

SingHealth's Supplier Forum 2015



Nov 12th 2015



Agenda

Start Time	Activity
11.15am	Registration
11.30am	Lunch
12.30pm	Welcome Address
12.45pm	SingHealth : An Update On Our Journey
1.45pm	Q&A
2.00pm	Awards Presentation
2.30pm	End of Session

Why Are We Here Today?

- Engagement with key leaders
- SingHealth Updates :



➤ Organisation



➤ Strategic Directions And Key Initiatives

➤ Effect of Change To Suppliers



Strong Partnership & Engagement facilitates

- Bringing the best thought Leaders to a common platform



- Proactive collaboration to achieve desired outcomes

- Respond in sync to fast paced Challenges in healthcare

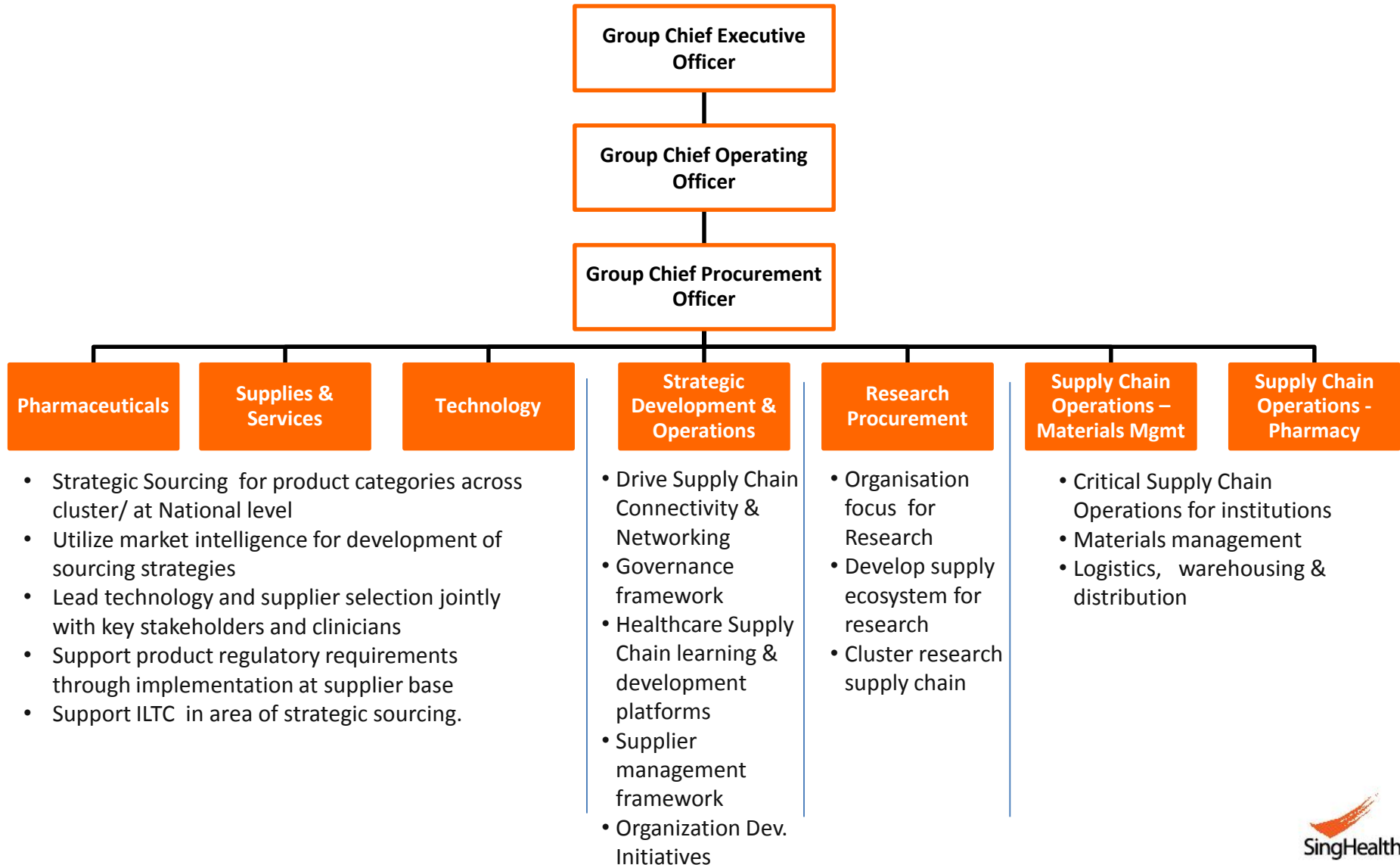


- Mutual growth

About GPO



GPO Organisation Structure



Group Procurement Office

Vision

To be the key driver of cost management and operational excellence in the healthcare supply chain

Mission

Reduction of Total Cost of Ownership in technology, supplies & services through:

- **Innovation & thought leadership**
- **External collaborations**
- **Stakeholders engagement**



Supply Chain Management - GPO Initiatives

Logistics

- Cluster's warehousing & logistics operations

**SHP's Logistics Hub:
Live on Oct 8.**

SHP Logistics Hub



Growing with SingHealth

- SC New infrastructure development & enablement team
 - ❑ Facilitate start-up needs for Supply Chain in new facilities

Dedicated GPO team to support commissioning of new buildings – subject matter experts.

Supply Chain Leadership

- Strategic sourcing @ National level



Supply Chain Management - GPO Initiatives

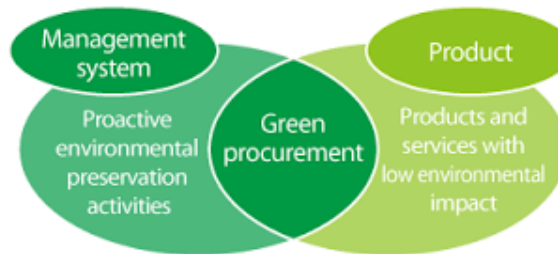
Contribute to Financial Sustainability

- Product standardization & consolidation of purchases
 - ❑ Partnering User Champions
 - ❑ Collaboration with Suppliers



Develop Supply Ecosystem

- Enhance research supply base
- Sustainable procurement policies
- Green Procurement



Enhance Supply Chain Connectivity : efficiency & patient safety

- eProcurement
- Track & Trace
 - ❑ Warehouse Management System
- Data Analytics



Suppliers' Role(s)



Supply Chain Management – Collaboration with Suppliers

- **Product standardization & consolidation of purchases**

- Collaboration with Suppliers



Suppliers Role

- Champion use of common products
 - Showcase options :
 - Annual product exhibition
 - Reverse expo
 - Coordinated business reviews
 - Poster exhibition
- Product life cycle approach
 - New products roadmap :
 - annual updates
 - Where-use, who-use, applications

Product Exhibition @ Singapore Healthcare Management



Singapore Healthcare
Management 2015

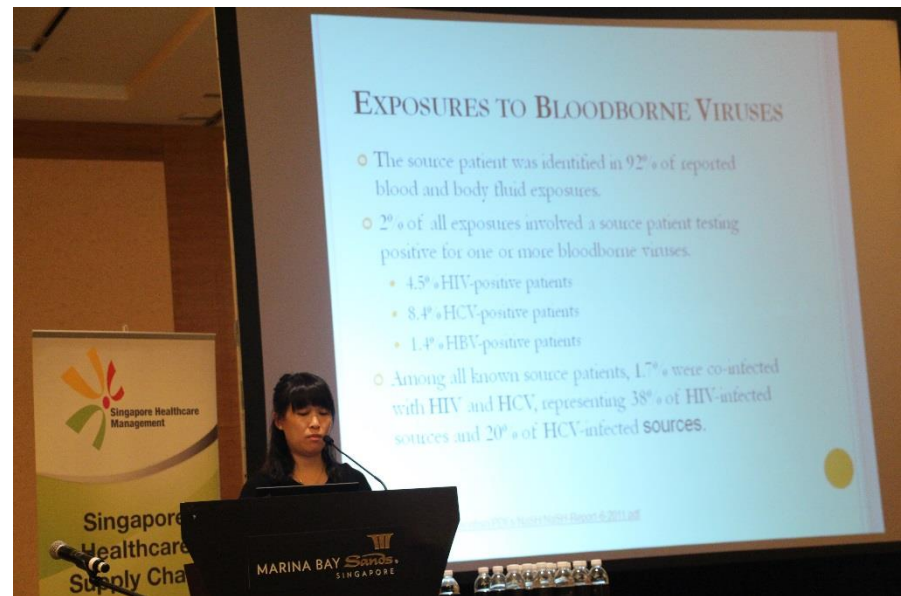
SHM2015

- 18-20 Aug 2015;
- >1000 attendees

SHM2016 : 16-18 Aug 2016



Reverse Expo 2015 in conjunction with SHM 2015



Poster Exhibition @ Singapore Healthcare Management



Total 210 posters across 7 categories -
Healthcare Providers scope

- Operations
- Finance
- Human Resource
- Communications
- Service Quality
- Supply Chain Management
- Risk Management

Suppliers' Participation Encouraged :
Showcase Of How You Have Collaborated With Healthcare Providers

Supply Chain Management – Collaboration with Suppliers

• Develop Supply Ecosystem

❑ Green Procurement Objectives



- Encourage the sustainable use of resources;
- Reduce impact on the environment (ecological footprint);
- Reduce waste;
- Improve environmental health;
- Improve human health;
- Contribute to community progress towards sustainability.

Possible Suppliers Role

- Know Your Upstream suppliers
 - Origin of sources
 - Declaration of compliance
- Use of environmentally preferred products
- Maximise safety
- Minimise habitat destruction
- Minimise toxicity
- Proper waste management

Supply Chain Management – Collaboration with Suppliers

Logistics

- Cluster's warehousing & logistics operations



Suppliers Role

- Changes to labelling, documentation & processing
 - Delivery notes/orders

Required information

SingHealth's			Supplier's	
Product description	Product code	Purchase Order #	Product description	Product code

Drop off at MMD's collection points

- Collaborate on changes on packaging, MOQ – to be advised as changes evolve.

eProcurement



Your continued support is needed :

Provision of catalogs

- Pictures of products
- Pictures of packaging

Registration on Ariba Supplier Network

Maintain Generic email

Respond on line via Ariba

Supply Chain Management - eProcurement

The screenshot displays the SingHealth eProcurement System interface. At the top, the navigation bar includes 'Home', 'Procurement', and 'Catalog'. The 'Catalog' tab is active. Below the navigation bar, there is a search bar with the text 'Search by part #, supplier name, or keyword'. The breadcrumb trail reads: 'Catalog Home > Purchasing Organization : (no value) > Supplier : GPHA_PHA1:PHAR Main Store > Category : Warehouse Stock'. The search results show '67 item(s) found' and 'Sort by: Relevance'. A product listing is visible for 'Rechargeable Ultrasonic Nebulizer Handheld Respirator Humidifier Health Care kit' priced at '\$32.00SGD'. The product image shows a blue handheld device with various accessories. The interface also includes a 'Filter By' section on the left with a search box and a list of filters: 'Keyword' (box (31), injection (28), tablet (13), sodium (10), 500ml (9), See More) and 'Price'.

- “ebay” shopping experience
 - *eCatalog covering all qualified/contracted products like ebay*

eProcurement



ePO

Pilot electronic Purchase Order



Pilot Partner's Portal



Collaboration & Communications

- Generic Email account
- Contact matrix
 - Senior Management
 - Accounts & Technical Teams

Working with SingHealth



Business Operational Guidelines

- It is SingHealth's practice to :
 - Deal with all suppliers in a completely fair and objective manner
 - Select suppliers in accordance with requirements or specifications
 - Each sourcing event is properly and fairly evaluated,
 - Evaluated by an appointed cross functional team.
 - Endorsed by approved authorities

Business Operational Guidelines

- SingHealth GPO has a no-gift policy
- Suppliers shall employ fair business practices providing accurate and reliable information.
- Suppliers need to observe protocol in accessing Users :
 - Appointments, with clear objectives of meetings
- Suppliers to conduct themselves in the highest standards of integrity.
- Specific concerns in business practices can be sent via email to Group Chief Operating Officer/Group Chief Procurement Officer

