



Abbott Australasia & the NPC

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Representing

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Abbott at a Glance

- Market-leading pharmaceuticals
- Advanced medical products
- Trusted infant, child and adult nutritional products

Our Business Strategy: Diversity

Worldwide Sales

(dollars in billions)



Yearly Sales Growth

Abbott in Australia

- Celebrated 70 years in Australia in 2007
- 300 + employees across AI, ANI, AV, ADD, APOC, ADC, AMD & AMO
- Core Pharmaceutical Products: Immunology, Cardiovascular, HIV Medicine, Metabolism, Anesthesia, Oncology
- We are committed to working with customers to improve supply chain processes for the benefit of both parties



Areas of Expertise

Pharmaceuticals	Medical Products	Nutritionals
Immunology	Diabetes Care	Pediatric Nutrition
Anaesthesia	Diagnostics	Medical Nutrition
Anti-infectives	Molecular	Healthy Living
Cardiovascular	Vascular	
Oncology	Hematology	
Neuroscience	Point of care	
Virology	Spine	
Pain Care	Animal health	
Renal Care		

Key Products

Pharmaceuticals	Medical Products	Nutritionals
Humira Kaletra Norvir Redactil Synagis Zemplar	Abbott PRISM Architect Emboshield Perclose ProGlide Starclose	Ensure Glucerna Isomil Pedialyte PediaSure Similac
 	 	 

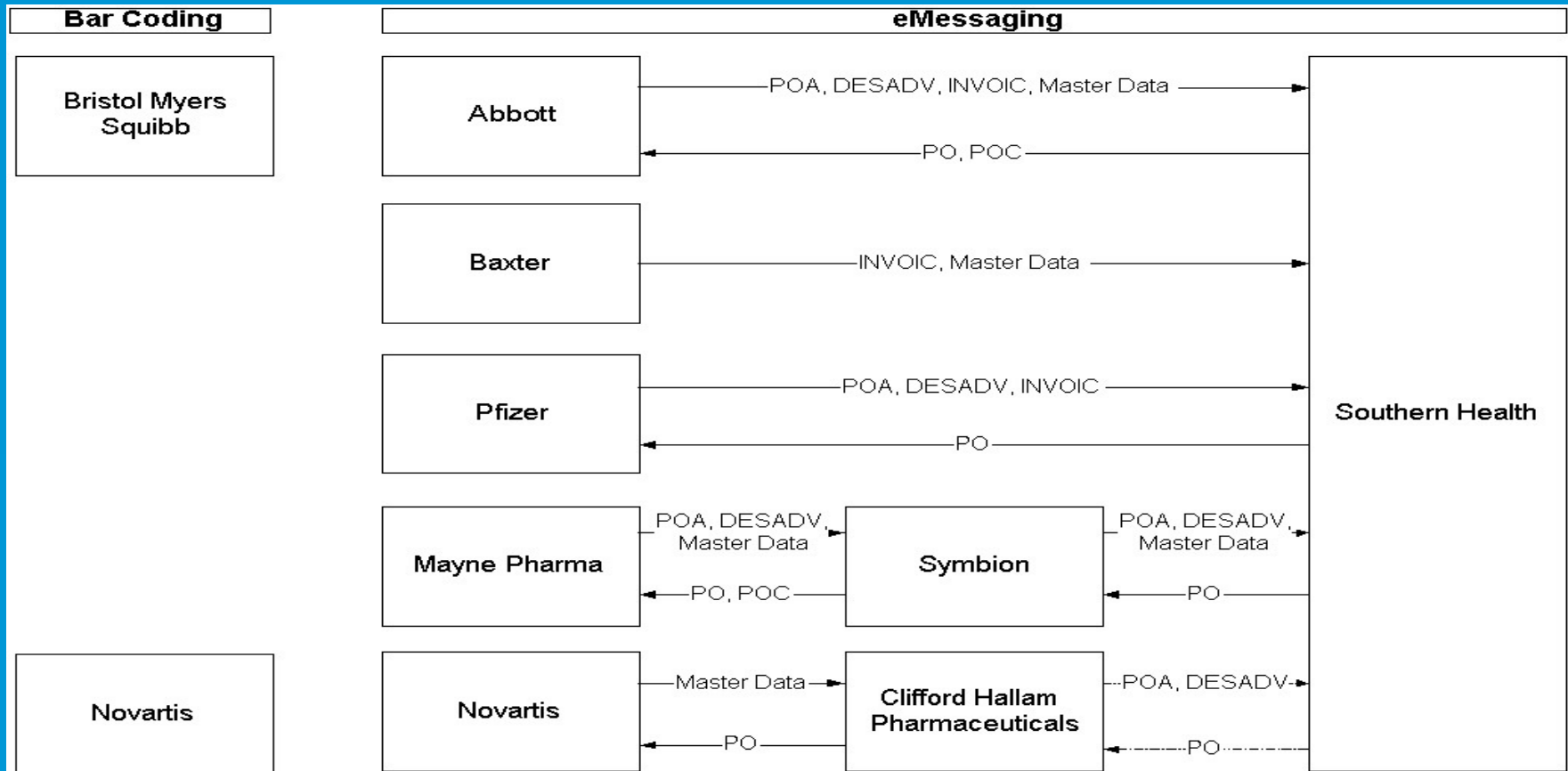
The Monash Project – our first step towards the NPC

- In 2006 the pharmaceutical business joined the Monash Project. Our intent was to pilot the use of standards in e-commerce between Abbott, Monash Medical Centre Pharmacy (Southern Health) & CH2
- Through involvement in the Monash Project we hoped to expand e-Commerce capability (limited to receipt of purchase orders via EDI from the major pharmaceutical wholesalers Sigma, API & Symbion).

The Monash Project Scope

- Harmonisation of GTINs and associated data
- Automatic & continuous sharing of item master data
- Purchase Order Receipt
- Purchase Order Acknowledgement
- Advanced Shipping Notice
- Electronic Invoicing

Monash Project Concept and Scope



The NPC Project – success factors

- The right team: Cross functional representation from Supply, Pricing, Regulatory, Customer Service, Distribution, IT, Finance
- Assistance from GS1 professional services
- Education/Awareness
- Commitment to meeting the deadline

Challenges - Australia

- Changes within our business (strategy, systems, staff)
- Competing priorities for limited IT resources
- Local initiative/global company (interim GTINs)
- Changes to business systems required to enable electronic trading
- Changing to the GS1 platform & NPC requirements

Challenges - Global

- Management awareness and understanding
- Multiple system landscapes
 - ERP
 - Master Data
- Mixed use products
 - Nutritionals in one country are Pharmaceuticals in others
 - Drug Device Combinations
- Attribute Proliferation
 - How many attributes are enough?
 - What is the true objective?
- Legacy numbering systems – Transition to GS1
 - Internal
 - External (Customers)

Benefits

- Efficiencies in maintaining product information for multiple customers in single source
- Reduction in error rates on orders
- Improved communication between supplier & customers
- Learnings around e-Commerce, global standards, product identification

Learnings

- The benefits of e-Commerce, global standards, product identification
- The advantages of much improved communication between supplier and customers - greater sense of collaboration (and sometimes shared frustration)
- Get started even if you don't have all the resources required - the future waits for no one & you can usually pick up what you need on the journey