



Partnering to Create Value in the Healthcare Supply Chain

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

Grant Hunt, Provincial Director Warehouse & Logistics
British Columbia Provincial Health Services Authority

Bob Rowe, Manager Supply Chain Customer Solutions
Johnson & Johnson Medical Devices Canada

May 15, 2019



AGENDA

- Joint Value
- Implementing & Measuring
- Lessons Learned
- What's Next?

Johnson & Johnson

MEDICAL DEVICES COMPANIES

ETHICON

PART OF THE *Johnson & Johnson* FAMILY OF COMPANIES



PART OF THE *Johnson & Johnson* FAMILY OF COMPANIES



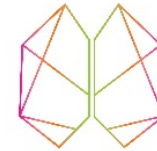
Biosense Webster

PART OF THE *Johnson & Johnson* FAMILY OF COMPANIES



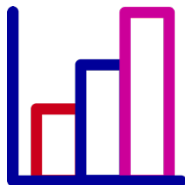
MENTOR

Make life more beautiful™



CERENOVUS

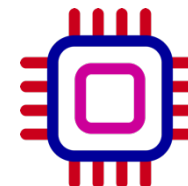
Our innovation is aimed at helping people live longer, healthier lives



Strong cadence of meaningful innovation fueling long-term above-market growth

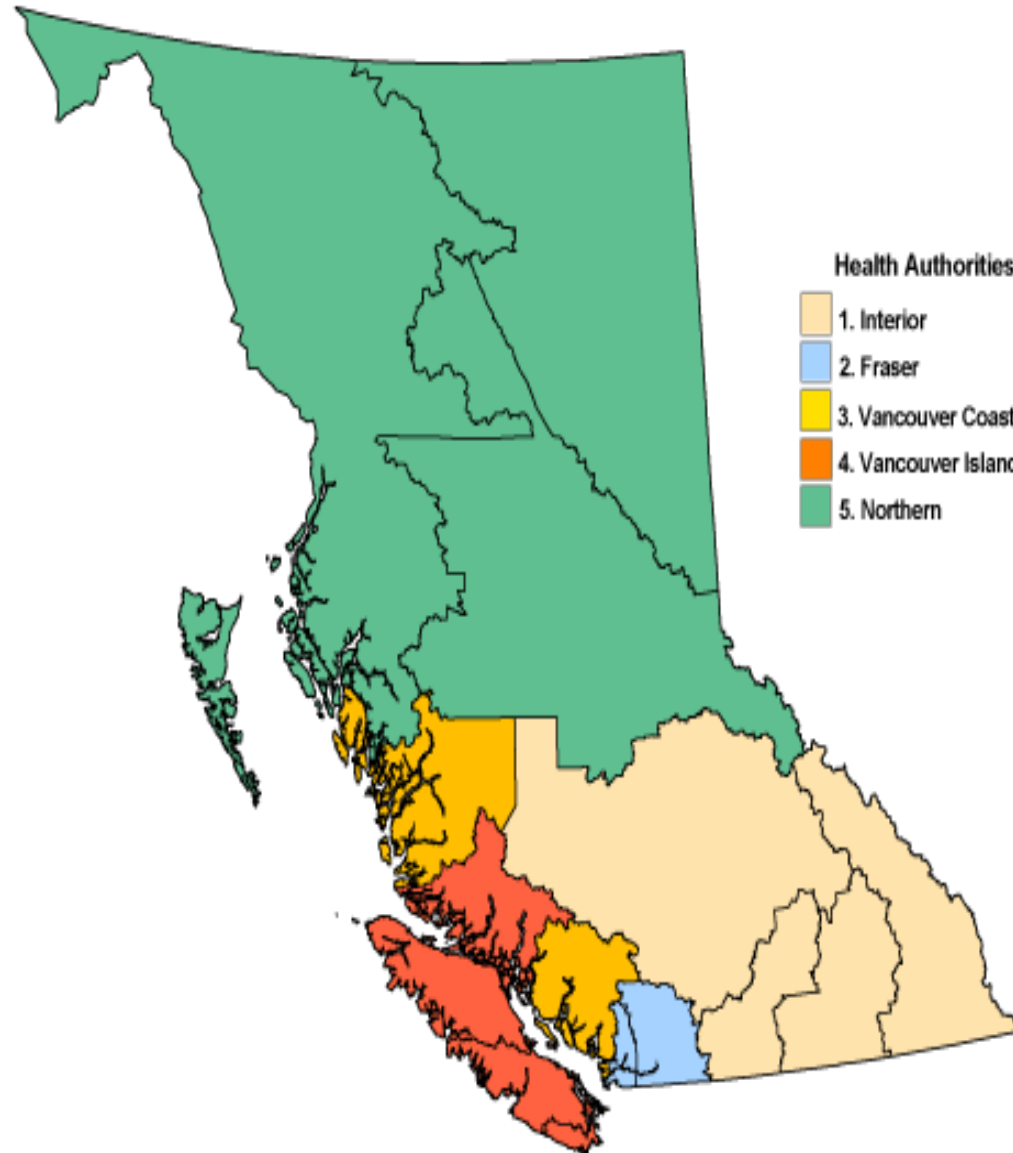


Focus on driving meaningful clinical and economic value



Digital surgery goes beyond robotics to the entire continuum of care

BC Health Authorities





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

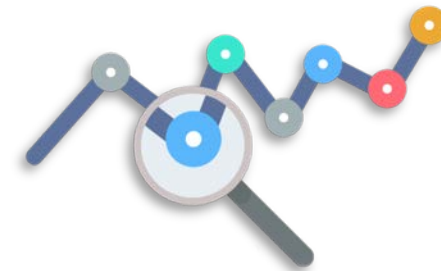
Individual goals and mutual objectives

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