



Improving Patient Safety and Supply Chain Efficiency



## Implementation **Plan**



## 2010 GLN Sunrise Explained:

A Collaborative Industry Implementation Plan  
for U.S. Healthcare

*Developed by the GS1 Healthcare US Location Identification Workgroup.*

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## Executive Overview

*"2010 GLN Sunrise Explained"* was developed by the GS1 Healthcare US® Location Identification (GLN) Workgroup to define the meaning of the 2010 GLN Sunrise initiative and to describe the actions needed for each supply chain partner to meet the industry sunrise goals. The purpose of this document is to provide:

- a definition of the 2010 GLN Sunrise goals,
- an implementation plan with specific actions for each supply chain partner, and
- a list of the GLN implementation resources available.

The Location Identification (GLN) Workgroup, composed of voluntary industry members from all segments of the supply chain, is focused on implementing the Global Location Number (GLN) in the U.S. healthcare system.

GS1 Healthcare US was established in January 2008 at the request of the U.S. healthcare industry to provide a forum for industry members to drive the adoption and implementation of GS1 Standards to improve patient safety and supply chain efficiency. There are currently five workgroups within GS1 Healthcare US, each focused on specific GS1 Standards initiatives: Location Identification (GLN), Product Identification (GTIN®), Global Data Synchronization Network® (GDSN®) Implementation, Traceability Adoption, and Application & Implementation.

## U.S. Healthcare Industry Sunrise Dates

Many industry associations, advocacy groups, organizations, and companies throughout U.S. healthcare have announced their support to adopt GS1 Standards to improve patient safety and supply chain efficiency. In order to accelerate wide-scale adoption and implementation, industry-accepted “sunrise” dates were established to standardize location and product identification throughout the U.S. healthcare supply chain. These industry sunrise dates include:

- **2010 GLN Sunrise** which calls for the adoption of GS1 Global Location Numbers (GLNs) in lieu of custom account/location numbers to standardize healthcare location information by December 31, 2010.
- **2012 GTIN Sunrise** which calls for the adoption of GS1 Global Trade Item Numbers (GTINs) in lieu of custom product numbers to standardize healthcare product identification by December 31, 2012. The 2012 GTIN Sunrise initiative also includes the use of the GS1 Global Data Synchronization Network (GDSN) to store and communicate the associated product attributes of each GTIN.

The industry-wide initiative to adopt GS1 Standards for location and product identification will help to ensure that the correct products are delivered to the correct locations at the correct time -- creating a safer, more efficient, and less expensive supply chain. Expected benefits include improved order and invoice processing, accurate chargeback and rebate processing, and efficient traceability/recalls.

### 2010 GLN Sunrise

Standards-based numbering systems are essential for efficient and effective communication of location information in supply chains. The industry established the 2010 GLN Sunrise initiative to achieve the benefits of standardized location identification for U.S. healthcare. The current use of multiple proprietary location identification numbers among supply chain partners is error-prone and inefficient. Without a standardized approach, supply chain partners assign their own proprietary location identification numbers, resulting in numerous numbers to manage and maintain for the same location. The use of GS1 Global Location Numbers (GLNs) avoids those problems. With a flexible approach to location identification, GLNs facilitate reliable and efficient management of precise location information.

The goal of the 2010 GLN Sunrise is industry-wide use of standardized location identification (GLNs) in lieu of custom account/location numbers. This means that by December 31, 2010:

- GLNs are assigned by location owners.
- GLNs are used in appropriate business transactions and processes between trading partners.
- GLN hierarchy is defined and maintained by location owners.
- GLN Registry for Healthcare® is used to facilitate correct location identification.

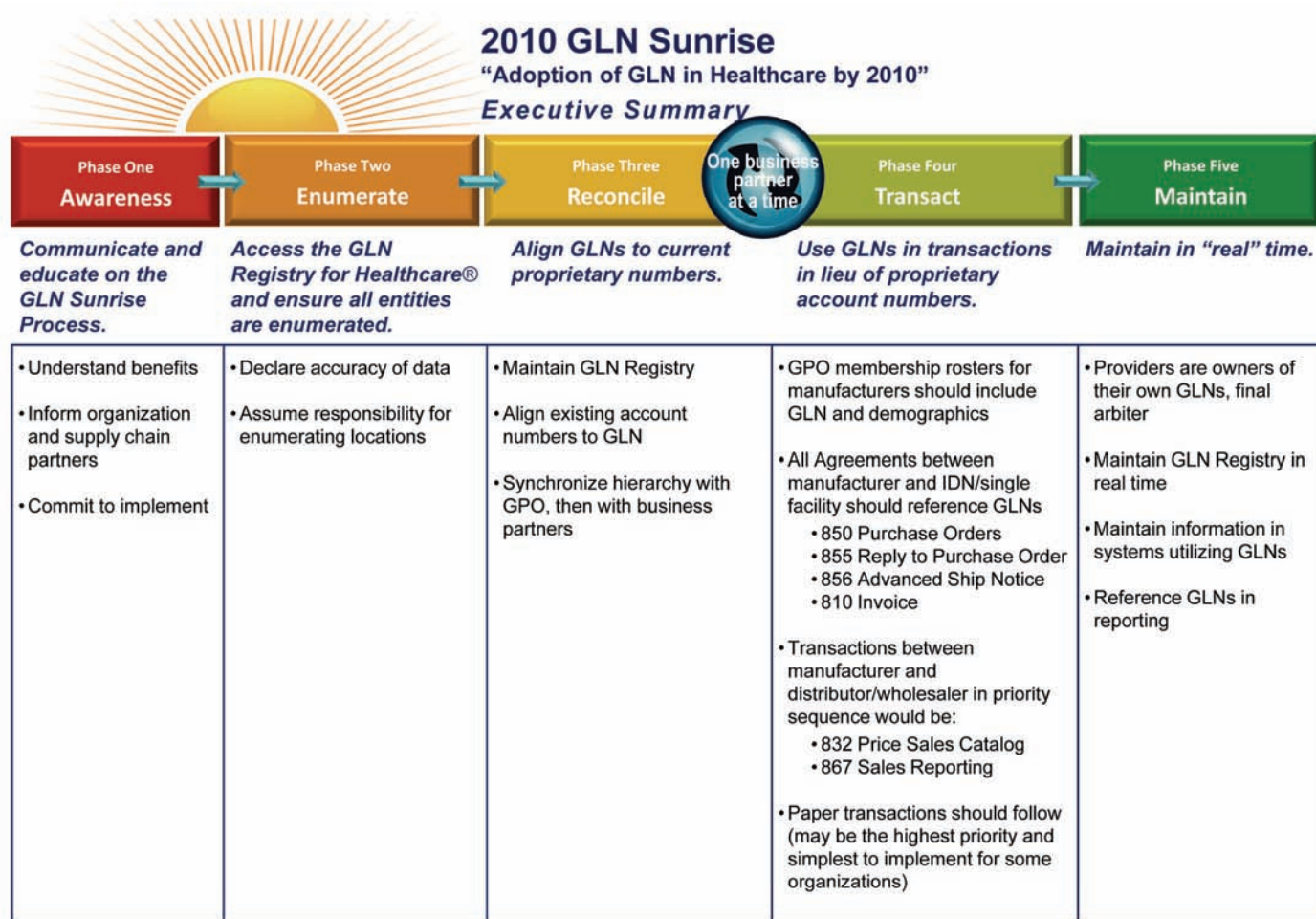
In order to achieve these goals, the Location Identification Workgroup worked together to define the meaning of 2010 GLN Sunrise and to identify the specific actions to be taken by each supply chain partner. From these recommendations, the workgroup created a collaborative industry implementation plan for use by all U.S. healthcare stakeholders.

## 2010 GLN Sunrise Implementation Plan

The Location Identification Workgroup developed a collaborative industry implementation plan to help healthcare providers and suppliers transition to GLNs by the 2010 GLN Sunrise date. The *2010 GLN Sunrise Implementation Plan* provides a phased approach to implementation that identifies specific actions to be taken by each supply chain partner and major milestones to measure progress. The five phases of the implementation plan are *Awareness*, *Enumerate*, *Reconcile*, *Transact*, and *Maintain*. An executive summary of the *2010 GLN Sunrise Implementation Plan*, along with specific details for each phase, are provided in this document.

The workgroup utilized the *GS1 Healthcare US Provider and Supplier GLN Tool Kits* as the foundation for the implementation plan. It is recommended that you read these materials first in order to learn about the basics of GLN, the benefits, and the resources available for a successful implementation in your organization.

Diagram 1: The 2010 GLN Sunrise Implementation Plan – a phased approach to adoption



**All Actions Apply to Providers, Distributors, Manufacturers, and GPOs.**



# Phase One: Awareness

Communicate and educate on the GLN Sunrise Process.



## Providers / Distributors / Manufacturers / GPOs

An organization's supply chain leaders and staff know about GLNs and their benefits, as well as standards in general, and commit to implement.

- 1: Understand benefits.
- 2: Inform organization and supply chain partners.
- 3: Commit to implement.

# Phase Two: Enumerate

Access the GLN Registry for Healthcare and ensure all entities are enumerated.



An organization accesses the GLN Registry for Healthcare, establishes users/approvers, and reviews their hierarchy.

## Providers

- 1: Declare the accuracy of data and maintain in real-time as business partners rely exclusively on the accuracy of this data.
- 2: Assume responsibility for enumeration of locations for *Order-by/Sold-to*, *Ship-to*, *Bill-to*, and *Paid-by* levels with GLNs.

## Distributors / Manufacturers

- 1: Declare the accuracy of data and maintain in real-time.
- 2: Enumerate the *Order-from* and *Pay-to/Remit-to* locations with GLNs.

## GPOs

- 1: Initially enumerate locations at *Ship-to* level until the provider assumes responsibility.
- 2: Assist provider members with education, hierarchy design and general enumeration strategy.
- 3: Display *Ship-to* locations with GLNs within their roster.
- 4: Assist with member adjudication, understanding that the final decision is made by the provider.



## BEST PRACTICES: Enumeration

### For All

- Initial hierarchy within the GLN Registry should follow the GPO roster.
- To speed adoption, limit your effort to the *Ship-to* level initially.
- Eligibility determinations made via the GPO roster, not the GLN Registry.
- “Class of Trade” (COT) in the GLN Registry is based on provider and GPO criteria. The eligibility criteria for membership is still subject to trading partner interpretation.

### Providers

- Manage your own GLNs.
- Only manage owned facilities.
- Modify the initial hierarchy as necessary.
- Declare your readiness to trade GLNs.

### GPOs

- Manage GLNs for affiliates until you can transfer responsibility to the affiliates themselves.
- Maintain unique identifiers *and* GLNs for a transitional period of time to speed adoption. GLNs appear on GPO rosters.

## Phase Three: Reconcile

Align GLNs to current proprietary numbers.



Organizations commit to utilize the GLN Registry for rosters/membership maintenance.

### Providers

- 1:** Maintain data in the GLN Registry in “real” time.
- 2:** Begin to utilize GLNs to identify business partners in internal systems.
- 3:** Work with business partners to align existing account numbers to GLNs.

### Distributors / Manufacturers

- 1:** Begin to utilize GLNs to identify business partners in internal systems.
- 2:** Work with business partners to align existing account numbers to GLNs.
- 3:** Align existing account numbers and GPO proprietary IDs to GLNs, where applicable.

### GPOs

- 1:** Work with business partners to align existing internal account numbers to GLNs.



**Initially, the actions in Phase 3 and Phase 4 should be taken with one business partner at a time. Transacting with GLNs will require a provider / distributor / manufacturer / GPO to plan and implement with each of their business partners one at a time.**



## BEST PRACTICES: Reconciliation

GLNs in GPO rosters refer to *Ship-to* locations. When replacing custom account numbers with GLNs in business documents, supply chain partners should match the GPO *Ship-to* GLNs as follows:

- GPO: match to provider
- Distributor: match to internal account numbers
- Manufacturer: match to internal account numbers

## Phase Four: Transact

Use GLNs in transactions in lieu of proprietary account numbers.

| GLN Type | GLN Description  | GLN Example          |
|----------|------------------|----------------------|
| 1        | Company GLN      | 12345678901234567890 |
| 2        | Plant GLN        | 12345678901234567890 |
| 3        | Warehouse GLN    | 12345678901234567890 |
| 4        | Store GLN        | 12345678901234567890 |
| 5        | Department GLN   | 12345678901234567890 |
| 6        | Product GLN      | 12345678901234567890 |
| 7        | Service GLN      | 12345678901234567890 |
| 8        | Location GLN     | 12345678901234567890 |
| 9        | Person GLN       | 12345678901234567890 |
| 10       | Organization GLN | 12345678901234567890 |

Organizations use GLNs in transactions to identify themselves and their business partners, replacing the use of proprietary account numbers.

### Providers / Distributors / Manufacturers / GPOs

- 1:** Agreements between the manufacturer/distributor and GPO should specify that membership rosters should be submitted with the GLN as the identifier and the applicable demographics for their membership, and that payments back to the GPO should also include the GLN and demographics.
- 2:** Agreements between the manufacturer and IDN/Single Facility should reference the customers covered using the customer's GLN and demographics.
- 3:** Agreements between the manufacturer and distributor/wholesaler should detail electronic transactions. The use of 832 (Price/Sales Catalog) & 867 (Sales Reporting) should reference GLNs.
- 4:** Agreements between the distributor/wholesaler and IDN/Single Facility should use GLNs. Provider agreements with their trading partners should include locations (address) listing as appropriate.
- 5:** Recommend GLNs replace custom identifiers in the following processes for both electronic and EDI transactions. *This should be your first priority as it is scalable and repeatable.:*
  - 850 [Purchase Order (PO)]
  - 855 (Reply to PO)
  - 810 (Invoice) later in process
  - 856 (Advanced Ship Notice)
- 6:** Replacement of GLNs in paper transactions should follow as business partners are technically capable.







Based on input from all segments of the healthcare supply chain, the Location ID Workgroup recommends the following prioritization of EDI transactions for GLN implementation.

## EDI Business Transaction Priority

### *First Priority*

|     |                               |                                                                                                                                 |
|-----|-------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 850 | Purchase Order                | Purchase order submission from buyer to seller; also accommodates stand-alone, consignment and blanket order business scenarios |
| 855 | Purchase Order Acknowledgment | Response from seller to buyer on processing of the purchase order                                                               |

### *Second Priority*

|     |                                                |                                                                                                                                                                                                                                                                                                                                                                                          |
|-----|------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 856 | Advance Ship Notice/Manifest                   | Identification of product in a pending shipment from the seller to the buyer                                                                                                                                                                                                                                                                                                             |
| 810 | Invoice                                        | Request for payment from seller to buyer                                                                                                                                                                                                                                                                                                                                                 |
| 867 | Sales Reporting/Product Transfer/Resale Report | The transaction set can be used to: (1) report information about product that has been transferred from one location to another; (2) report sales of product from one or more locations to an end customer; or (3) report sales of a product from one or more locations to an end customer, and demand beyond actual sales (lost orders). Report may be issued by either buyer or seller |

### *Third Priority*

|     |                                           |                                                                                                                               |
|-----|-------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|
| 832 | Price/Sales Catalog                       | Exchange of product and product price information from the seller to the buyer; may also be used to load a product catalog    |
| 844 | Product Transfer/Account Adjustment       | An exchange of data in the form of a debit, credit, or request for credit relating to pre-authorized product transfer actions |
| 845 | Price Authorization Acknowledgment/Status | A vendor or manufacturer transmits data relative to the status of or changes to outstanding price authorizations              |



## BEST PRACTICES: Rebates/Chargebacks

Recommend that GLNs replace custom identification numbers in all rebate/charge back processes, electronic transactions and documents:

- 867 Sales Reporting, Product Transfer, Resale Report
- 844 Product Transfer, Account Adjustment

# Phase Five: Maintain

Maintain in “real” time.



Data is maintained in the GLN Registry in “real” time to facilitate ongoing data quality and transactional efficiency.

## Providers

- 1: Maintain your GLN hierarchy in the GLN Registry in “real” time, resulting in database of record for business partners communication.
- 2: Become final arbiter of GLN (i.e., all disputes are adjudicated via the provider).

## Distributors / Manufacturers

- 1: Maintain information in systems utilizing GLN (i.e., ship/order; sales tracing; contracts).
- 2: Access the GLN Registry to maintain location information.
- 3: Accept final judgment of provider on accuracy of GLN.

## GPOs

- 1: Maintain roster membership lists using only GLN, and have reporting/fees done by GLN.\*
- 2: Assist with member adjudication, understanding that the final decision is made by the provider.

\* The GPO proprietary identifier and the GLN will be maintained on the GPO roster for a transitional period of time.

# GLN Resources

## 2010 GLN Sunrise Resources:

<http://healthcareportal.gs1us.org/AreyouReadyfor2010GLNSunrise/tabid/72/Default.aspx>

*Links to all of the GLN resources listed below and more are available on this web page.*

## Implementation Tools

- GLN Healthcare Provider Tool Kit
- GLN Healthcare Supplier Tool Kit
- Healthcare Provider GLN Quick Start Guide
- Healthcare Supplier GLN Quick Start Guide
- GLN Registry for Healthcare® Website (click on “Sign Up” to subscribe)

## Industry Use Cases

- Mayo Clinic / Cardinal Health GLN Implementation White Paper
- Seton Family of Hospitals / BD Success Story
- Print Media Success Story
- GS1 Healthcare US GLN GPO Roster Pilot Report
- Minnesota Pilot Phase 1 - GLN Registry for Healthcare® Recommendations for Providers, Manufacturers and Distributors Based on Lessons learned from the Minnesota Pilot
- Minnesota Pilot Phase 2 - Process Map for Healthcare Using Global Location Numbers (GLNs) and the GLN Registry for Healthcare

## Education

- GS1 Healthcare US Webinars

## GLN Related Meetings

### **GS1 Healthcare US Location ID Workgroup**

- Weekly, GS1 Healthcare US members

### **GLN Registry Steering Committee**

- Monthly, GLN Registry subscribers
- Membership by Charter

### **GLN Registry Technical User Subcommittee**

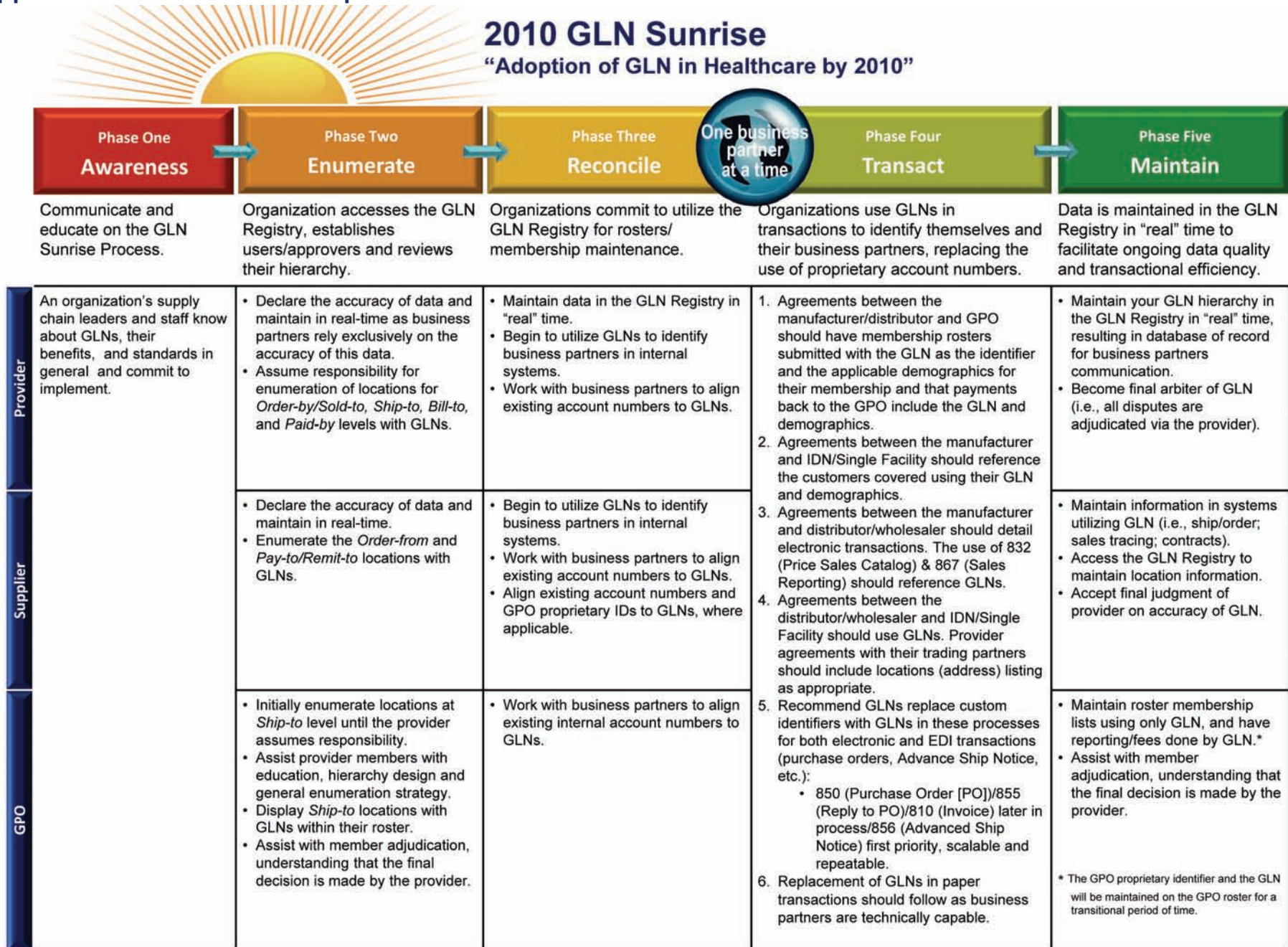
- Monthly, GLN Registry subscribers
- Membership by Charter

### **GLN Registry User Group**

- Monthly, 2nd Tuesday, 11AM ET, open to all

To learn more about any of the GLN meetings listed here, contact GS1 US at [GS1HealthcareUS@gs1us.org](mailto:GS1HealthcareUS@gs1us.org)

## Appendix: 2010 GLN Sunrise Implementation Plan



# About GS1® and GS1 US™

## About GS1®

GS1 is a neutral, not-for-profit organization dedicated to the design and implementation of global standards and solutions to improve the efficiency and visibility in supply chains. GS1 is driven by more than a million companies, who execute more than six billion transactions a day with the GS1 System of Standards. GS1 is truly global, with local Member Organizations in 108 countries, with the Global Office in Brussels, Belgium.

## About GS1 US™

GS1 US is the Member Organization of GS1 that serves companies in the United States. As such, it is the national implementation organization of the GS1 System dedicated to the adoption and implementation of standards-based, global supply chain solutions in the United States. GS1 US currently serves over 200,000 U.S. member companies -- 16,000 of which are in healthcare.

## About GS1 Healthcare

GS1 Healthcare is a global, voluntary healthcare user group developing global standards for the healthcare supply chain and advancing global harmonization. GS1 Healthcare consists of participants from all stakeholders of the healthcare supply chain: manufacturers, wholesalers & distributors, as well as hospitals and pharmacy retailers. GS1 Healthcare also maintains close contacts with regulatory agencies and trade organizations worldwide. GS1 Healthcare drives the development of GS1 Standards and solutions to meet the needs of the global healthcare industry, and promotes the effective utilization and implementation of global standards in the healthcare industry through local support initiatives like GS1 Healthcare US in the United States.

## About GS1 Healthcare US®

GS1 Healthcare US is an industry group that focuses on driving the adoption and implementation of GS1 Standards in the healthcare industry in the United States to improve patient safety and supply chain efficiency. GS1 Healthcare US brings together members from all segments of the healthcare industry to address the supply chain issues that most impact healthcare in the United States. Facilitated by GS1 US, GS1 Healthcare US is one of twenty-four local GS1 Healthcare user groups around the world that supports the adoption and implementation of global standards developed by GS1.

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