



# e-Catalogue, Classification, GDSN

Berlin, GS1 HUG Meeting

Frank Brüggemann, Comparatio Health

The global language of business

[www.gs1.org](http://www.gs1.org)

## *Comparatio Health GmbH*



- Comparatio Health GmbH consists of 5 Universities with 6 hospitals in Northern Germany



### Staff:

- 1 Managing Director, 1 Senior Project Manager
- 27 Purchasing Employees



# Comparatio Health, About

## Comparatio Health GmbH

### Business Model:

- Comparatio is a service organisation for the hospitals to support the reduction of costs, especially internal process costs.
  1. Standardization of products,
  2. Classification of products.
- Furthermore Comparatio will establish processes to develop standard conditions - under the possibilities of legal requirements (anti trust / assignment right) - to make a uniform occurrence of the hospitals possible. Comparatio considers therefore harmonizing internal processes as far as these are possible under the different regional legal requirements. :
  1. Payment and terms of delivery,
  2. General trading conditions,
  3. freely negotiable contract conditions as well as legal conditions under the assignment law



## *Comparatio Health GmbH*



### Portfolio:

- Comparatio is a service organization for these hospitals and will prepare all purchasing processes as well as purchasing contracts to be signed by each individual hospital.
- A direct purchasing organization within Comparatio is not planned. Services of Comparatio:
  1. Analysis of purchasing data to prepare joint purchasing projects, market and purchasing potential analysis.
  2. Preparation of product related purchasing strategies.
  3. Planning and negotiation of high volume contracts.
  4. Coordination, planning and execution of procurement projects
  5. Suggestion for assignments in the segments of services and capital goods.



# Comparatio Health, Hospital Information

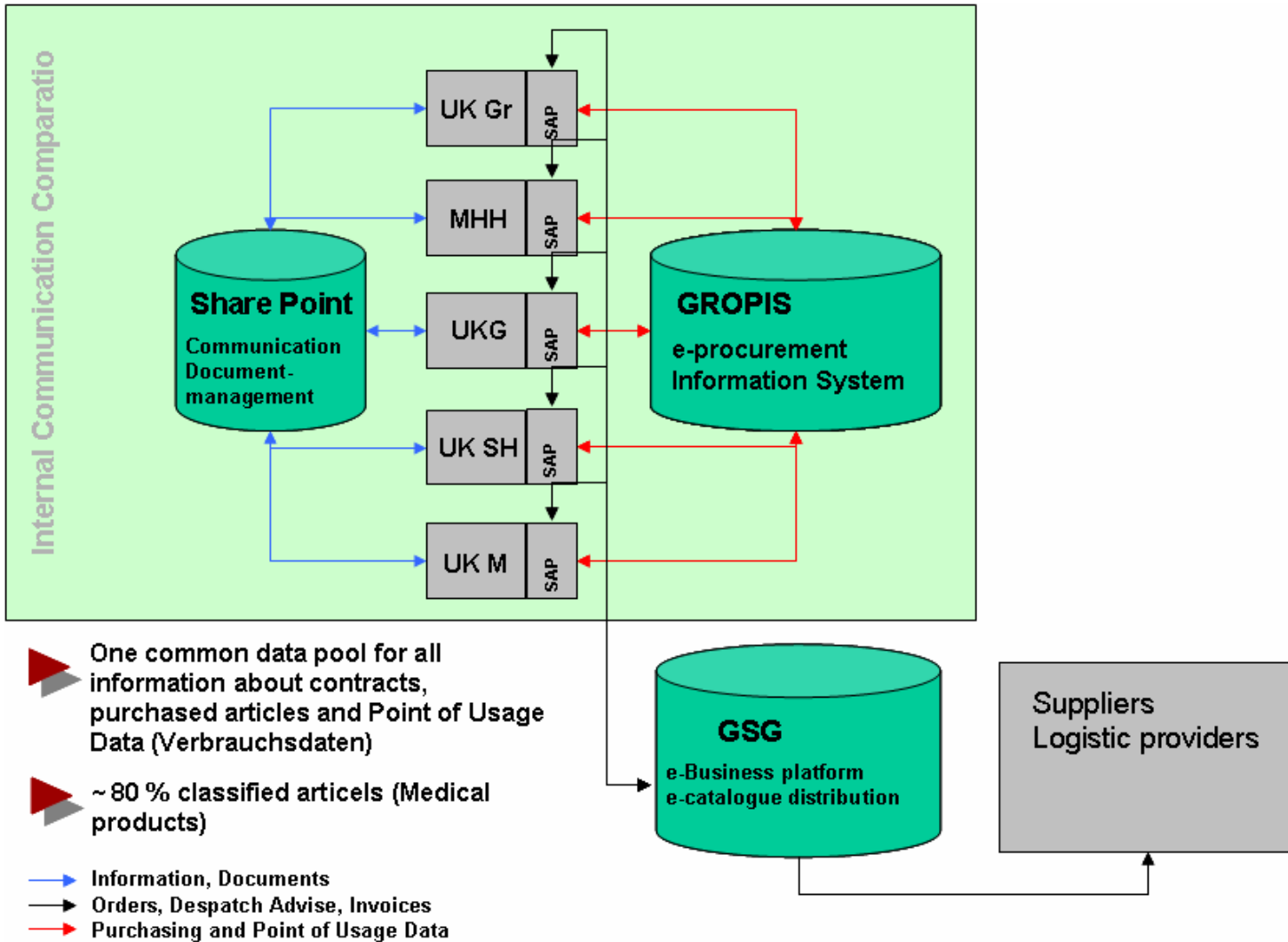
## Comparatio Health GmbH

Company figures:

hospital	beds	out-patient	in-patient	total
UK-SH	2.400	240.000	100.000	340.000
MHH	1.411	143.000	47.000	190.000
UK-G	1.470	100.000	44.000	144.000
UK-M	1.143	85.000	44.000	129.000
UK-Gr	870	64.000	35.000	99.000
<hr style="border-top: 1px dashed black;"/>				
	7.294	632.000	270.000	902.000

550.000 €

# Comparatio Health, Communication



Comparatio - Microsoft Internet Explorer

Adresse <https://212.59.57.85/consdb/index.php>

zum Hauptmenü für Benutzer "peter.bernhardi" [Voreinstellungen neu setzen](#) [Abmelden](#)

### Klassifizierte Daten im Zeitraum vom 01.01.2006 bis 01.08.2006

[Klassifikationsbrowser](#)

Klicken Sie bitte auf einen Klassifikationsschlüssel, um eine Ebene weiter zu verzweigen.

[Eine Ebene zurück gehen](#) [Auswertung nach Artikeln und Häusern AUSblenden](#)

Klass. Schlüssel	Beschreibung	Umsatz
E	INF.-,TRANSF.-,INJ.-ZUB., GEFAESSKATH.	9.855.634,40
E05	Gefaesskatheter und Zubehoer	5.375.285,42
E05A	Zentrale Venenverweilkatheter	488.874,25
E05B	Angiographiekatheter, Sets	899.869,68
E05C	Interventionelle Gefaesskatheter	1.814.653,88
E05D	Zubehoer	2.171.887,61

**Auswertung nach Artikeln und Häusern für "E05"** (insgesamt 133 Artikel mit Preisabweichungen gefunden)

Gesamtumsatz pro Haus	Klass. Schlüssel	MHH	UKGr	UKGö	UKM	UKSH
	E05	1.083.582,60	574.166,55	929.018,08	707.030,32	2.081.487,87

[Als Excel-Tabelle herunterladen](#)

Umsatz  Menge  Preis pro Einheit Häuser:  MHH  UKGr  UKGö  UKM  UKSH  nur Preisabweichungen

Nr.	Lief. Artikelnr.	Artikelname	Lieferant	MHH Preis pro Einheit	UKGr Preis pro Einheit	UKGö Preis pro Einheit	UKM Preis pro Einheit	UKSH Preis pro Einheit
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zum Hauptmenü für Benutzer "peter bernhardi"    Voreinstellungen neu setzen    Abmelden

Nr.	Lief. Artikelnr.	Artikelname	Lieferant	MHH Einheit	MHH Preis pro Einheit	UKGr Einheit	UKGr Preis pro Einheit	UKGö Einheit	UKGö Preis pro Einheit	UKM Einheit	UKM Preis pro Einheit	UKSH Einheit	UKSH Preis pro Einheit
91	€ 5	[Redacted]	[Redacted]					ST	285,00			ST	245,00
92	€ 0	[Redacted]	[Redacted]	ST	105,58			ST	143,29				
93	€ R	[Redacted]	[Redacted]					ST	58,36			ST	56,66
94	€ T	[Redacted]	[Redacted]	ST	131,62			ST	131,62			ST	127,79
95	€ 1	[Redacted]	[Redacted]							ST	33,00	ST	35,28
96	€ 1	[Redacted]	[Redacted]	ST	44,18							ST	81,81
97	€ 7	[Redacted]	[Redacted]					ST	195,00			ST	150,83
98	€ 7	[Redacted]	[Redacted]					ST	241,00			ST	166,17
99	€ M	[Redacted]	[Redacted]							ST	12,50	ST	13,29
100	€ P	[Redacted]	[Redacted]	ST	352,79			ST	307,63				

DEM Produkte    Internet



## What is a classification system?

- Classification systems are a collection of
  - controlled terms organized
  - in a hierarchical structure
- Each term in a classification system is in one or more parent-child relationships to other terms in the system.
- Good practice limits all parent-child relationships to a single parent to be of the same type, whereby some classification systems allow for a poly-hierarchy, which means that a term can have multiple parents.

(WHO 2002)



# Classification, e-Catalogue

What is an e-catalogue?

The classification system

plus

actual multi supplier product data with “commodity codes” and additional attributes in electronic format.

History: Which classification systems are available?

- UNSPSC
- NHS-eClass
- eCl@ss
- NDC
- EDMA
- ATC/DDD
- GPI
- EGAR
- Cladimed
- ....

	Identifi- cation	Classifi- cation	Nomen- clature
EAN_UCC			
HIBC			
UNSPSC			
NHS-eClass			
eCl@ss			
ATC/DDD			
GPI			
EGAR			
GMDN			
UMDNS			





unspsc®

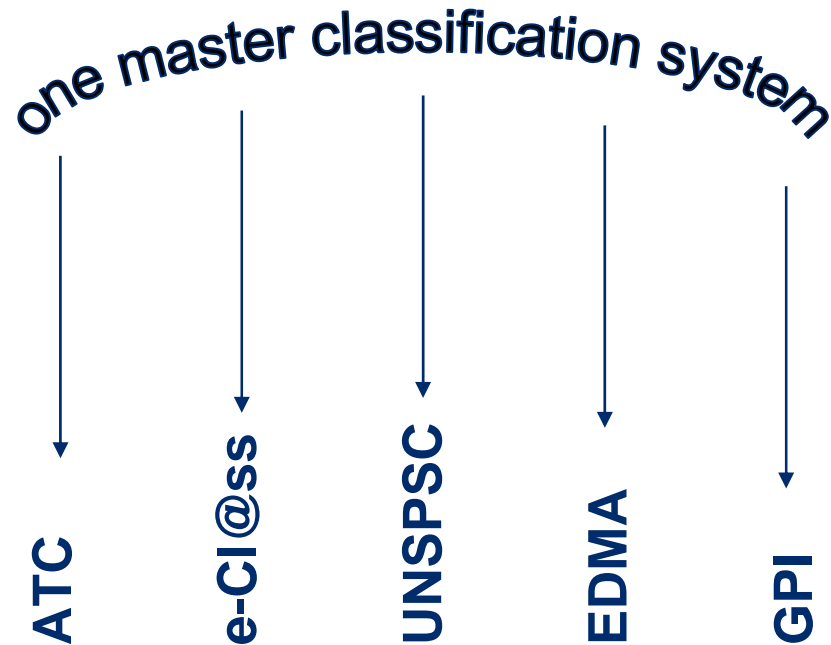
# Classification, e-Catalogue

Hierarchy	Category Number	Title
Segment	42000000	Medical Equipment and Accessories and Supplies
Family	42240000	Orthopaedic and prosthetic and sports medicine products
Class	42241500	Casting and splinting supplies
Commodity	42241505	Orthopaedic casting rolls or tapes
Business Function	12	Manufacturer



# Classification, e-Catalogue

Future: What our hospitals want ...?





# Classification, e-Catalogue

What is the benefit of a classification and e-catalogue?

- Products used in the supply chain process need to be:
  - identified uniquely,
  - named properly,
  - classified correctly and
  - used in the appropriate context.
- Electronically readable information insures greater accuracy and productivity in communications among all supply chain partners
  - Trigger internal requisition
    - Increase internal understanding ...
    - Allow controlling & benchmarking ...
  - Optimize the distribution channel
  - Allow better inventory management
  - Utilize data for market analysis and standardized information



## Contact details

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