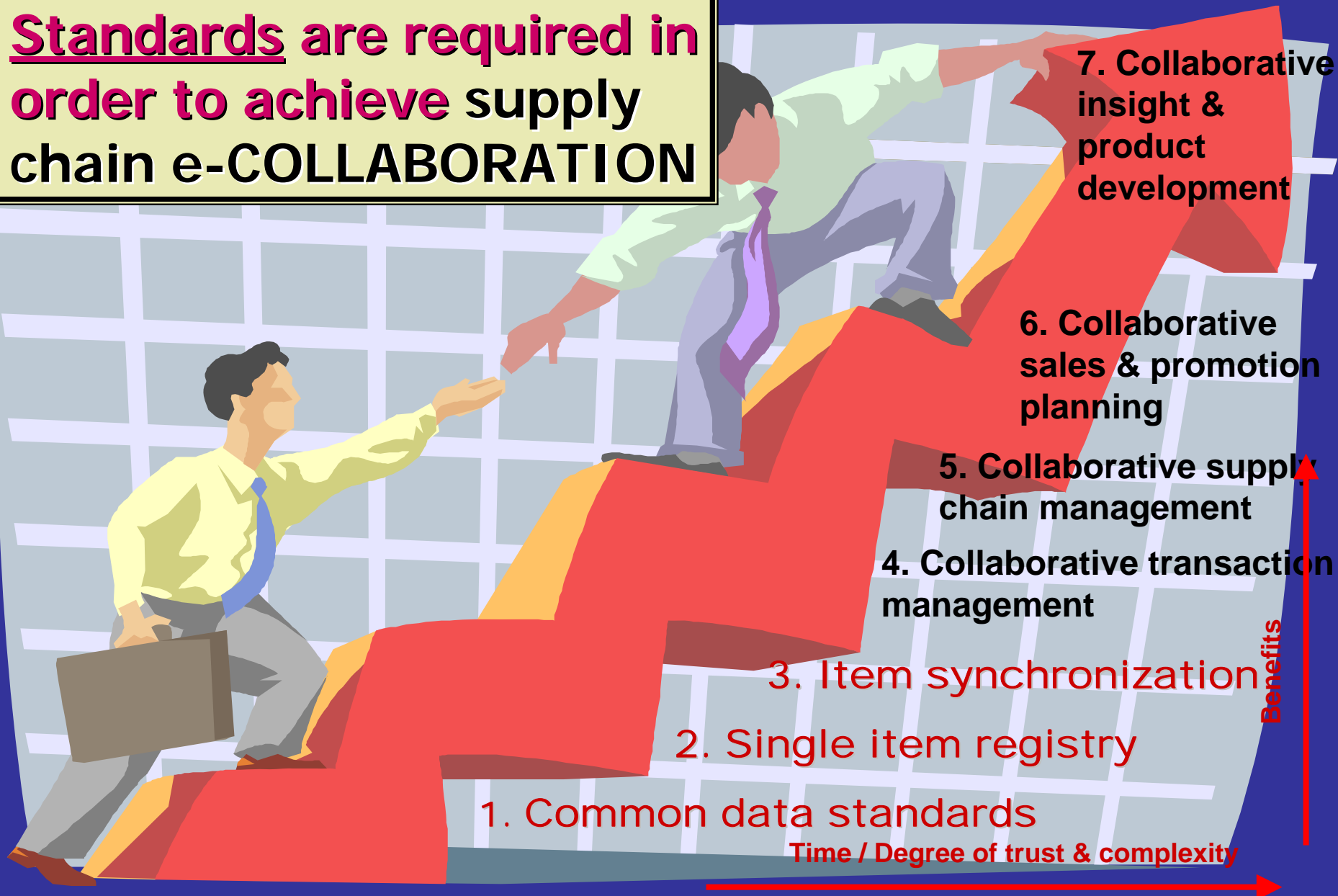


## Affiliate Members

- Agfa Corporation
- Becton Dickinson
- IMS
- GHX
- ECRI
- Lawson Software
- Medbuy
- ALCON
- Amerinet

# Why are Standards Needed?

**Standards are required in order to achieve supply chain e-COLLABORATION**

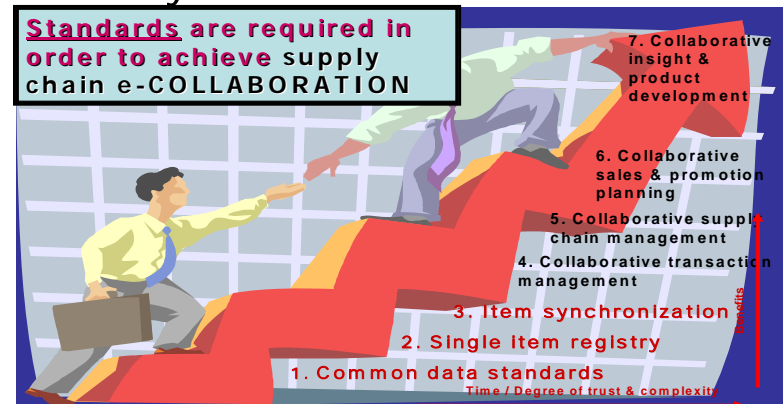


- ☀ **Customer/Supplier Identification (GLN)**
- ☀ **Product Classification / Taxonomy (UNSPSC)**
- ☀ **Universal Product Identification (UPN)**
- ☀ **Product Synchronization (PDU)**

- Difficult Initiatives
- Attempting To Building Consensus
- Not Everyone Wants To Participate

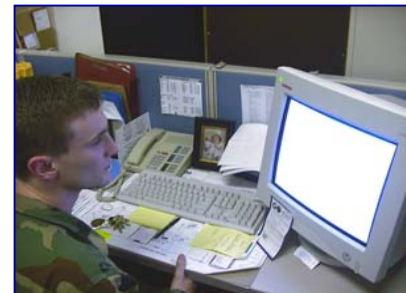
***For Success: Providers Must Demand The Use Of These Standards***

Why are Standards Needed?



# Customer Expectations

- Right Product
- Right Price
- Right Quantity
- On-time delivery
- Pertinent Product Information



# Healthcare Supply Chain Facts

**For Hospitals 7% of all purchases have invoice errors**  
(Potential healthcare savings of between \$1.72 to \$2.9 billion a year)\*



“Hospitals, GPOs, and suppliers **spend millions of Dollars** annually synchronizing product information. Unfortunately, the data matching is often done against Non-authoritative sources”\*\*





# Healthcare Supply Chain Problems

## Company Name Inconsistencies



Manufacturer	Manufacturer	Manufacturer	Manufacturer	Manufacturer
SOUTHLAND TECHNOLOGY 3M	3M 800-327-5380	3M C/O EDUMEX	3M MED. SURGICAL SALES/MICROSC	3M CARDIOVASCULAR
3M CO PHOTO PRODUCTS DIV	3M CO	3M C/O FLUID PACKAGING	3M MEDICA	ESPAPE
3M DIAGNOSTIC SYSTEMS INC	3M DENTAL 800-237-1650	3M C/O GORECKI INC.	3M MEDICAL	ESPE AMERICA IN
3M ELECTRICAL SPECIALTIES DIV	3M ESPE DENTAL DIVISION 800-364-3577	3M C/O HORIZON MEDICAL	3M MEDICAL &SURGICAL	ESPE AMERICA INC
3M HEALTH	3M ESPE UNITED STATES	3M C/O INNOVATIVE TECH. LTD.	3M MEDICAL ADVANCED WC	ESPE AMERICA, INC
3M HEALTH CARE CDI	3M ESPE	3M C/O JAMES ALEXANDER CORP.	3M MEDICAL AND SURGICAL PROD.	3M PUERTO RICO
3M HEARING COMPONENTS	3M HEALTH CARE 800-521-2818	3M C/O LUDLOW TECH. PRODUCTS	3M MEDICAL SURGICAL	3M SPECIALITY CHEMICAL
3M INDUSTRIAL TAPES LTD	3M HEALTHCARE PRODUCT	3M C/O NAMSA	3M MEXICO / CLUDAD JUAREZ	3M C/O BERKLEY SURGICAL
3M MEDICAL DEVICE DIV	3M HEALTHCATE	3M C/O NORTH SAFETY PRODUCTS	3M MEXICO/CD JUAREZ	3M CANADA INC
3M MEDICAL IMAGING SYSTEMS DIV	3M MEDSURGE	3M C/O OVERLAND BOLLING	3M MINNESOTA MINI	3M C/O MITSUI TEXTILE CORP.
3M MEDICAL PRODUCTS DIV	3M MINNESOTA MINING MFG OFFICE	3M C/O REMINGTON PRODUCTS, INC	3M MINNESOTA MINING & MFG. CO.	3M PHARMACEUTICAL SUB OF MINNESOTA
3M MEDICAL-SURGICAL DIV	3M MINNESOTA MINNING & MFG.CO.	3M C/O SAN-MAR LAB, INC.	3M MINNESOTA MINING & MFG.CO	THREE M
3M MEDICAL/SURG	3M OCC. HEALTH AND ENV. SAFETY DIV	3M C/O SCAPA TAPES/RENFREW	3M MINNESOTA MINING & MFG.CO.	THREE M (3M)/INFUSION THERAPY
3M PHARMACEUTICS AND MEDICAL S	3M OCC. HEALTH AND ENV. SAFETY DIV.	3M C/O THAI HOSP PROD CO. LTD.	3M MINNESOTA MINING AND MFG	THREE M COMPANY
3M-MEDICAL/SURGICAL	3M SARNIS/CDI	3M C/O THAI HOSPITAL PRODS CO.	3M OCCUPATIONAL HEALTH	THREEM
3M/ OCCUPATIONAL AND SAFETY DIV	3M SURGICAL	3M C/O THAI HOSPITAL PRODUCTS	3M OCCUPATIONAL HEALTH AND ENV	THREEMESPE
3M - MINNESOTA MINING & CO	3M UNITEK 800-423-4588	3M C/O TIVERSCO	3M OEM KIT PRODUCTS	S P RICHARDS
3M FEDERAL GOVERNMENT	3M UNITEK	3M C/O W. PHARMACEUTICAL SVCS	3M OFFICE SUPPLY & HOUSEKEEPING CO	MINNESOTA MINING & M
3M FEDERAL SYSTEMS DEPARTMENT	THREE M/ ESPE	3M C/O WAHL CORP.	3M OH & ES DIVISION PLANT	MINNESOTA MINING & MANUFACTURI
3M HEALTH CARE SYSTEMS	3M COMPANY C/O WAHL CORP.	3M COMMERCIAL OFFICE SUPPL	3M ORTHOPEDIC	MINNESOTA MINING & MFG
3M HEALTHCARE \$250 MINIMUM ORDER	MINNESOTA SCIENTIF	3M COMMERCIAL OFFICE SUPPLY	3M PHARM	MINNESOTA MINING & MFG.
3M HEALTHCARE(MINNISOTA MINNING)	CORPORATE ALLIANCE 3M CUSTOMER SERV	3M COMPANY	3M PHARMACEUTICAL	MINNESOTA MINING AND MANUFACT.
3M MEDICAL - CREDIT CARD	3 M HEALTHCARE	3M COMPANY ABERDEEN PLANT	3M PHARMACEUTICAL SUB OF MINNESOTA	MINNESOTA MINING AND MFG CO
3M MEDICAL PRODUCTS	3 M UNITEK CORP	3M COMPANY BROOKINGS PLANT	3M PHARMACEUTICAL SUB OF MINNESOTA M	MINNESOTA MINING AND MFG CO 3M DENTA
3M OCC. HEALTH AND ENV. SAFETY DIVISION	3-M	3M COMPANY C/O EDUMEX	3M PHARMACEUTICALS	MINNESOTA MINING AND MFG CO ABRASIVE
3M OCCUPATIONAL AND SAFETY DIV	3-M COMPANY	3M COMPANY IRVINE PLANT	3M PHARMACEUTICALS INC	MINNESOTA MINING AND MFG CO ADHESIVE
3M SAFETY DIVISION	3-M COMPANY-C/O O	3M COMPANY, BROOKINGS SD	3M PODIATRY	MINNESOTA MINING AND MFG CO DENTAL P
3M-DENTAL PRODUCTS DIVISION	3-M COMPANY-C/O OEM PRODUCTS	3M CONSTRUCTION MARKETS	3M PROF HEALTH	MINNESOTA MINING AND MFG CO DIAGNOST
3M-HEALTH CARE	3-M PHARMACEUTICALS	3M CONSUMER HEALTH CARE, C/O 3	3M SURGICAL DIV STAPLIN	MINNESOTA MINING AND MFG CO ELECTRIC
3M DENTAL PRODUCTS DIV.	33M HEALTHCARE	3M CORPORATE ALLIANCE	3M TEGADERM	MINNESOTA MINING AND MFG CO HEALTH C
3M UNITEK CORPORATION	3M	3M DENTAL	3M UNITED KINGDOM PLC	MINNESOTA MINING AND MFG CO INDUSTRI
3M UNITEK DENTAL PRODUCTS	3M PUERTO RICO	3M DENTAL PRODUCTS	3M UNITEK CORP	MINNESOTA MINING AND MFG CO INTL EXP
3M BIOLOGICAL	3M SPECIALITY CHEMICAL	3M DEUTSCHLAND GMBH	3M-MINNESOTA MINI	MINNESOTA MINING AND MFG CO MEDICAL
3M ESPE DENTAL PRODUCTS	3M % SAN-MAR	3M HEALTCARE	3M-MINNESOTA MINING & MFG CO	MINNESOTA MINING AND MFG CO OCCUPATI
3M HEALTH CARE (MED/SURG PRODS)	3M (CRJ7242)	3M HEALTH CARE	3M-MINNESOTA MINING & MFG. CO	MINNESOTA MINING AND MFG CO PACKAGIN
3M C/O CHECKPOINT METO	3M - MINNESOTA MI	3M HEALTH CARE LTD	3M-MINNESOTA MINING & MFG. CO.	MINNESOTA MINING AND MFG CO PERSONAL
3M CANADA PLANT	3M - MINNESOTA MINING & MFG.CO	3M HEALTH CARE LTD.	3M-MINNESOTA MINING & MFG.CO.	MINNESOTA MINING AND MFG CO SALES CE
3M HEALTH CARE PLANT	3M -MINNESOTA MINING & MFG. CO	3M HEALTH CARE SERVICE CENTER	3M-MINNESOTA MINNING & MFG. CO	MINNESOTA MINING AND MFG CO STATIONE
MINNESOTA MINING AND MFG	3M -OH&ES DIVISION PLANT	3M HEALTH CARE/MEDICAL/SURGICA	3M-NAT ACCTS SALES	MINNESOTA MINING AND MFG CO SURGICAL
MINNESOTA MINING AND MFG.	3M AND COLOPLAST	3M HEALTH INFORMATION SYSTEMS	3M-NAT ACCTS SALES DIST	MINNESOTA MINING COMMERCIAL CARE
MINNESOTA MINNING AND MFG.	3M BUSINESS PRODUCTS	3M HEALTHCARE	3M-NAT ACCTS SALES/OBSOLETE/10-99	MINNESOTA MINING, 3M
CORPORATE ALLIANCE	3M C/O ACCUPAC	3M HEALTHCARE OEM	3M-MED	MINNESOTA SCIENTIFIC INC
3M HEALTHCARE	3M C/O ACCUPAC INC	3M HEALTHCARE PRODUCTS	3 M UNITEK CORPORATION	MINNESOTA-MINING AND MANUFACT
3M - SCOTCH	3M C/O ALBA WALDENSIAN	3M HOME & COMMERCIAL CARE DIV	CORPORATE ALLIANCE 3M CUSTOMER SERV	3M FRANCE
	3M C/O CELESTE INDUSTRIES	3M INFUSION THERAPY/AVI	CORPORATE ALLIANCE 3M CUSTOMER SERVI	ALLERGENETICS DIV AXONICS INC
				CARDIOVASCULAR DEVICES
				3M HEALTHCARE/MAYO ONLY



# Healthcare Supply Chain Problems

## Bad Data: Product Numbers

### 3M DuraPrep™ Surgical Solution Product #8630

<b>Cardinal</b>	<b>M8630</b>
<b>Owens &amp; Minor</b>	<b>4509008630</b>
<b>Midwest</b>	<b>TM-8630</b>
<b>McKesson</b>	<b>172618</b>

*Nearly every hospital has a different Product ID for 3M 8630!*

# Healthcare Supply Chain Problems

## Bad Data: Inconsistent Item Descriptions

J&J in GHX	TROCAR ENDO 5mm 100mm STABILITY SLV DILATING RADPQ DISPO
J&J Direct	ENDOPATH*DILAT TIP TROC 5MM LG
Cardinal HC	TROCAR DILATING TIOP 5MM
Owens & Minor	TROCAR ENDOPATH 5MM LNG DILATE TIP

# PREMIER Healthcare Supply Chain Problems

## Bad Data: Packaging Issues

### J&J Ethicon Y426H

Universal Data Repository Medical Catalog Version 2.1 -- April 2005 - [Summary Search Results - Unit ID: W71PEC Name: WALTER REED ARMY MED CENTER HOSPITAL ]

File Edit Search Local Item List Web Links Help

Item Description: SUTURE MONOCRYL/BIOSYN Y426/SM3637 PS-2/P-12/PRE-4/SBE-4

Supplemental Description: SUTURE MONOCRYL/BIOSYN Y426/SM3637 | NDC

Manufacturer: ETHICON NSN

Part #: Y426H UPN: H20600Y426H2

SBI	Manuf	Short Description	CAT/PART Num	AAC	SOS	U/P	Packaging of U/P	Qty/UI	UM	Contract Num	UPN
N	ETHICON	SUTURE MONOCRYL/BIOSYN Y426/SM	Y426H		PVM	BX	BX of 36EA	36.0	EA	SP0200-01-H-0004	H20600Y426H
N	ETHICON	SUTURE MONOCRYL/BIOSYN Y426/SM	Y426H		PVM	BX	BX of 36EA	36.0	EA	DLA120-93-H-5178	H20600Y426H
	ETHICON INC	SUTURE_ABSORBABLE,S	Y426H	L	JDC	PG	36EA	36.0	EA		

DoD Master	BX of 36
Cardinal	PK of 1, BX of 36
O&M	EA of 1, DZ of 12, BX of 36
J&J GHX	BX of 3
J&J Packaging Feed	DZ 1, BX 3, CA 48



# Healthcare Supply Chain Problems

## Results of DoD Pilot—Problems Found

	Manufacturer	Distributor	GPO	Customer
Missing Middle Levels of Pkging	15-20%	1-4%%	20-25%	15-25%
Hard “Packaging Quantity” Errors	1%	1%	2%	2-5%
Unit of Measure Confusion/Misuse	2-6%	1-3%	2-5%	Unknown
Missing Packaging—not Middle Level	3-8%	3-8%	3-7%	5%
Manufacturer Name Problems	NA	2-5%	1-4%	30%
Obsolete Products	1-4%	2-5%	1-8%	5-15%
Missing Product Brand Names	2-5%	5-10%	5-10%	20-25%
Incomplete Item Descriptions	5-15%	3-12%	5-15%	10-20%
Wrong Customer Unit Prices	Unknown	1-2%	NA	1-2%
Customer Paid More Than Lowest Contract Price	NA	Unknown	NA	3-6%

# Bad Data: Operational Impacts

**Multiple Manufacturer Names**

**Multiple Product Numbers**

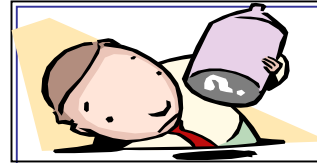
**Inconsistent Item Descriptions**

**Packaging Issues**

*Contributes to multiple issues:*

- *Rogue Purchasing*
- *“Unofficial Inventories”*
- *Distrust of the supply chain*

**Can't ID Source  
Slows Operations**



**What is it?**



**What you “see” may not be  
what you want or get**



**Order 50 receive 500  
or  
Order 20 Cases receive 20 Boxes**

# Bad Data: Financial Impacts

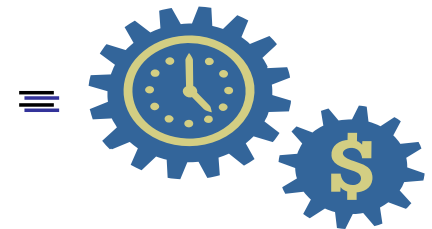
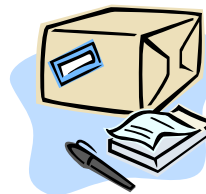
- Wrong Contract Price
- Accounts Payable Discrepancies – Bad invoices
- Inefficient Use of Management & Clinician Time
- Incomplete/Inaccurate Spend Analysis
- Cost of Returns & Reshipping
- Can't ID contract opportunities



INVOICES

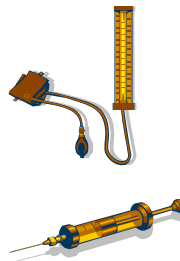


Re Shipments



# Bad Data: Clinical Impacts

- Item descriptions not Clinician friendly
- Incorrect Product = Procedure Delays
- Clinicians/physicians/nurses focused on supply process rather than the patient
- Information on new, discontinued, replacement, and recalled products not current causing erroneous orders and delayed receipt



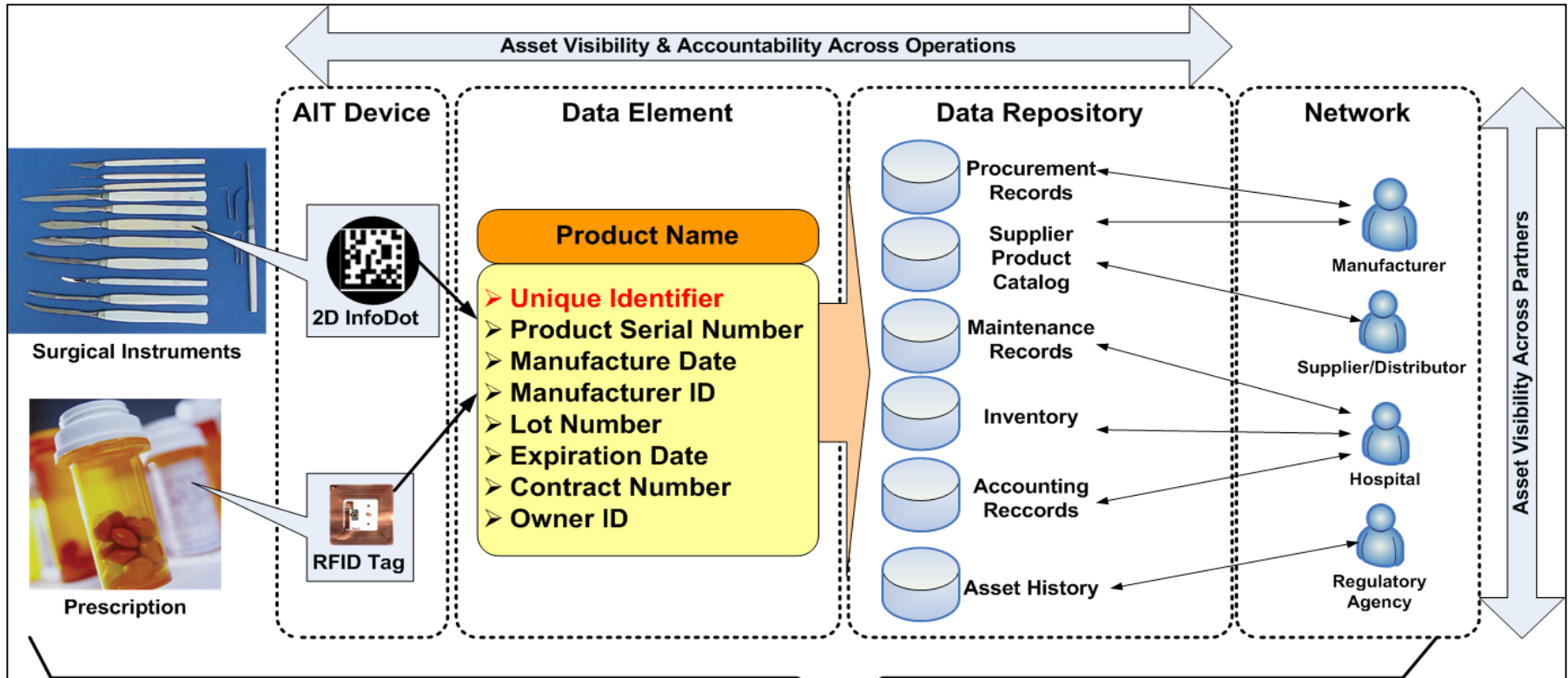
# Bad Data: Patient Safety Impacts

- Inadequate Data Set Standards
  - Latex vs non-latex
  - Sterile vs Non-Sterile
  - Single usage vs multiple use
- Limited access to ID recalled or expired products
- Deficient tracking of devices to determine Med Surg products with best outcomes
- Poor identification of items that may contribute to infections/other adverse events





# Bad Data: Technology Impacts



*Accurate – Right Data is Essential*



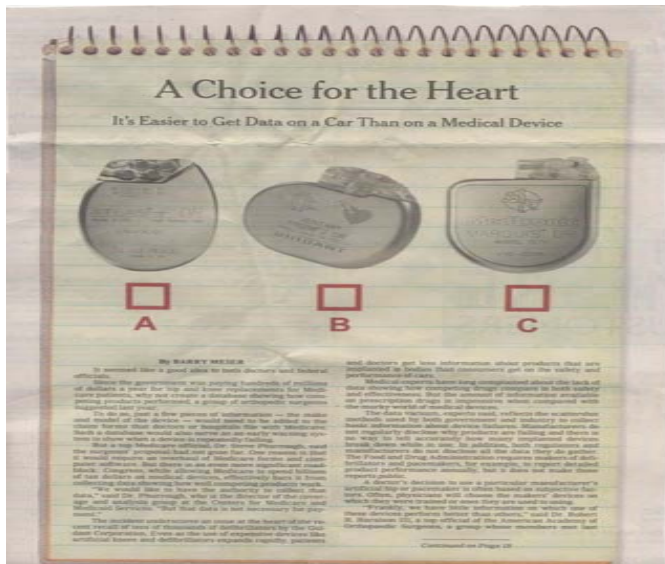
- Better Healthcare
- Increased Patient Safety

We believe it's important for data to go beyond Clinical information. The Electronic Health Record also should accurately reflect correct product for patient needs.

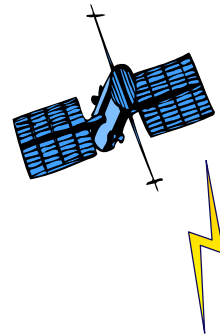
*A PDU is the precursor to accurate, synchronized, centralized product data in patient records.*

# Technology & Patient Safety

*The benefits of technology and advances in patient safety are and will always be all tied to the accessibility/availability of - good clean shared - standardized Data - the “Right Data”*



New York Times 23 June 2005



**“Even as the use of expensive devices like artificial knees and defibrillators expand rapidly, patients and doctors get less information about products that are implanted in bodies than consumers get on the safety and performance of cars”**

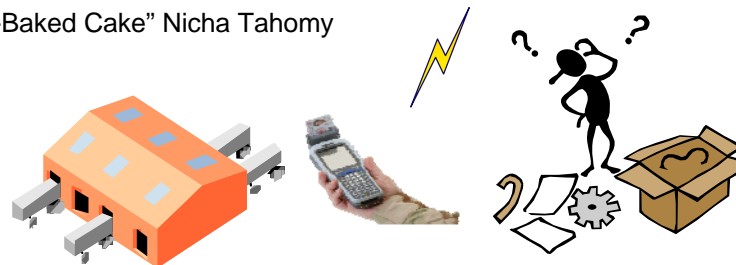
# Data Synchronization and Radio Frequency Identification

*Whatever happens with RFID in Healthcare (EPC, UID, UPN, etc.)...*

- The number used must correlate to “synchronized” details:
  - manufacturer name
  - manufacturer catalog number
  - packaging
- Must get clean, correct, and “in-sync” data to make RFID adoption easier

“Companies that view RFID projects as the panacea for their lack of visibility will be disappointed with the outcome of their investments. Before any RFID deployment, companies must invest in data synchronization”

Source: Forrester Research report, “RFID: Icing On a Half-Baked Cake” Nicha Tahomy



*Got it – But what is it?*

# What are Providers asking for?

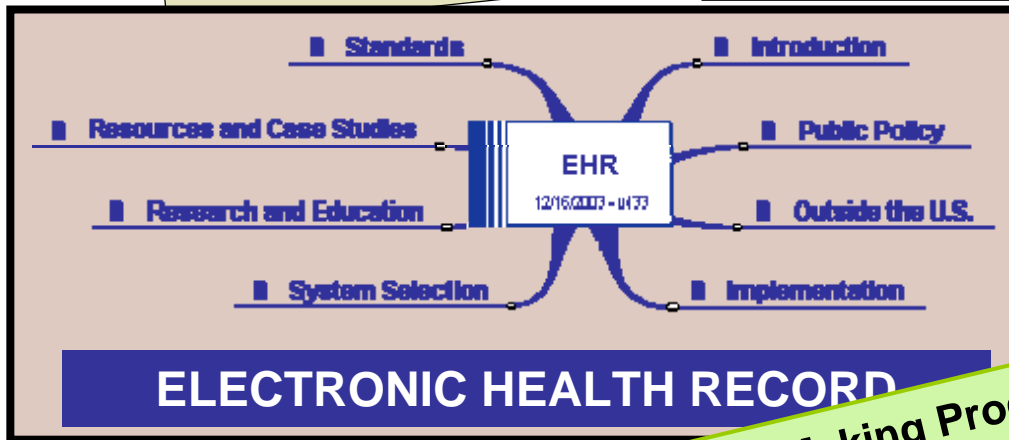
## Report on Meeting to Discuss Unique Device Identification

April 14-15, 2005  
The Food and Drug Law Institute  
1000 Vermont Avenue NW  
Washington, DC 20005  
by Joseph S. Arcarese  
Meeting Facilitator  
Report Date: June 14, 2005

## New FDA Study Critiques Medical-Device Handling

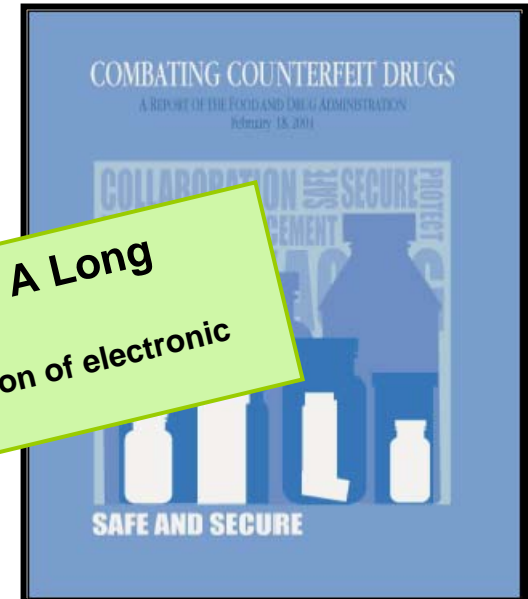
By ANNA WILDE MATHEWS  
Staff Reporter of THE WALL STREET JOURNAL

Leavitt Says Industry and Government Must Move With 'Forced March Commitment' Toward Infotech Standards



Health Care IT Czar: Industry Making Progress, But Has A Long Way To Go

Dr. David Brailer unveils plans to speed the health-care industry's adoption of electronic



# What are Providers asking for?



## Inside the world of counterfeit drugs

Dateline's Chris Hansen investigates how fake prescription drugs have popped up at pharmacies— and how this can be stopped

**CMS/Premier Pay-for-Performance model produces remarkable quality improvements among nation's hospitals**

Hospital quality scores improve nearly 7 percent across the board – \$8.85 million awarded – 235 heart attack victims' lives saved in Year 1 alone



# Coalition for Healthcare eStandards

## Our Problem:

In today's modern electronic marketplace the lack of industry-wide comprehensive data standards is costing our Medical/Surgical supply chain millions of dollars each year as we struggle to accurately identify the items and correct costly mistakes.

## Our Solution:

Identify open comprehensive data exchange standards and accelerate industry-wide adoption.

## Our Models:

Other industries—grocery, electrical, automotive, etc.—have solved very similar problems and reaped substantial benefits in the form of increased sales and reduced costs.

## PDU Feasibility Initiative:

The Coalition for Healthcare eStandards and the Health Care eBusiness Collaborative joined in an effort to study the feasibility of creating a Product Data Utility to help synchronize medical/surgical product information across the health care supply chain. The PDU feasibility committee was comprised of representatives from major manufacturers, distributors and PO's, as well as database, consulting and software firms. To view the full report resulting from this study, visit: <http://www.chestandards.org/>

## Our Proposal:

Now it's time to implement PDU. We need Health Care Industry participants to actively support our CHES PDU Implementation Committee and work with us to tailor and realize open comprehensive data exchange standards throughout our industry.

## Coalition for Healthcare eStandards

H • C • E • C

Health Care eBusiness Collaborative

An organization dedicated to solving health care data standards problems by working with established standards organizations and every stakeholder in our supply chain to develop and implement viable solutions.

CHES & HCEC need industry partners willing to invest resources to participate in the implementation of the PDU and to promote its adoption throughout our industry.

### Contact us to participate in the PDU Committee

**Joe Pleasant**  
Past Chairman of CHES Board  
PDU Committee Co-Chair  
Premier, Inc., CIO  
Ph: 704-733-5415  
[joe\\_pleasant@premierinc.com](mailto:joe_pleasant@premierinc.com)

**Kathleen Garvin**  
PDU Committee Co-Chair  
Department of Defense  
Ph: 215-737-0092  
[kathleen.garvin@dla.mil](mailto:kathleen.garvin@dla.mil)

**Garren Hagemeier**  
PDU Committee Co-Chair  
HCEC, Executive Director  
Ph: 800-905-4583  
[garren@hcec.org](mailto:garren@hcec.org)

**Peggy Brody**  
CHES, Director of Communications  
734-677-3300 ext. 127  
[peggy@chestandards.org](mailto:peggy@chestandards.org)

For more information the **Product Data Utility**, please visit <http://www.chestandards.org/pdu/>

H • C • E • C  
Health Care eBusiness Collaborative

Coalition for Healthcare eStandards

*Product Data Utility*  
Synchronizing Medical/Surgical Product Data  
Across the Health Care Supply Chain

# CHES Promotional & Educational Materials

## Why Health Care Needs eStandards



A Guide to the  
Coalition for Healthcare eStandards  
Initiatives:  
Customer Identification,  
Product Identification and  
Product Classification



A UNSPSC® Success Story  
University Health Care System  
Augusta, Georgia



A UNSPSC Success Story  
Ministry Health Care  
Milwaukee, Wisconsin



## Coalition for Healthcare eStandards

### NEWS RELEASE

**Contacts:** Peggy Brody, Director of Communications, Coalition for Healthcare eStandards  
734-677-3300, [Peggy@CHESstandards.org](mailto:Peggy@CHESstandards.org)  
Carolyn Joiner, Public Relations, GS1 US 609.620.4523, [cjoiner@gs1us.org](mailto:cjoiner@gs1us.org)

Note to editors: Please include this in your calendar of events.

### Coalition for Healthcare eStandards to Feature Sessions on How Standards Drive Down Health Care Costs and Improve Patient Care During U Connect Conference® 2006

Conference held June 6-8, 2006 in Nashville, TN;  
Early registration discount rate available before April 1st

**ANN ARBOR, MI – March 2, 2006** – The Coalition for Healthcare eStandards, Inc. (CHES), the leading supply chain industry standards organization, will feature practical sessions at the U Connect Conference 2006 designed to accelerate the adoption of GS1 System standards to improve efficiencies throughout the health care supply chain. The U Connect Conference will be held June 6-8, 2006 at the Gaylord Opryland Resort & Convention Center in Nashville, Tennessee.

The U Connect Conference is GS1 US' premier educational and networking event for supply chain professionals considering the use of bar codes, electronic commerce, data synchronization, Radio Frequency Identification/Electronic Product Code technology, and automated business processes. CHES collaborates with GS1 US, a not-for-profit organization dedicated to the adoption and implementation of GS1 System standards-based, global supply chain solutions, to further extend initiatives throughout the U.S. health care supply chain.

# CHeS and Member Activities

## **PREMIER** **PROMOTION**

- Present standards story to regional AHRMM chapters.
- Endorsement of standards by member GPO's and establishment of requirements in many GPO contracts.
- Presentations at national AHRMM, GPO, GS1, HIMSS and HIDA conferences.

## **ACTIVITIES**

### **☀ Product Data Synchronization (PDU)**

- Pilot PDU - DOD
- Active PDU committee with cross industry representation
- Currently developing a PDU requirements document

**☀ GLN – Have enumerated all GPO members customers and most CHeS members are requiring the use of GLN in transactions.**

# Comments and Questions

