Partnering to Create Value in the Healthcare Supply Chain

How PHSA and JJMD created win-win solutions in the end-to-end supply chain

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AGENDA

• Joint Value

• Implementing & Measuring

• Lessons Learned

• What’s Next?
Our innovation is aimed at helping people live longer, healthier lives

- Strong cadence of meaningful innovation fueling long-term above-market growth
- Focus on driving meaningful clinical and economic value
- Digital surgery goes beyond robotics to the entire continuum of care

Proprietary Johnson & Johnson Supply Chain.
JOINT VALUE

Individual goals and mutual objectives

**Service**
- Maintain or improve DC service levels to hospitals
- Ensure end users receive high levels of service and channel clarity

**Efficiency**
- Better connect DC inventory with upstream supply and planning
- Create supply chain predictability

**Visibility**
- Pull out non-price related supply chain costs
- Reduce cost-to-serve in channel. Visibility to channel for JJMD Products (ops, data, etc.)
JOINT VALUE

Individual goals and mutual objectives

Core Objective: Identify areas in the supply chain that will make a positive impact for both organizations (Win-Win)

Out of Scope: Product contracts and pricing

Focus Area: End-to-end supply chain flow
JOINT VALUE

Individual goals and mutual objectives

THE QUADRUPLE AIM

Vision: Province-wide solutions for excellence in health, every time

Credo: “We believe our first responsibility is to the patients, doctors and nurses, to mothers and fathers and all others who use our products and services.”
JOINT VALUE

Individual goals and mutual objectives

Key Areas of Mutual Influence

Product Handling

Channel Flow

Replenishment & Distribution