November 29, 2021 Quick Quiz Results

Adopting Data Standards

Total Responses = 48

- Healthcare Industry Partner
- Healthcare Provider
- Other

November 29, 2021 Quick Quiz Results

Adopting Data Standards

Do you think the universal adoption of product data standards by both suppliers and providers is a critical component of advancing supply chain performance?

SMI

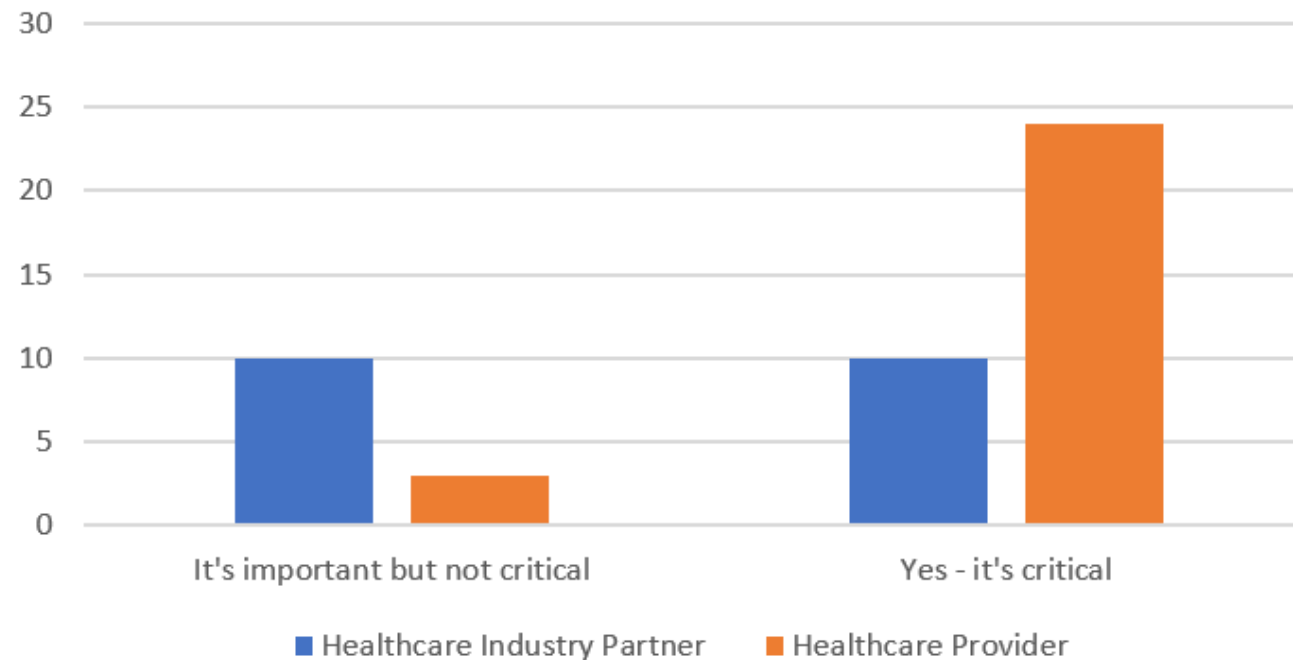**November 29, 2021 Quick Quiz Results**

Adopting Data Standards

What do you think is preventing product data standards from being fully implemented in provider organizations (please select all that you think apply)?

Other Comments – Industry Partners

Lack of Trust between supply partners
Not a priority given other priorities within the healthcare system.
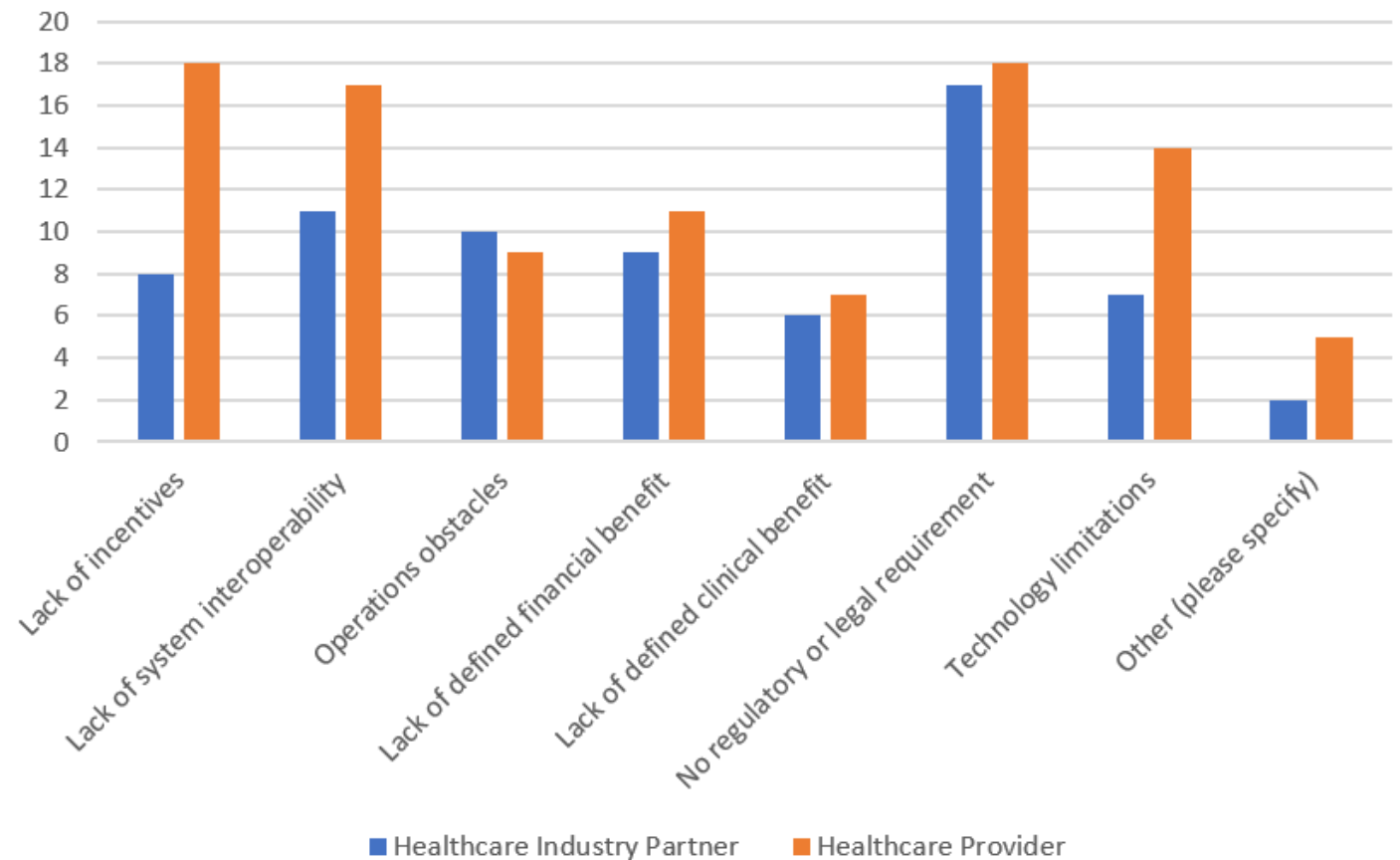
Other Comments – Providers:

No one treats it as a priority
Lack of understanding of how to implement standards into EMR/ERP systems
Vendor reluctance to advance the conversation around pricing transparency
Industry imperative lacking due to cost to comply or other agenda items; need regulatory intervention to move forward
Other priorities take precedent.

Category	Healthcare Industry Partner	Healthcare Provider
Lack of incentives	8	18
Lack of system interoperability	11	17
Operations obstacles	10	9
Lack of defined financial benefit	9	11
Lack of defined clinical benefit	6	7
No regulatory or legal requirement	17	18
Technology limitations	7	14
Other (please specify)	2	5

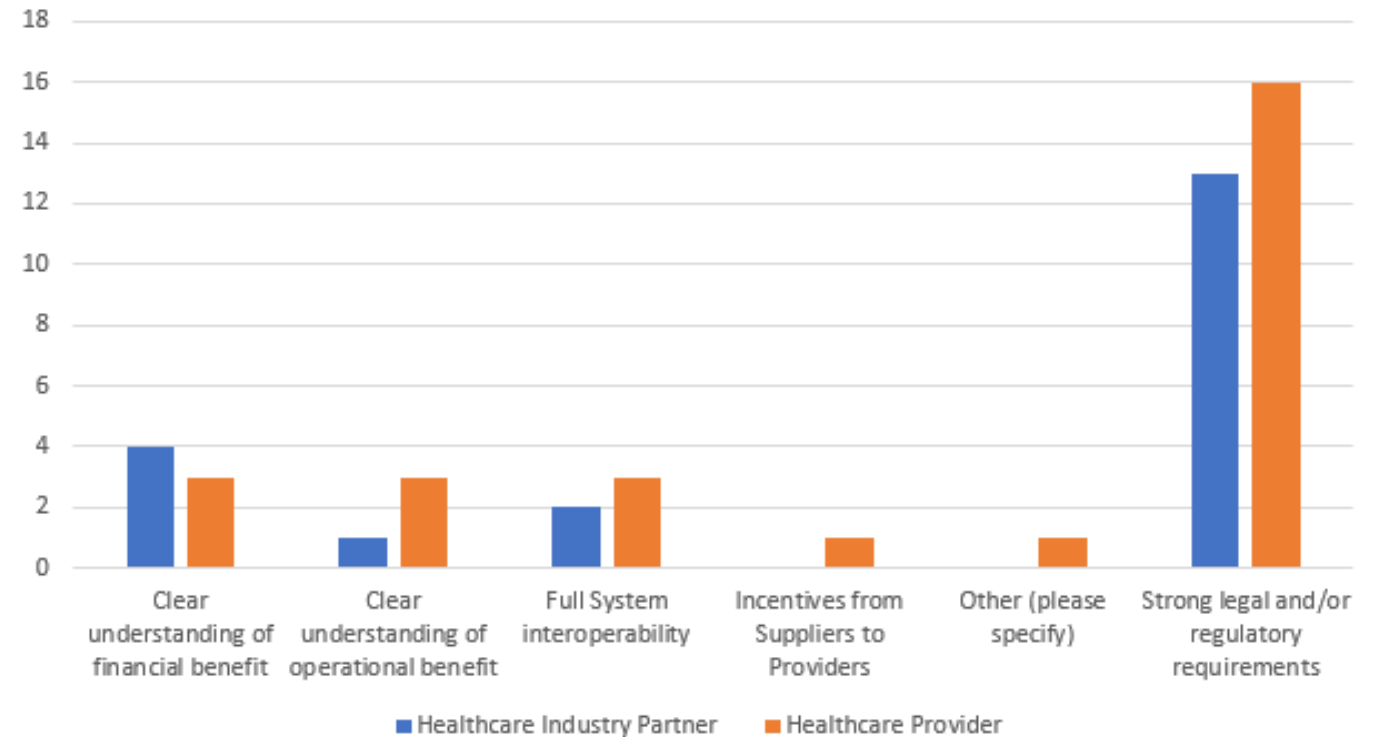■ Healthcare Industry Partner   ■ Healthcare Provider

![SMI logo]

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What do you think would be the most likely factor to accelerate adoption of product data standards by providers (select your single top choice)?

One comment from a Provider who said: "A how-to manual for each major ERP"

![SMI logo]

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What are the biggest challenges to suppliers due to the low adoption of product data standards by providers? (Please select all that apply)

Other Responses: Industry Partners

If healthcare providers don't leverage the UDI investments device manufacturers have made, our supply chain and various CER initiatives will remain sub-optimal.

Too much transparency of pricing

Suppliers need to maintain multiple methods of cross referencing data for products to allow for multiple methods of ordering electronically.

Standardization costs
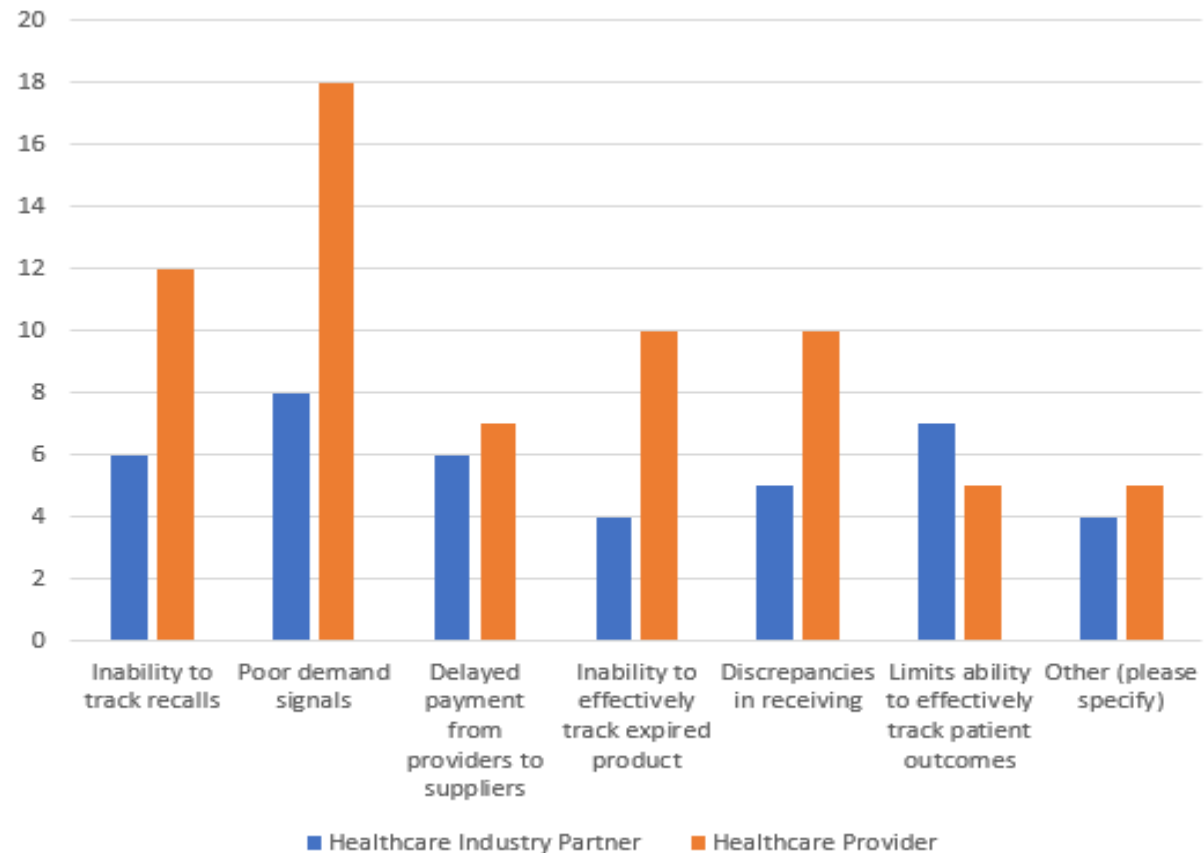
Other Responses: Providers

I don't think there are any significant challenges; that is one of the main reasons why they haven't adopted them.

Pricing transparency would erode their profits

Adoption and implantation of standards.

The cost to implement.

Lack of technology that would support the process. Investment in the Supply Chain helping and supporting best possible clinical outcomes.


Bar chart comparing Healthcare Industry Partner (blue) and Healthcare Provider (orange) responses:

- Inability to track recalls: Industry Partner 6, Provider 12
- Poor demand signals: Industry Partner 8, Provider 18
- Delayed payment from providers to suppliers: Industry Partner 6, Provider 7
- Inability to effectively track expired product: Industry Partner 4, Provider 10
- Discrepancies in receiving: Industry Partner 5, Provider 10
- Limits ability to effectively track patient outcomes: Industry Partner 7, Provider 5
- Other (please specify): Industry Partner 4, Provider 5

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Adopting Data Standards

What is the single biggest opportunity for suppliers if providers are able to fully adopt product data standards?

2 Other responses from Providers:

Consolidation of their sku's (especially ortho items)
Better transparency.
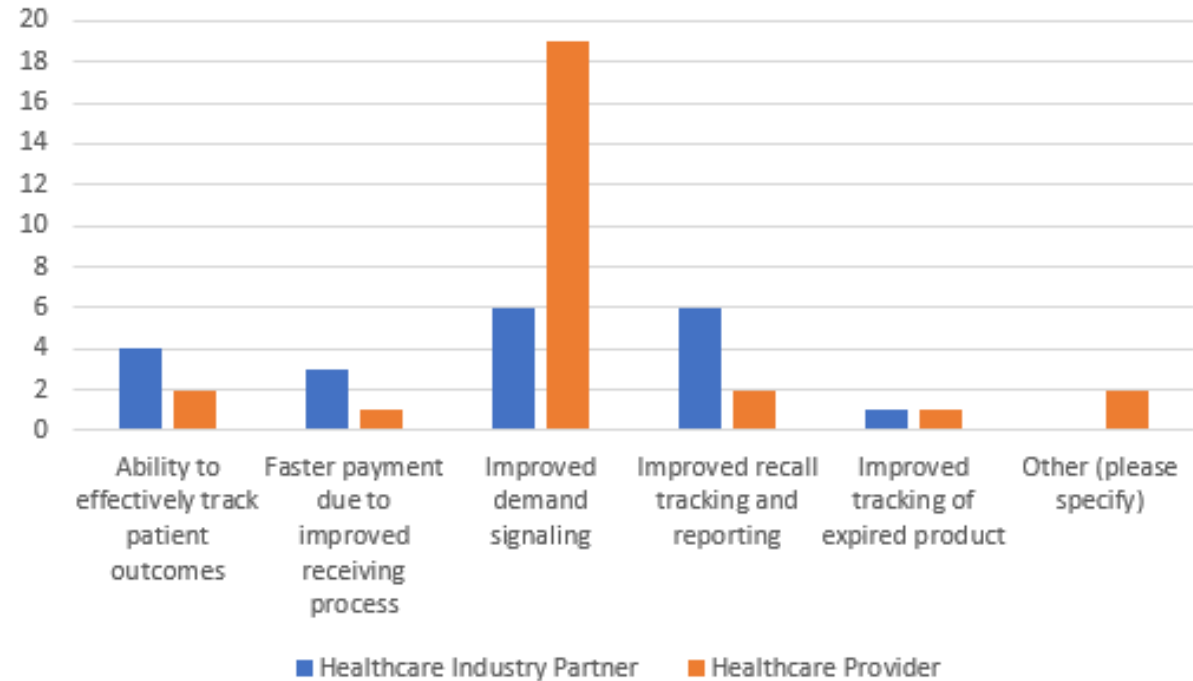
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Members shared their general comments on the adoption of data standards by Providers:

Comments from Industry Partners:

It is not a priority

Some healthcare providers are making effective use of product data standards and UDI. They are already benefiting. Many healthcare providers are passively observing. Other markets (China, EU) have expectations that hospitals will harness UDI and we are seeing some interesting initiative for UDI adoption.

As an industry we have been discussing this for over 20 years and nothing changes. Unless this becomes a legal requirement, nothing will change

Providers are at various levels of adoption and system sophistication. Without regulatory requirements, I believe data standards will continue to take a back seat to projects that directly impact patient care.

Lack of consistency and standardization

And Providers had lots of comments to share:

I think based on varying size and IT capabilities for small to medium hospitals, data standards could be difficult to manage in these facilities. They may not even be using internal EDI. I don't know a number, but several folks I've met still use manual PO and/or on-line services instead.

Operational struggles continue with changing codes, no 100% reliable data source, partial adoption

We are uniformly adopting data standards and incorporating them into our information systems/product data base.

We all would have fared so much better during the early months of the pandemic if we had product data standards.

Adoption needs to be part of the contracting and KPI process in order to drive compliance and hence support from the manufacturers...

Providers are ready, the actual adoption on the supplier side is more challenging with labeling and system changes.

Agree with the main problems identified in the survey, the reality of the situation is that until we can demonstrate the effectiveness of standard adoption to result in proven supply chain efficiencies (both financially and operationally), there will continue to be a lack of interest to invest the time and money to get technology and operating systems up to speed within the hospitals. Short of the proven method to ROI, would be to require it through regulatory bodies, which would be the quickest way to full adoption but very costly.

Many health systems are more than ready...the challenge for us is that there are not enough suppliers in that pool to support an efficient internal strategy for us. The suppliers could assist by providing the standard numbering and naming conventions for their products to the GPOs rather than only their traditional list of items. Could SMI develop a listing of SMI Member Suppliers and Providers who believe they are ready to leverage product standards and which standard(s) they are referring to?

This needs to be a priority and not a nice to have. Nice to haves regularly get pushed down the list.

If we all had to use a technology that tracked issued products (Lot, Serial, Exp.) from manufacture, distributor to internal distribution and ultimately point of use true visibility would be seen and manufactures could use this data to ensure product availability. Providers could explore wasted, lost, and reduce products provided outside of direct control based on data. With a canned report due to expire or recalled products could be identified and pulled to reduce risk to patients and meet regulatory standards... It would be a beautiful thing... it would however also reduce what the providers purchased from manufactures due to this visibility and cut into sales and profit. That could be a deterrent for some... over all start up cost of such technology and the resources that would be needed to have a streamlined, sustainable process would be a deterrent for the providers side of the house.

Providers do not, generally, have the bandwidth and resources to work on this initiative. Our day jobs get in the way. Short of some regulatory direction (not guidance, since guidance has no "teeth"), this will always get bumped to the back burner as a "nice to have".