

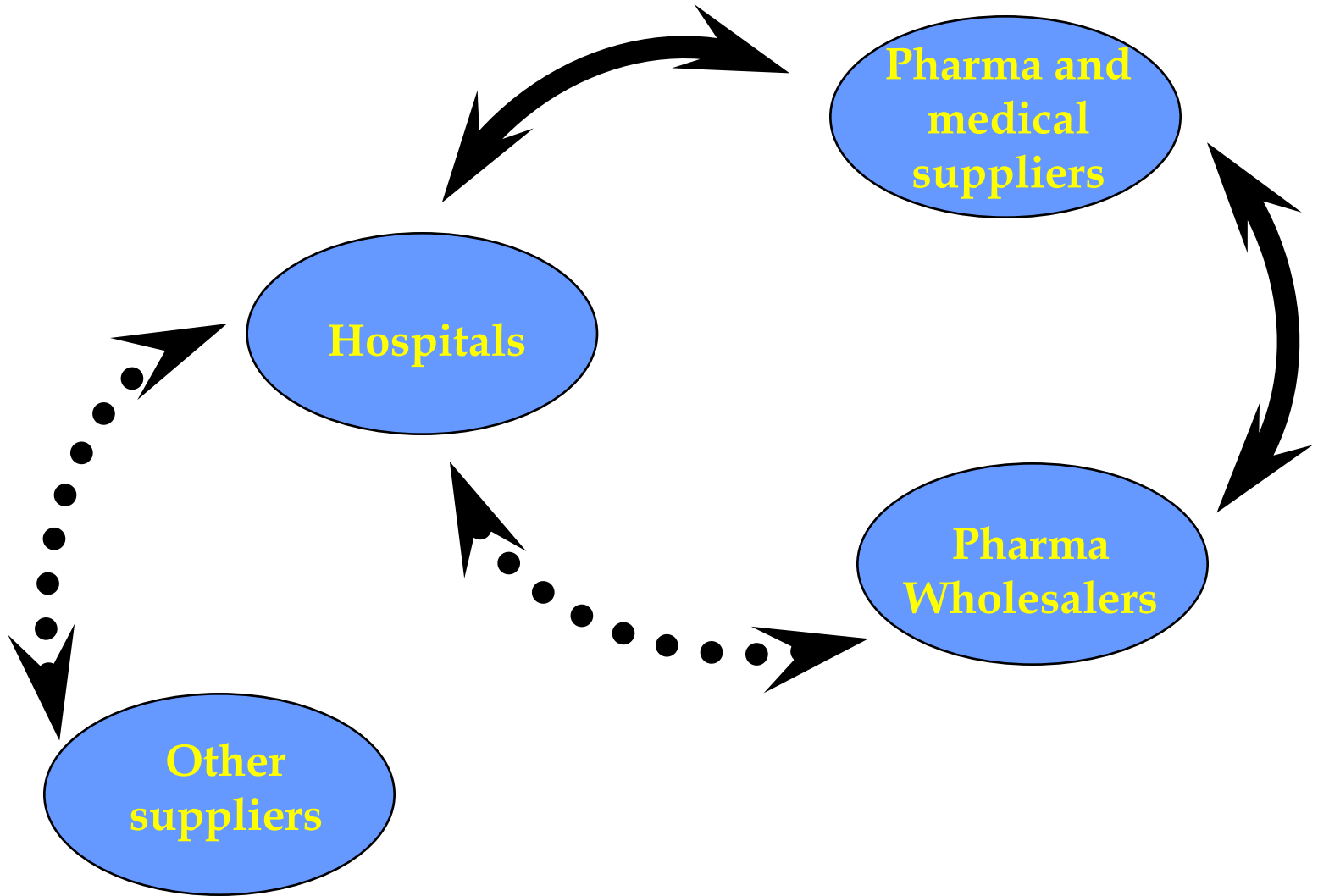
 **eHealth**  
vzw/asbl

**Since March 30th 2004**

# Targets & Objectives

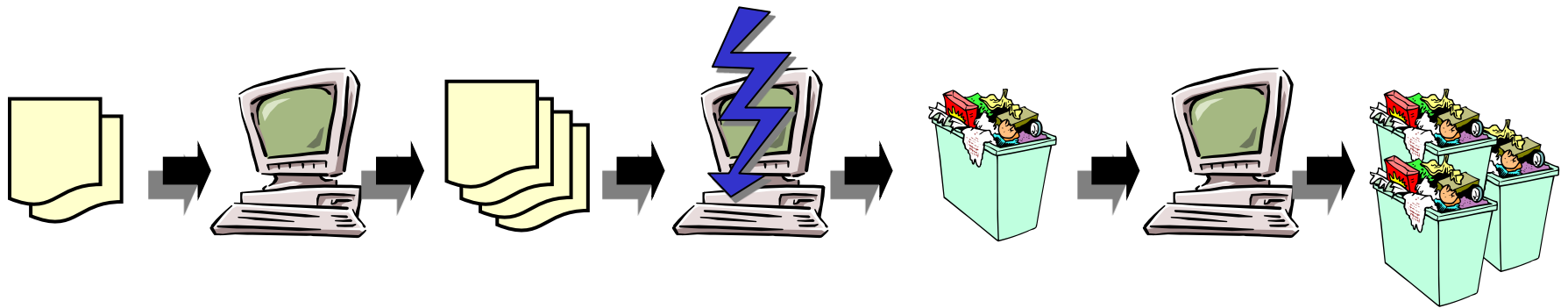
- **Creation of a Health portal:**
  - **B2B commerce platform between e-Health members and hospitals/wholesalers**
    - **Exchange of e-messages (pricat, order, order response, dispatch note en invoice) (phase 1)**
    - **Product information module with link to supplier web site (phase 2)**
- **Promote Health portal in e-commerce for new suppliers and new customers because of increase in efficiency**

# Overview - B2B Commerce



# Current Situation

- Many manual actions, by several parties involved.



# Current situation

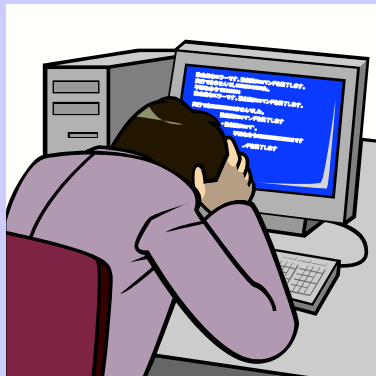
**Customer**

**Supplier**



**Catalogue (xls,...)**

**Sales order**



**Invoice**



# B2B E-Commerce(EDI)

**Customer**

**Supplier**



***Price catalogue (PRICAT)***

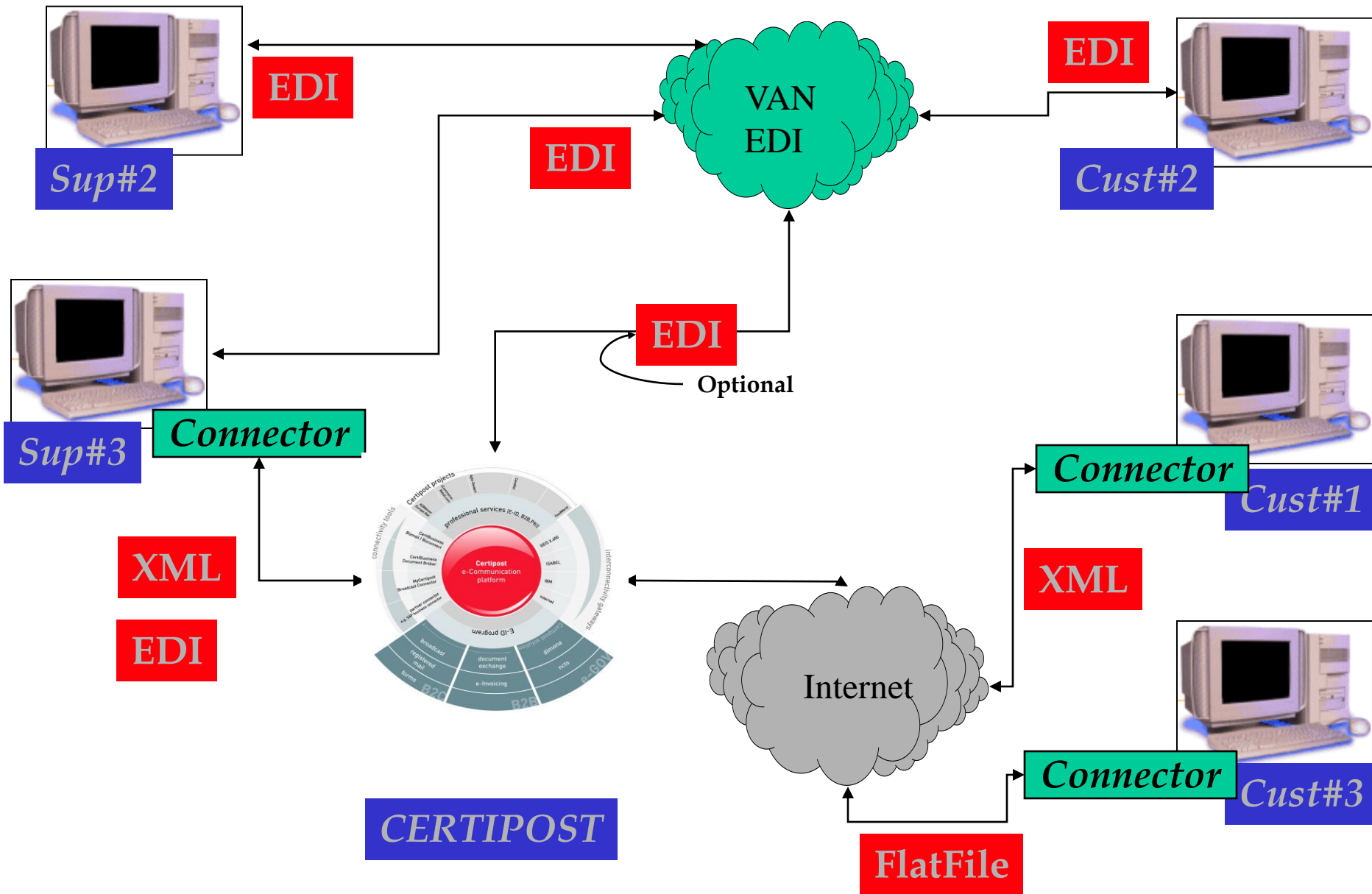
***Sales order (ORDERS)***

***Order response (ORDRSP)***

***Despatch Advice (DESADV)***

***Invoice (INVOIC)***





# Advantages

- Reduction of input errors because of less manual interference at order entry level.
- Availability of PRICAT provides consulting opportunity.
- Customer is having a complete overview of the product information.
- Reduction of administrative costs
- Closed loop leads to simplified and more efficient approval process (invoices).

# Advantages

- One platform, many suppliers
- Non-dedicated network (secured internet).
- Accurate information flow (order confirmation)
- Reduction of reception cost because dispatch advise is available
- Batch number and expiry date available in dispatch advise
- Messages aligned to the recommendations by GS1 for e-messages

# How does it look?

- Basis is the existing IT-system
- Information available on the Internet via Certipost.
- Very clear overview.
- XML or EDI-format
- Some examples...



CertiONE.  
e-Business starts here.



Username




Password


Logon

Register  
to CertiONE

More information  
on CertiONE

Password forgotten?

 Search  
 Reset search  
 Refine search

 Reporting

 Audit trail	Sender	Receiver	Type	Creation	Archive status
 <a href="#">21977671</a>			Order confirmation	08/09/2010 16:12:09	Not Archived
 <a href="#">21976969</a>	CHU LIEGE SARTTIL Pharmaceutical Products	Roche	Order	08/09/2010 15:57:08	Not Archived
 <a href="#">21962257</a>	Pharma Belgium	Roche	Order	08/09/2010 08:20:17	Not Archived
 <a href="#">21962139</a>	Cerp	Roche	Order	08/09/2010 08:05:13	Not Archived
 <a href="#">21946855</a>	Roche	MultiPharma	E-Invoice	07/09/2010 20:17:47	Not Archived
 <a href="#">21945883</a>	Roche	MultiPharma	Despatch Advice	07/09/2010 19:02:07	Not Archived
 <a href="#">21942558</a>	Roche	MultiPharma	Order confirmation	07/09/2010 14:47:09	Not Archived
 <a href="#">21942506</a>	MultiPharma	Roche	Order	07/09/2010 14:38:34	Not Archived
 <a href="#">21935148</a>	Pharma Belgium	Roche	Order	07/09/2010 08:20:13	Not Archived
 <a href="#">21917869</a>	Roche	Aprophar	E-Invoice	06/09/2010 20:17:28	Not Archived
 <a href="#">21917868</a>	Roche	MultiPharma	E-Invoice	06/09/2010 20:17:26	Not Archived
 <a href="#">21917867</a>	Roche	CHU LIEGE SARTTIL Pharmaceutical Products	E-Invoice	06/09/2010 20:17:19	Archived
 <a href="#">21916257</a>	Roche	Aprophar	Despatch Advice	06/09/2010 19:17:18	Not Archived
 <a href="#">21916256</a>	Roche	CHU LIEGE SARTTIL Pharmaceutical Products	Despatch Advice	06/09/2010 19:17:16	Not Archived
 <a href="#">21916139</a>	Roche	Pharma Belgium	Despatch Advice	06/09/2010 19:02:14	Not Archived
 <a href="#">21916136</a>	Roche	MultiPharma	Despatch Advice	06/09/2010 19:02:11	Not Archived
 <a href="#">21908299</a>	Cerp	Roche	Order	06/09/2010 14:50:22	Not Archived

e-Health v.z.w. / a.s.b.l. c/o Stratego Finance – Avenue  
 Brugmannlaan 12 A box 5 – 1060 Bruxelles/Brussel - TVA/BTW: BE  
 865 965 718 - RPM/RPR: Bruxelles/Brussel - ING Banque/Bank:  
 310-1890087-31 - IBAN: BE04 3101 8900 8731 - BIC:BBRUBEBB

49 membres e-Health au 01.06.2010

LISTE DES MEMBRES - LEDENLIJST

Company	Company
1 3 M Belgium NV-SA	26 MERCK SHARP & DOHME SA
2 ABBOTT SA-NV	27 MOLNLYCKE HEALTHCARE N.V.
3 ABBOTT PRODUCTS SA/NV	28 NEOCARE N.V.
4 ACA PHARMA BVBA	29 NOVARTIS CONSUMER HEALTH NV/SA
5 ASTRAZENECA NV	30 NOVARTIS PHARMA N.V.-S.A.
6 BAXTER BELGIUM S.P.R.L.	31 NOVO NORDISK PHARMA SA
7 BAYER SA/NV	32 NUTRICIA N.V.
8 SCS BOEHRINGER INGELHEIM Comm.V	33 NYCOMED BELGIUM SCA/CVA
9 BRISTOL MYERS SQUIBB BELGIUM SPRL-BVBA	34 OMEGA PHARMA BELGIUM NV
10 BSN medical SA-NV	35 PAUL HARTMANN SA
11 CERTA NV	36 PFIZER NV
12 CONVATEC	37 PHARMA LOGISTICS S.A.
13 COPHANA DISTRIBUTION SA	38 RECKITT BENCKISER HEALTHCARE NV - SA
14 COSMETIQUE ACTIVE BELGILUX sa	39 ROCHE SA-NV
15 CRUCCELL BV	40 SANDOZ NV
16 ELI LILLY BENELUX S.A.-N.V.	41 SANOFI-AVENTIS S.A.
17 FAGRON NV	42 SANOFI-PASTEUR MSD S.A.-NV
18 GLAXOSMITHKLINE SA	43 SCHERING PLOUGH NV-SA
19 GSK CONSUMER HEALTHCARE S.A. N.V.	44 SMITH & NEPHEW S.A.-N.V.
20 HEEL BELGIUM N.V.	45 SSL HEALTHCARE BELGIUM NV
21 INNEOV BELGILUX SA	46 TRAMEDICO N.V./TRAMEDICO LOGISTIC SERVICES
22 JANSSEN-CILAG N.V.	47 ViiV Healthcare
23 JOHNSON & JOHNSON MEDICAL NV/SA	48 WARNER CHILCOTT PHARMACEUTICALS BVBA
24 JOHNSON & JOHNSONCONSUMER NV/SA	49 WYETH Pharmaceuticals SA/NV
25 LABORATOIRES LOHMANN & RAUSCHER S.A.	

e-messages 2010

# message types				
3M	PRICAT	ORDRSP	DESADV	INVOIC
JANSSENSCILAG	PRICAT	ORDRSP	DESADV	INVOIC
NOVARTISPHARMA	PRICAT	ORDRSP	DESADV	INVOIC
PFIZER	PRICAT	ORDRSP	DESADV	INVOIC
PHARMALOGISTICS	PRICAT	ORDRSP	DESADV	INVOIC
ROCHE	PRICAT	ORDRSP	DESADV	INVOIC
SCHERINGPLOUGH	PRICAT	ORDRSP	DESADV	INVOIC
WYETHEHEALTH	PRICAT	ORDRSP	DESADV	INVOIC
ABBOTTBE	PRICAT	ORDRSP		INVOIC
SOLVAYPHARMA		ORDRSP	DESADV	INVOIC
ASTRAZENECA	PRICAT			
GSKPHARMA	PRICAT			
HARTMANN	PRICAT			
NOVONORDISK	PRICAT			
BAYERBE		ORDRSP		
ELILILLY				INVOIC
MCNEILPHARMA				INVOIC

e-messages 2007-2010

# Suppliers	2007	2008	2009	2010
Pricat	2	8	11	13
Orders	20	26	27	35
Order confirmation	4	10	11	11
Dispatch Advise	4	7	11	9
Invoice	3	8	10	12

# Who is connected?

- Wholesalers : over 80% of the volume
  - 55% through the Certipost platform
  - 25% through the VAN/IBM (should migrate soon to the Certipost platform)
- Suppliers :
  - 35 active suppliers, potential 48
  - All major players – logos
- Supported by the E-Health Board with representatives from pharma.be, UNAMEC & DETIC, wholesalers
- 2 hospitals already connected (3 ship-to's)
  - CHU Liège and UZ Leuven
  - Potential : **130** sites (based on Infohos-hospitals 100, Medsoc 10 and Partezis +\_20)
- New opportunities:
  - Infohos
  - Partezis
  - Medsoc
- Partners in the project: Certipost & Smart I.T. Systems

# Business Case CHU Liège

## Sartilman

- Ordering
  - Same ordering procedure, same timing
  - Benefit: confirmation by the supplier
- Reception
  - Classical
    - Control of goods, delivery note and order
    - Key in of expiry date (Batch number if reconditioned)
    - Time 5 minutes per 10 lines
  - E-message
    - Control of goods, delivery note and order, expiry date and batch number
    - Time 1 minute per 10 lines
- Invoicing
  - Classical
    - Key in supplier, date, reference, order number
    - Comparison invoiced amount an amount in the order
    - Time 2 minutes
  - E-message
    - Comparison invoiced amount an amount in the order
    - Time 0.5 minutes
- Error handling
  - Takes 30 minutes per error
  - Classical error rate:  $60 / 17\ 406 = 0.3\%$
  - E-messages error rate:  $0 / 717$

# Registration procedure to be member of e-Health

(only for suppliers)

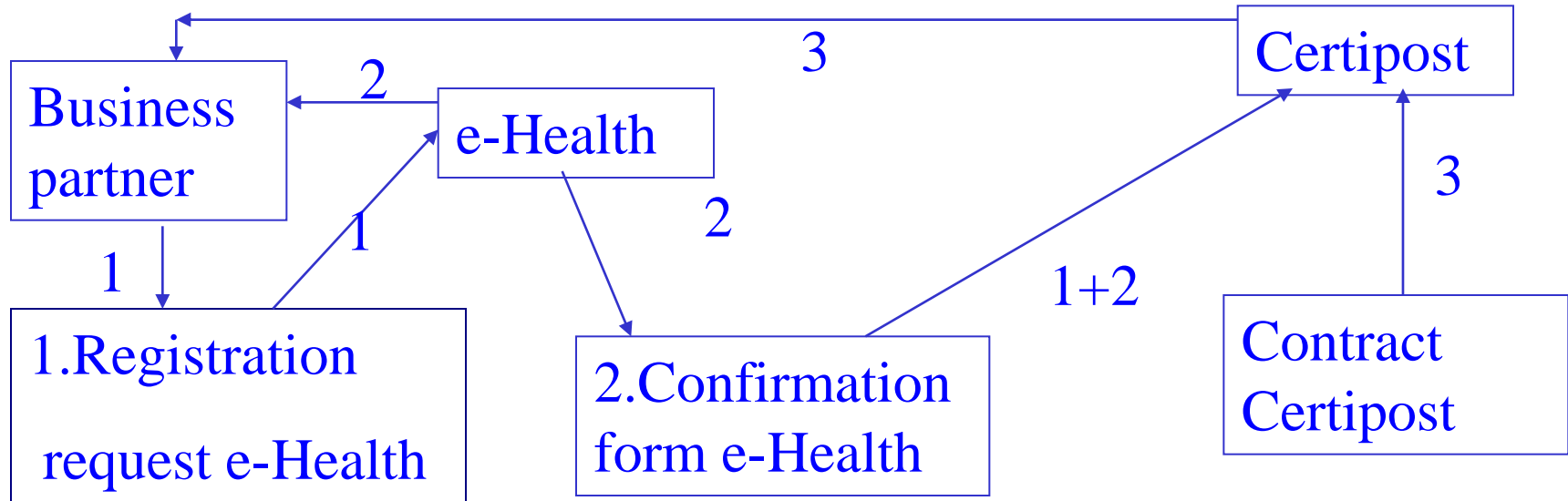
1. The supplier has to fill in the "e-Health registration " form (available on [www.e-Health-org.be](http://www.e-Health-org.be))
2. This form has to be sent out by fax to e-Health c/o Roche (02.525.82.71)
3. This candidature will be submitted to the e-Health Board
4. The supplier will be notified about vote decision of the e-Health Board and requested to pay the entry fee as member
5. Each member is invited to participate to the yearly statutory meeting of our association

# Registration procedure for customers and suppliers

## (Connectivity to the e-Health/Certipost platform)

1. The business partner has to fill in the "e-Health Certipost Application " form (available on [www.e-Health-org.be](http://www.e-Health-org.be))
2. This form has to be sent by fax to e-Health c/o Roche (02.525.82.71)
3. A confirmation form of this registration request with appropriate GLN codes will be sent back to the business partner by e-Health
4. E-Health will send at the same time these two documents to Certipost
5. Certipost will send a contract form to the business partner that has to be signed for the activation of this new account on the e-Health/Certipost platform and for the installation of the bizconnector
6. After these steps, the business partner can start with the exchange of e-messages

# Registration procedure for customers and suppliers



# Questions & Answers

Thank you for your attention

# **eHealth**<sup>vzw/asbl</sup>