

GHX DirectTrade

Connecting Suppliers to NHS Trusts

Global Healthcare Exchange (GHX) provides the technology to connect suppliers electronically to their customers - for better information, better communication, and better decision-making. Through GHX DirectTrade, suppliers gain direct access to their customers via their existing ERP sales order processing systems.

Automated Flow of Information

GHX transaction standards and integration technology enable a wide range of electronic communications to be developed for the supplier's ERP system. These electronic communications include receiving and sending messages such as:

- ▶ Standard Purchase Orders, Consignment Orders & Standing Orders
- ▶ Purchase Order Acknowledgements
- ▶ Order Status Updates
- ▶ Advance Shipping Notices
- ▶ Delivery Notes
- ▶ Invoices
- ▶ Catalogue Updates

Deeply Integrated eCommerce

GHX has developed a flexible solution allowing for any supplier ERP system to integrate to the GHX platform. XML-based technology ensures that communication is simple and consistent. GHX will support all customers in line with their business needs and eCommerce strategies.

Catalogue

Through one access point, suppliers can provide electronic catalogues to their customers in a standardised, orderable format. As a result, suppliers will receive purchase orders from their customers with exactly the right information.

Integration Process

GHX co-ordinates the implementation of the GHX solution with the supplier and its customers. Typically covering five steps, the integration project is focused on maximising benefits whilst meeting the supplier company's eCommerce objectives:

- ▶ **Initial Contact**
The GHX team identify, together with the supplier, the objectives and the general requirements of the integration project. An initial technical assessment confirms the feasibility of the implementation and confirmation to proceed to the next phase.
- ▶ **Assessment**
The GHX Customer Account Manager continues with the on-site technical assessment of the customer. Business processes are confirmed, technologies analysed and catalogue characteristics evaluated. Understanding the full scope of the project and capabilities of the customer forms the basis of a project plan.
- ▶ **Solution Definition**
GHX works closely with the customer in defining the technical requirements of the project in line with the customer's existing systems, processes and constraints. During this step, the customer is provided

with detailed technical documentation and training on the GHX solution.

▶ **Implementation**

The actual technical implementation begins. Whilst the supplier's ERP system is set-up to communicate with GHX, the preparation of the electronic catalogue is started.

▶ **Go-Live**

The successful integration of GHX technology within the supplier's system culminates in the move to 'live' trading. Real-time electronic trading takes place between the supplier and GHX hospitals. At this stage, GHX Exchange Services become available to the supplier.

Benefits

GHX DirectTrade enhances the flow of information between suppliers and their customers to create measurable benefits for all partners in the healthcare supply chain:

- ▶ Single, supplier-maintained product catalogue ensures accuracy of data for error-free transactions.
- ▶ Enhanced communications (e.g., electronic notifications and invoices) increase the supplier's service level to customers.

- ▶ Suppliers gain electronic access to all GHX buyers through a single GHX connection.
- ▶ Reductions in order entry and customer queries free customer service staff for more strategic activities.
- ▶ Higher levels of accuracy lead to fewer returned goods and credit notes.
- ▶ Electronic invoices reduce the cost of invoice generation and processing, thus facilitating timely payments.

About GHX

Global Healthcare Exchange (GHX) was created in March 2000 to improve efficiencies across the healthcare supply chain, allowing participants to streamline their purchasing processes and reduce costs. The accuracy of the AllSource™ product catalogue enables GHX to successfully address many of the most common and costly problems inherent in healthcare procurement. Since its inception, GHX has grown significantly, connecting hundreds of hospitals and buying organisations in the UK, Germany, the United States, Belgium and Canada to their respective trading partners. By creating connectivity among participants and demonstrating a commitment to data accuracy, GHX is delivering real value across the entire supply chain.

Global Healthcare Exchange

Tel. (UK) 0800 358 15 58

eMail: info@ghxeurope.com

Website: www.ghx.com