Canada and GDSN

Dave Ralph, CEO
Introduction

• Over 25 years providing EDI and related services
• 2005 GDSN Certified data pool CGS Datapool Services
• Acquired Telus Healthcare business
• Serve over 150 hospitals and hundreds of vendors
• GDSN Project with 7th largest GPO in USA
• GDSN Pilot with large GPO/SSO in Canada
Commport’s Role

• We are responsible to the communities we serve
• Delivering trust, experience and technical expertise
• Providing end to end services for the entire supply chain
• Qualified to have open discussion with both ends
• The following is what our customers are saying
EDI in Canada

• Approximately **95%** of all hospitals in Canada are EDI capable
• Many hospitals do **NO** EDI in purchasing
• EDI trading partners for any one hospital typically around 150 or 40% of trading activity
• Approximately only **33%** of all Purchase Orders issued in Canada are **delivered in EDI**
The Numbers

- **1,400** Hospitals in Canada
- **2,000** Average PO’s per month
- **60%** Error rate
The Cost

Cost increase per order: $54.52

Monthly aggregated cost: $91,593,600

Annual cost for hospitals: $1,099,123,200

Annual cost for complete supply chain: $2,198,246,400
$2 Billion In Savings
Bad Product Data
GDSN Is The Solution
Are Health Providers Ready?

- Most of the 1400 hospitals have an ERP system
- Canadian healthcare has agreed GDSN would work for them based on success in retail sector
- A pilot to demonstrate how the GDSN could solve this $2 billion issue was put together
- Vendors have joined and embraced the pilot
- Studies have been conducted to find a solution
State of Readiness For Providers

A review was conducted and found that

ONLY ONE GPO in Canada
and
FEWER THAN 10 HOSPITALS

had an ERP system that can utilize the GTIN
None of the remaining 1,389 can!
Only a Canadian Issue?

Our discussions with the various software vendors show that this is not a uniquely Canadian issue.

One of the largest software vendors admitted to not having any plans to develop a GDSN function.

None of their global users have asked for it!
What We Need To Do

• Educate the market on the potential of GDSN and where to get it
• Get the software vendors involved
• Continue to work with manufacturers to keep engaged
• Solve the $2 billion issue