



**Leadtec**<sup>TM</sup>

## Leadtec Gets Healthcare Supplier Ready for E-Trading

Leadtec has successfully launched Western Australian health and medical supplies company, Medical Sales & Service, onto the National Product Catalogue (NPC) - in time and on budget.

The implementation has ensured that the company is now compliant with current industry requirements and will be able to embark on the next stage of online trading with its clients - end to end e-trading.

Medical Sales & Service is a major player in the Western Australian healthcare sector. Providing a large range of medical consumables and capital items, the company is a preferred supplier to numerous government and private hospitals in the state, as well as around Australia.

In 2009, Medical Sales & Service received a directive from the Western Australian Department of Health and the National E-Health Transition Authority (NEHTA) to have their product and pricing data available on the NPC.

The NPC is a single, centralised repository of product and pricing healthcare data, hosted by GS1 Australia on its GS1net<sup>TM</sup> - a data synchronisation platform. The platform enables the secure sharing of item data, such as product identifiers and descriptions, units of measure, package contents, product classification, pricing and other healthcare information.

Angela Hariohoedojo, CEO, Leadtec said, "The big challenge for us was to get Medical Sales & Service on to the NPC under stringent time constraints. To do this, we worked very closely with the company and GS1 to get them uploaded on time and ensure that all data synchronisation requirements were met."

### **A smooth operation**

To get Medical Sales & Service up and running on the NPC, Leadtec developed a multi-layered approach. This included; connecting the company to GS1net accessing product and pricing data from the existing ERP system, using Leadtec's InSynch solution, and

## Case Study: Medical Sales & Services

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uploading this data on to GS1net creating maps to translate and streamline data validating data against a set of business rules prior to sending it to GS1net, using Leadtec’s Validator solution generating email notifications through Validator on the ‘data status’, enabling corrective actions to be taken generating response emails from GS1net which notify the company when product and pricing data has been validated and uploaded on to the system creating a back up system by sending data which is uploaded onto GS1net back to InSynch in case of data loss.

The new system provides Medical Sales & Service with accurate data upload and an accurate trading cycle, reduced costs and errors through the elimination of manual data processes, and increased data security through encryption and authentication.

The final result is an integrated system that is fully compliant with industry requirements and ready for the next stage of e-messaging.

Rod Dowding, Sales Manager, Medical Sales and Service, said, “The success of this project was integral to our business going forward. Thanks to Leadtec, we have been able to meet government requirements on time, improve our business efficiencies and increase the quality of our trading

relationships. With e-messaging now integrated into our supply chain, end to end e-trading is a reality for us which has simplified our business considerably.”



**For further information about Leadtec’s electronic data translation gateways please contact:**

Max Ng  
eCommerce Project Implementations Team Leader  
max.ng@leadtec.com.au

Angela Hariohoedojo  
CEO  
angelah@leadtec.com.au