

Implementation of GS1 Standards in US Hospitals



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MTS, Inc

June 23, 2010



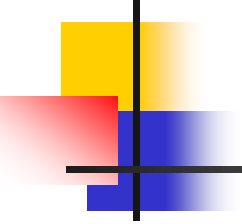
The Savior

UPC

Universal Product Code

3M 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	ESPAME
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 SARNS/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	THREEM/ESPE
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(MINISOTA 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 HEALTHCARE	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 SERV	ALLERGENETICS DIV AXONICS INC
				CARDIOVASCULAR DEVICES
				3M HEALTHCARE/MAYO ONLY

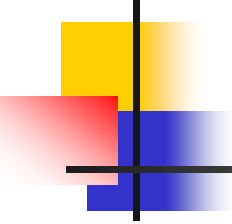


Industry Distributor Numbers for 3M DuraPrep™ Surgical Solution Product #8630

■ Cardinal	M8630
■ O&M	4509008630
■ Colonial	045098630
■ Durr	081048
■ Kreislers	MINN8630
■ Midwest	TM-8630
■ Pacific	3/M8630
■ United	001880
■ McKesson	172618

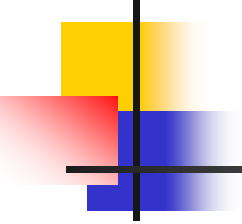
Supply Chain Product Descriptions

BD Catalog Number 367296



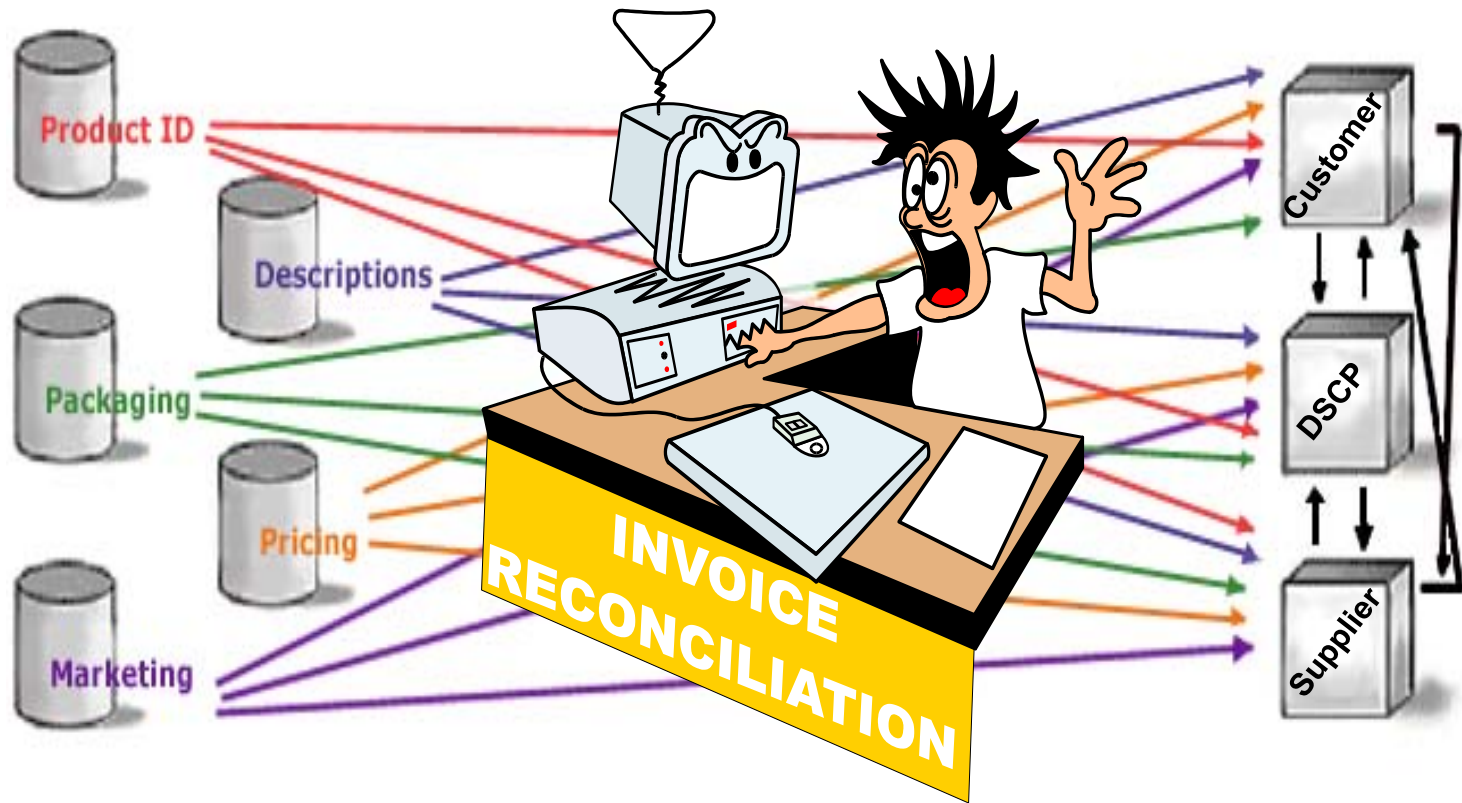
BD Extended	21 G x 0.75 in 12 in tubing BD Safety-Lok™ blood collection and infusion set without luer adapter. Manually activated safety shield to fully cover needle. (50/bx,200/ca)
BD 40	WINGSET SLBCS 21X.75 12 W/O LUER
Cardinal Health	SET BLOOD COLLECTION SAFELK 21G NO ADP 12 IN TUBING W/FEMALE LUER
O&M	WINGSET SLBCS 21X75 12 W/O LUER
Supply Line	SET IV ADMINISTRATION WING 21g 12in TUBING
DoD	21G 12" SAFETY-LOK W/O LUER
DoD	SAFETY-LOK BLOOD COLLECTION SETS 12 INCH TUBING W/O LUER ADAPTER 21G X 3/4
VA	NEEDLE,BUTTERFLY,INFUSION,21GA X 3/4IN,W/12IN TUBING,STER

Packaging Issues: J&J Ethicon Y426H



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

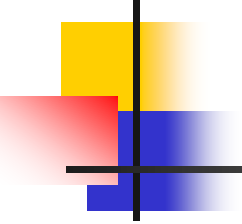
Get me out of this mess





Leadership

- CHeS
 - Focus
- AHRMM
 - Take a stand
- HSCSC/NAHIT
 - Community interest upturn
- GS1US
 - Not just any standard



800 lb Gorilla

THE FDA

Manufacturers



Distributors



CardinalHealth



SutureExpress

Technology

GDSN
Registry



Data Pool



Payer



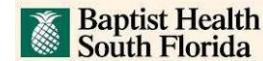
GPO

PREMIER



Novation

Providers



SISTERS OF MERCY
HEALTH SYSTEM



Atlantic Health



DukeHealth



UKHealthCare

GEISINGER



CATHOLIC HEALTH EAST



The Medical Center
of Central Georgia

MINISTRY HEALTH CARE



PINNACLEHEALTH



DoD Healthcare GDSN Pilot Participants



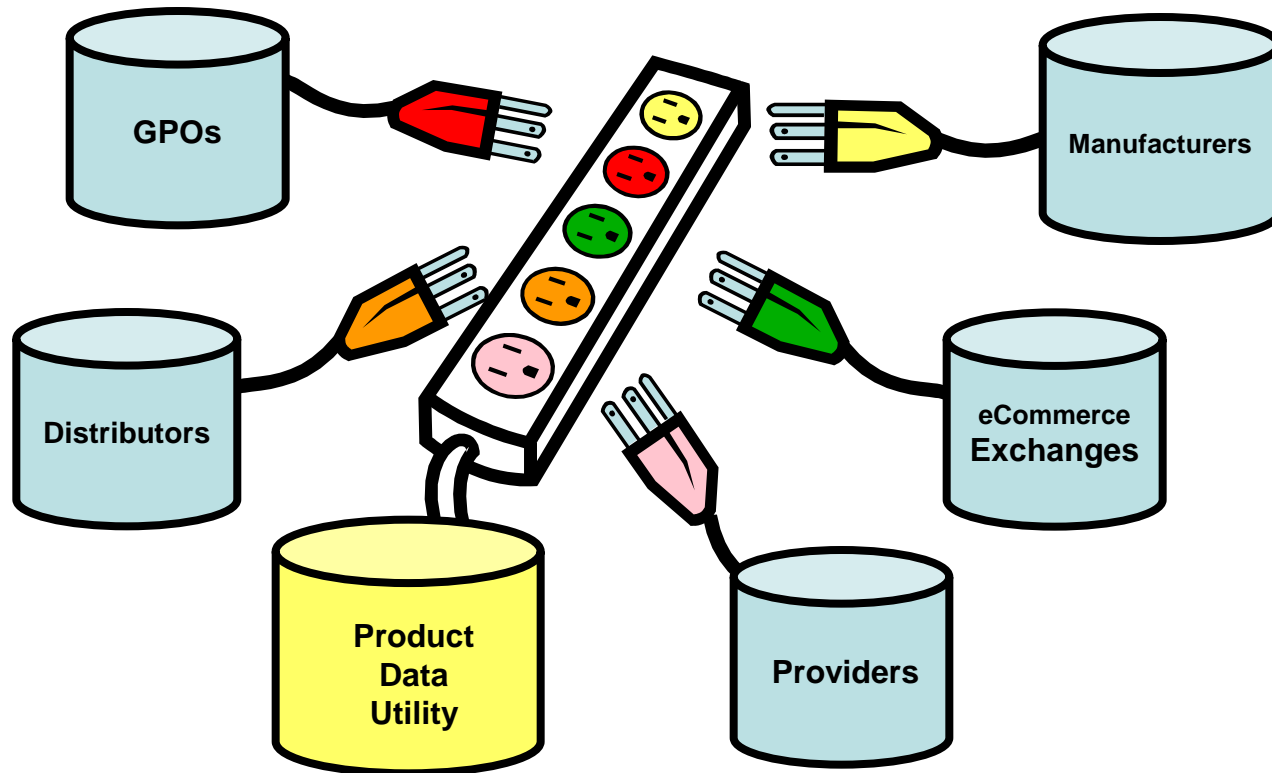
MMIS

LAWSON MCKESSON

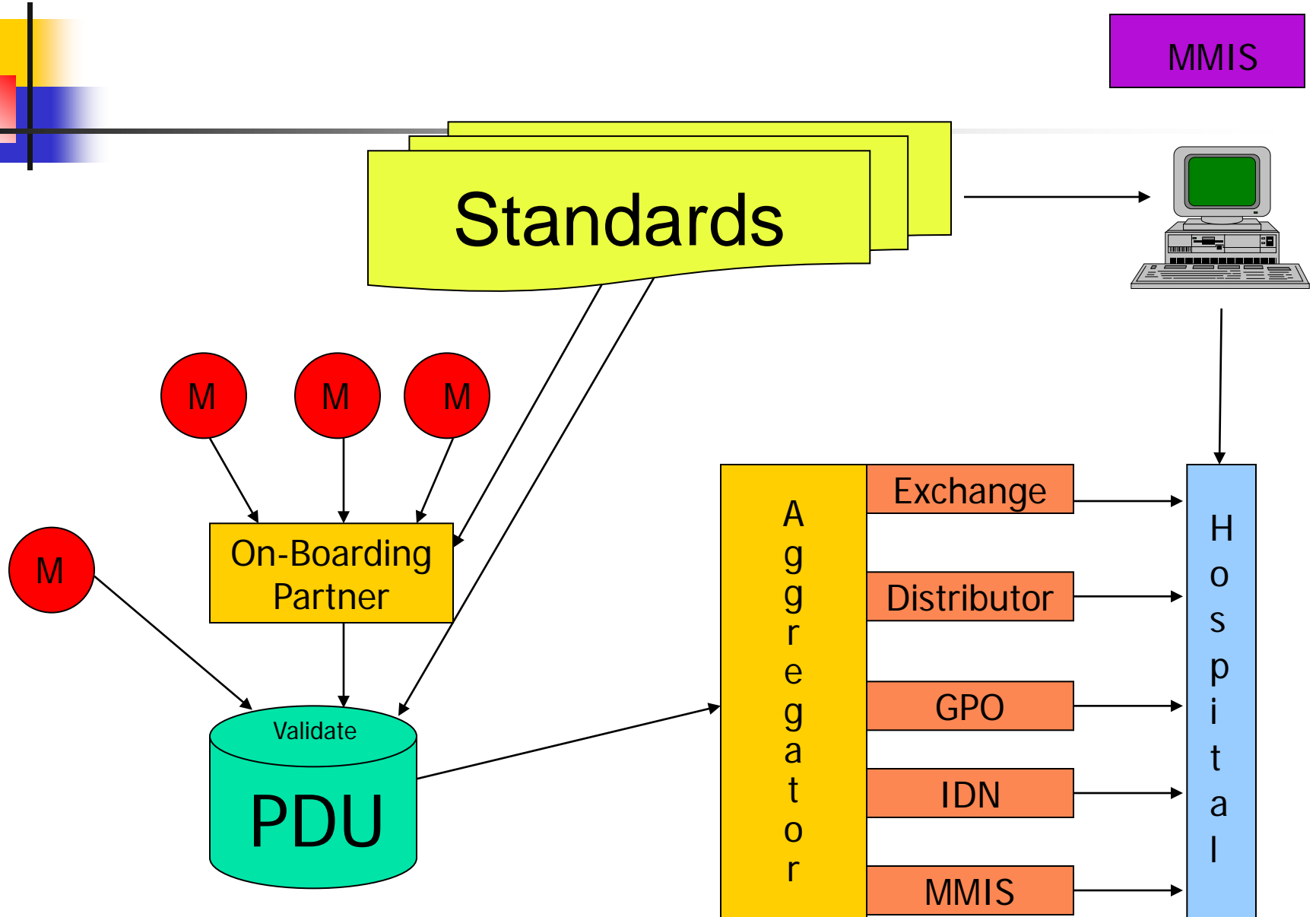


Medical Industry Product Data Utility (PDU) Powering the Supply Chain

Medical industry PDU provides and synchronizes clean manufacturer product data to primary players in the medical supply chain



2006 PDU Concept





GS1US Toolkits & Sunrise

- GLN
- GTIN
- GDSN
- E-Pedigree



The Path

Patient
Safety

EHR 2018

California Board
Of Pharmacy

ePedigree 2015

GTIN 2012 FDA UDI

GLN 2010 Pharma Serilization

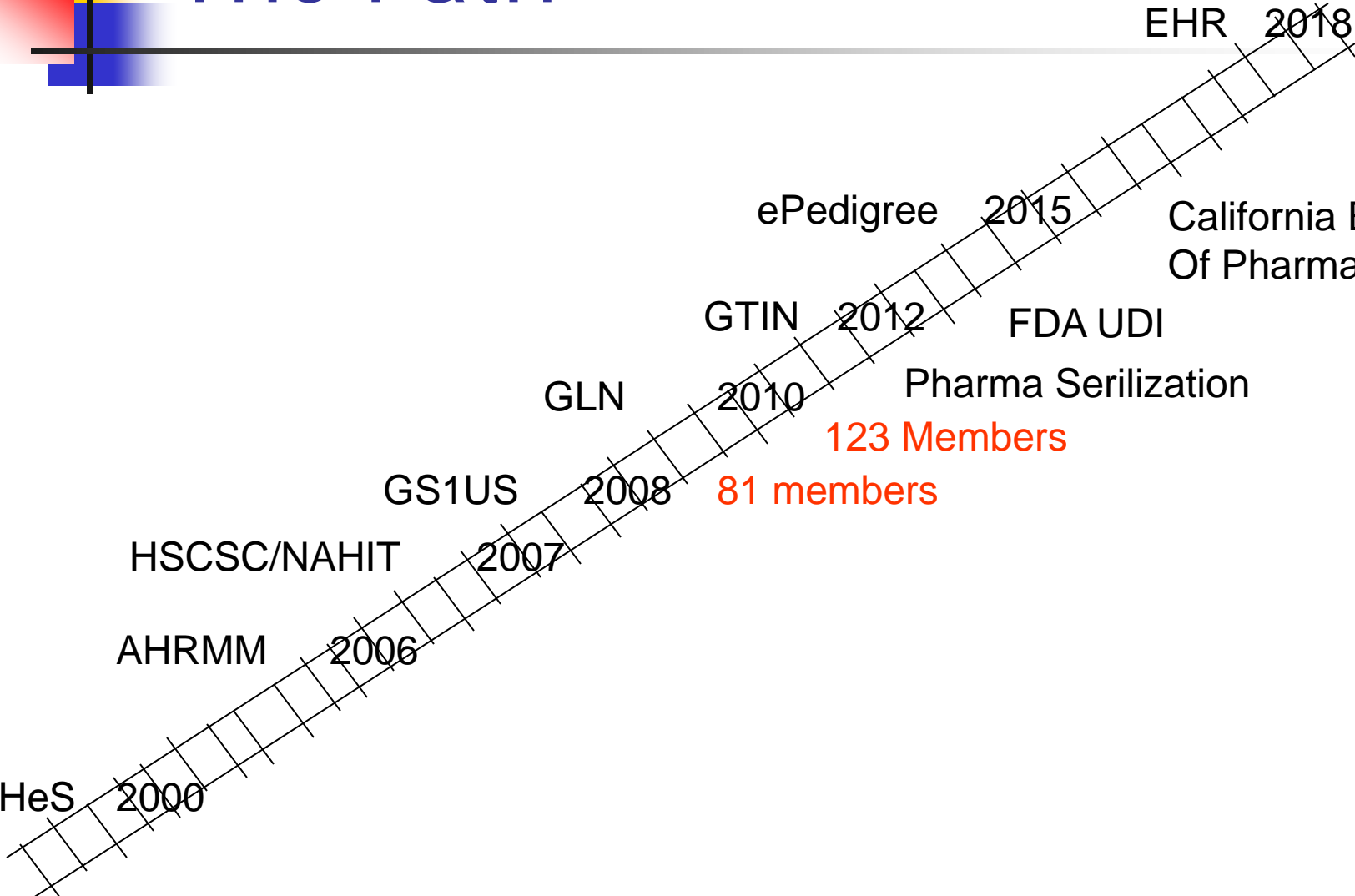
123 Members

GS1US 2008 81 members

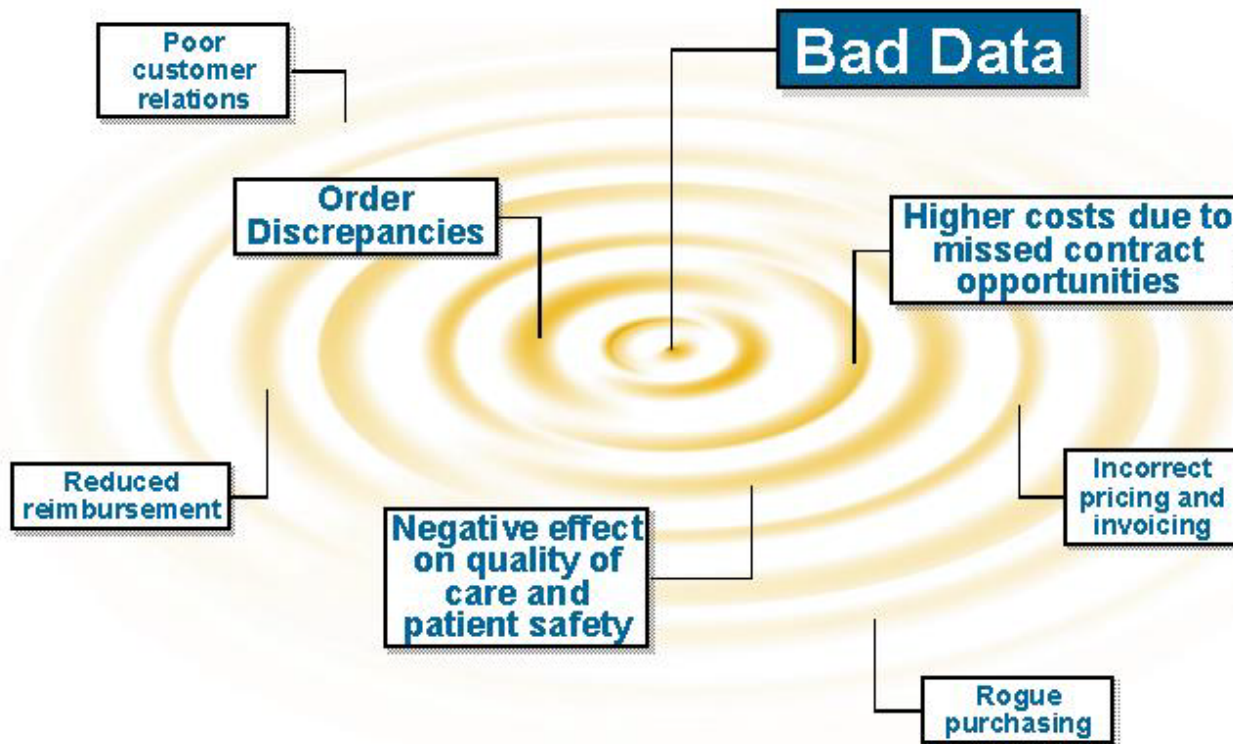
HSCSC/NAHIT 2007

AHRMM 2006

CHeS 2000



At the Center - A Bad Pool of Data



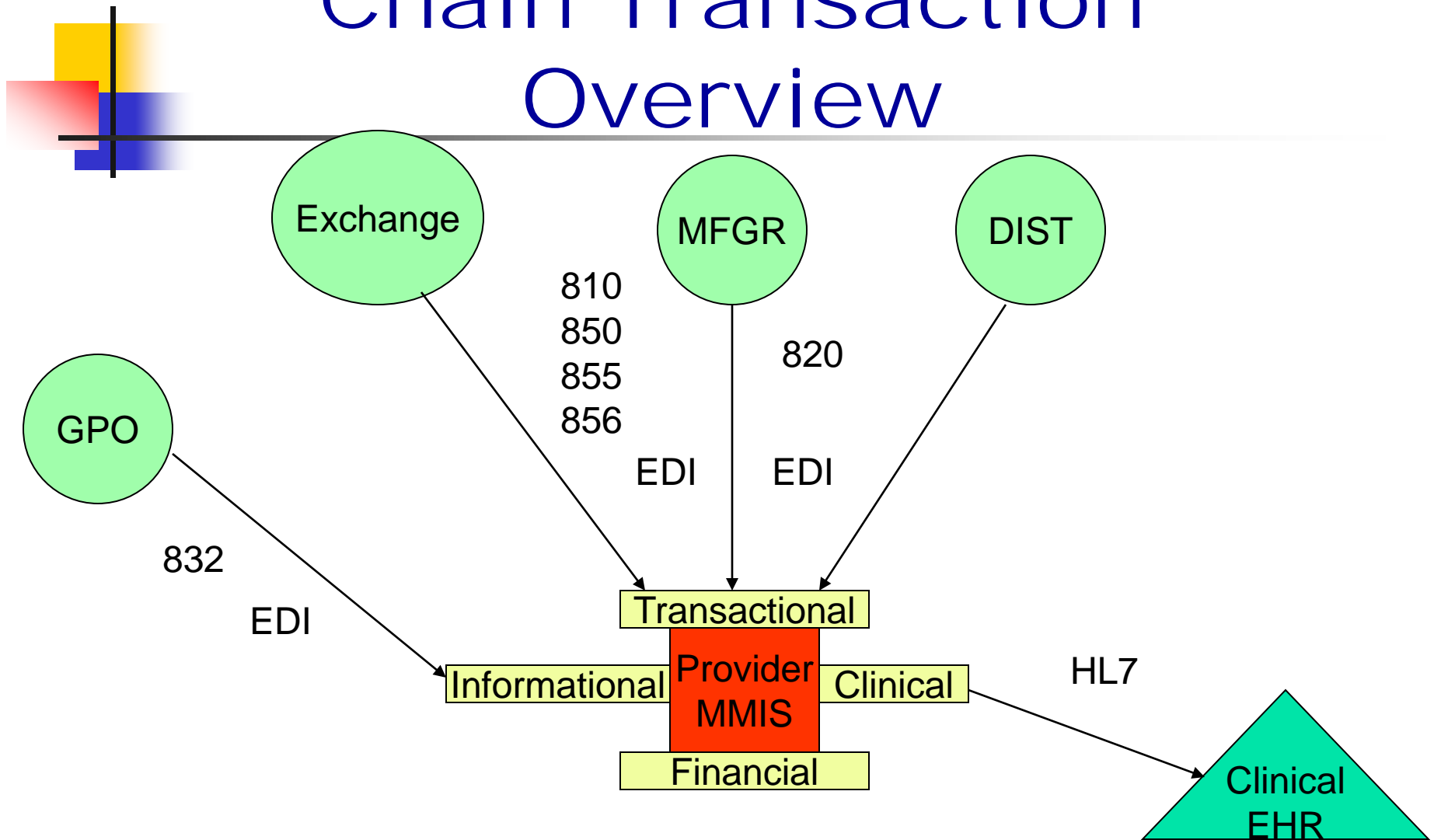
***Ripple adverse effects
throughout an Organization***



Early Adopters

- SMI
- Mayo Clinic
- Miami Baptist
- Geisinger
- Univ of Kentucky

Provider Supply Chain Transaction Overview





Look inside the Hospital

- Purchasing
- Receiving
- Item Master
- Accounts Payable
- Financial
- Clinical
- Patient Safety
- Summary



Educate Your CFO and CEO

- Increased Patient Safety
- Present a report detailing operational inefficiencies, discrepancies and time spent resolving issues.
- What are the problems inherent to the systems you are using?
- Savings: before and after standardization
- Increased Revenue: more accurate Rebates
- Increased GPO contract compliance
- Fewer complaints
- Reduced potential litigation



Educate Your CIO

- Lead and Coordinate IT upgrade efforts
- All systems touching the MMIS
 - ORIS
 - Financials
 - Electronic Healthcare Record
- Improving value of data in the system
- Map out your transaction processes



Where are we?

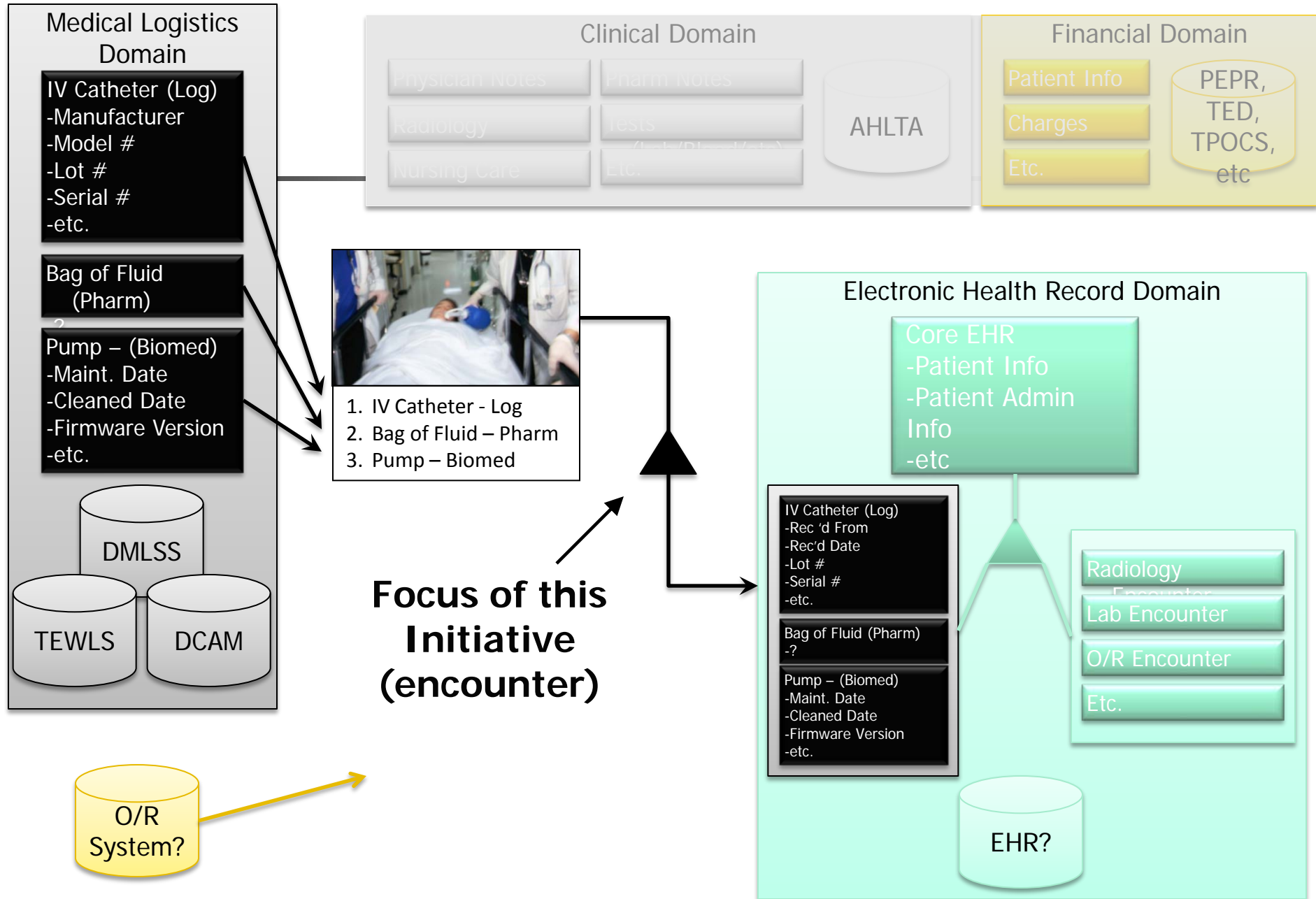
- **November 2008 Survey**
- What barriers exist for you
- Moving to adopt in next 5 years
- Your readiness level to adopt
- Earliest time to adopt GLN
- Earliest time to adopt GTIN
- Organizational barriers



Architect Patient Encounters

- Data needed at each point
- Passing data between systems
- Passing retrievable data into EHR

Operational Concept





The Holy Grail

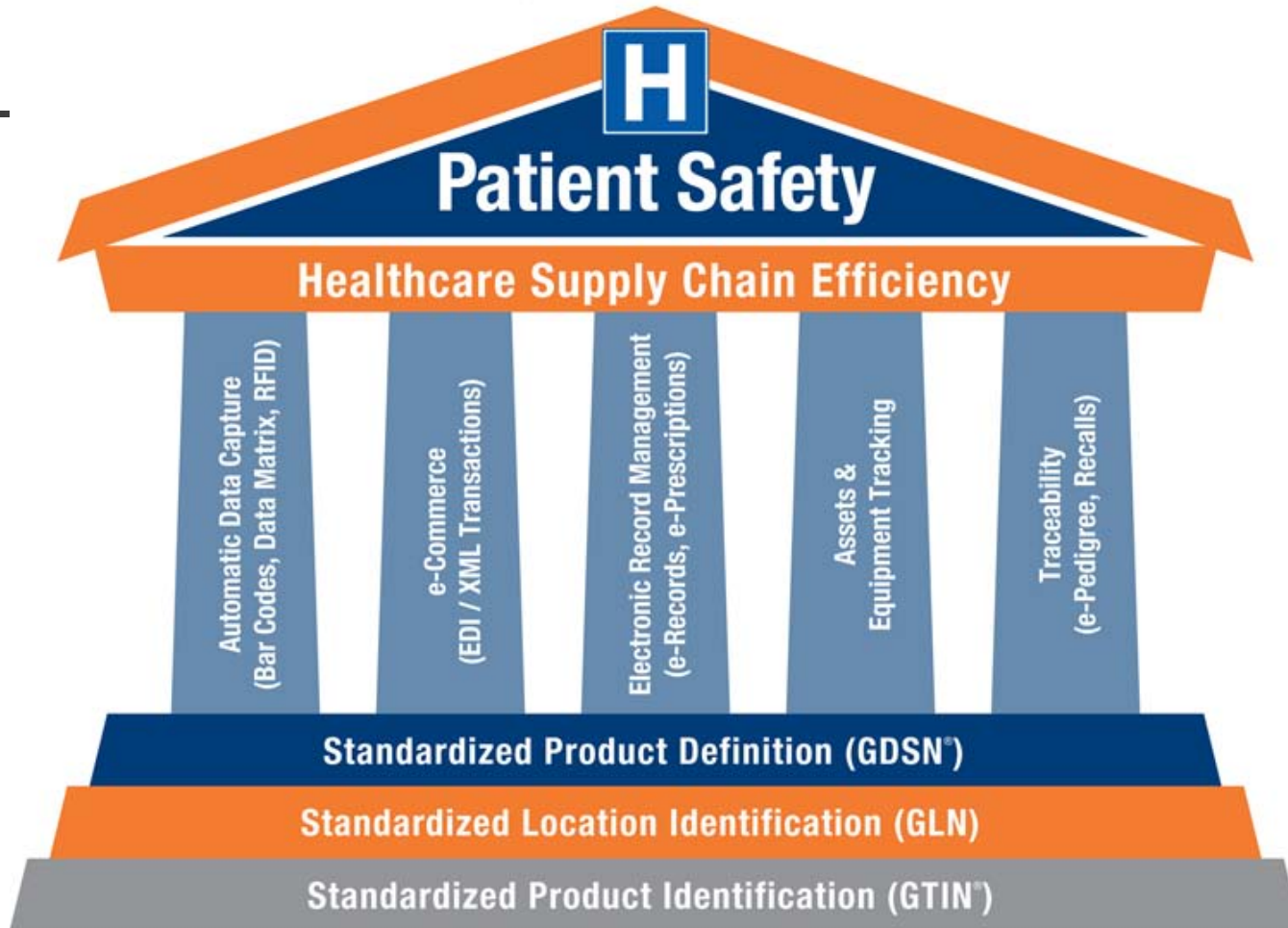
- The Perfect Order (SMI)
- Seamless EHR (DoD/VA)
- In depth GDSN attributes
- Patient Safety (FDA)



Next for the Supply Chain

- Leveraging Supply Chain Data to improve quality of care, value and patient experience
- Asset & transaction visibility from birth to grave

“Building Patient Safety”





Questions

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