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
**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.)

Proprietary Johnson & Johnson Supply Chain.
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

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

THE QUADRUPLE AIM

Clinical Outcomes

Clinician Experience

Patient Experience

Costs

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.”

Proprietary Johnson & Johnson Supply Chain.
JOINT VALUE

Individual goals and mutual objectives

Key Areas of Mutual Influence

Product Handling

Channel Flow

Replenishment & Distribution