

THE HEALTH INDUSTRY NUMBER SYSTEM

HIN Q & A

A PROCUREMENT DILEMMA

The materials management process is a fundamental but complicated activity for all healthcare organizations, regardless of size. Managers and administrators are burdened with the task of establishing and maintaining multiple identifiers for each of their suppliers, as well as for each facility and ship-to location at which they receive products. Given the number of suppliers and delivery locations, there are potentially thousands of proprietary numbers to maintain. The task can be overwhelming in complexity and a significant drain on both human and financial resources.

THE SOLUTION

In 1988, the healthcare industry undertook an effort to address the issue and streamline the process. The Health Industry Number (HINfi) System is the result. During the past fifteen years HIN has been successfully deployed within the supply chain to streamline manufacturer-supplier/distributor-GPO processes, and has now been expanded to allow providers to directly use it and benefit as well. Provider organizations will now be better able to manage their procurement functions when interacting with their trading partners, with GPOs and others.




WHAT IS THE HIN?

The HIN is a nine-character, alphanumeric identifier that is assigned to every facility, delivery location and business activity

With a HIN

1 Hospital, Multiple Buying Locations
Uses the same customer identification number with every supplier.

720060F00

 Pharmacy	M/S Distributor Rx Distributor Vendor 1 Vendor 2 Vendor 3 720060FFA
 Purchasing	M/S Distributor Vendor 7 Vendor 9 Vendor 10 Vendor 2 Vendor 3 720060FF0
 Laboratory	Vendor 14 M/S Distributor Vendor 22 Vendor 3 720060FF6

Without the HIN: Multiple suppliers delivering to multiple locations requires the maintenance of thousands of proprietary numbers. This requires the continual maintenance and cross referencing of very detailed information by both hospitals and suppliers - a time and resource consuming task.

Without a HIN

1 Hospital, 1 Buying Location
Has a unique Customer Number with each Supplier.



# 4567-AC5		M/S Distributor
# HJ2345B-54		Rx Distributor
# 765724435		Vendor 1
# 21DS-1		Vendor 2
# ERTE346		Vendor 3

Without the HIN: Each hospital must establish and maintain different customer identification numbers for each supplier (above) and for each ship-to location within their facility.

in the healthcare supply chain. Each HIN is consistent, unique, and flexible enough to represent a facility as well as the numerous ship-to locations within its organization.

The first seven positions of the HIN comprise the "base HIN" which identifies a health care entity at a particular location. The seventh position of a base HIN is a check-digit for verifying the first six positions.

The last two positions of the HIN comprise the suffix that uniquely identifies a specific ship-to location, alternative location or a functional affiliation with the entity.

WHY USE THE HIN?

Many participants in the healthcare supply chain have already realized the benefits of the HIN System. Further benefits can now be derived by provider organizations, including:

✓ Reduce Administrative Resources

By using the HIN when communicating orders or talking to suppliers, an organization can eliminate the maintenance of supplier assigned customer numbers. Staff no longer needs to look up and/or remember potentially thousands of supplier assigned customer identification numbers, resulting in a reduction in many manual operations.

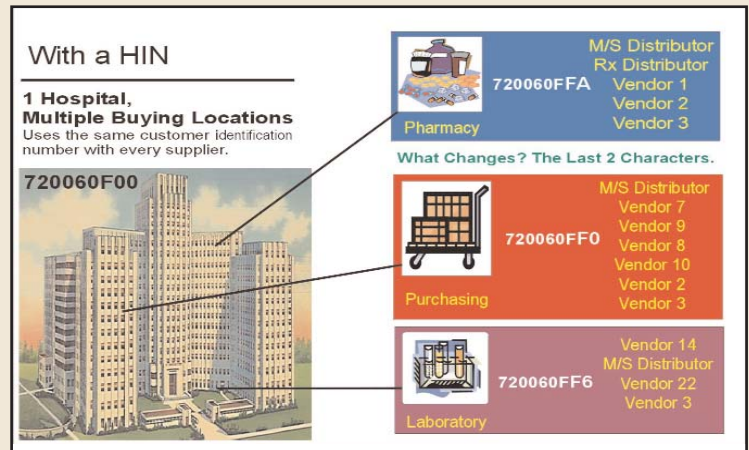
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✓ Providers Control Definition

Through use of the HIN and communication with HIBCC, provider organizations can define who they are and how their trading partners view them in a consistent framework.

✓ Facilitate Accurate Pricing And Reporting

By providing a common and consistent identification to its suppliers, organizations can eliminate the confusion of disparate identifiers and ensure that all its trading partners are using the same accurate view. This is a critical function when communicating membership for contracting and sales reporting.



With the HIN: Utilizing the HIN, a hospital and its many suppliers communicate using a common and consistent view - streamlining the administrative process.

HOW DOES THE INDUSTRY USE HIN?

HIN has become an integral component of many supply chain processes, including:

- membership and pricing eligibility;
- drug pricing;
- sales reporting;
- drop shipments;
- contract administration;
- and rebate reconciliation.

Through a centralized and standardized repository, the HIN System provides consistency and accuracy of customer identification for hundreds of major manufacturers, distributors and provider organizations, as well as US government agencies such as Department of Defense, US Public Health Service, VA Hospital System and the Centers for Disease Control.

HIN has been endorsed by the Efficient Healthcare Consumer Response (EHCR) initiative as a key tactical enabler for reducing supply chain costs, and is also endorsed by the Healthcare Distribution Management Association (HDMA) and the Health Industry Distributors Association (HIDA) for customer identification in their contract administration guidelines.

WHO MAINTAINS THE HIN?

The HIN System is maintained in a common, centralized database that is administered by the Health Industry Business Communications Council (HIBCC). HIBCC is an industry-sponsored, non-profit standards development organization (SDO) that was founded by major health-care associations in 1983 and is accredited by the American National Standards Institute (ANSI). In addition to HIN, HIBCC also maintains many industry stan-

dards in support of efficient e-commerce applications, including: Health Industry Bar Code (HIBC) Standards, Universal Product Numbers (UPN) and the Labeler Identification Code (LIC).

To secure the integrity of the HIN System, HIBCC applies a uniform identification standard to all entities submitted for HIN enumeration. The standardization process includes a review to ensure that duplication does not occur in the database, as well as phone verification of all information about the entity. Since inception, the number of records in the HIN Database has grown from 7,000 hospitals to over 1.5 million facility records.

HOW DO HOSPITALS COMMUNICATE WITH HIBCC?

HIN information about their respective facilities is available to providers without charge, as the system is largely underwritten through the participation of manufacturers and distributors. Hospitals are encouraged to periodically review and update their HIN assignments, as well as to request additional assignments for locations that have not yet been enumerated with a HIN. The process can be initiated by:

- Phone: 1.877.438.4467
- Fax: 1.602.381.1093
- E-Mail: gethins@hibcc.org
- Web: www.hibcchin.org

The **iHIN System**, a web-enabled portal to the HIN database was developed in 2003 and provides users the opportunity to access HIN information on-line, 24 hours a day 7 days a week. (iHIN is available at the web address listed above.) Hospital users can query the database for HIN information about their facility, notify HIBCC of updates and request additional HIN assignments. Registration requires an account number which can be accessed by contacting the HIBCC office. ■

For more information about the HIN/iHIN System, please visit our web site at www.hibcc.org or contact our office at 1.877.438.4467.

THE HEALTH INDUSTRY NUMBER SYSTEM

SUBSCRIBERS

The following is a list of vendors who utilize the HIN System in their supply chain transactions.

MANUFACTURERS

3M-Minnesota Mining & Manufacturing Corp.
Abbott Laboratories
Abbott Laboratories Animal Health
Advanced Sterilization Products
Agilent Technologies
Aircast Inc.
Alaris Medical System
Alcon
Alliance Healthcare Corp.
Allergan Pharmaceuticals
Altana Inc.
American Pharmaceutical Partners Inc.
Americlean Systems Inc.
Amgen Inc.
Ansell Perry Inc.
Aplicare Inc.
Apogent Technologies
Arrow International Inc.
AstraZeneca
Augustine Medical Inc.
Aventis
Aventis Behring
Aventis Pasteur
B. Braun Medical Inc.
Bausch & Lomb Inc.
Bausch & Lomb Surgical
Baxa Corporation
Baxter Healthcare
Baxter Pharmaceutical Products Inc.
Bayer Corporation
Bayer Corp Animal Health
Beckman Coulter, Inc.
Becton Dickinson & Company
Berlex
Bertek Pharmaceuticals
Biomerieux Inc.
BSN Medical, Inc.
Boehringer Ingelheim Pharmaceuticals
Boehringer Ingelheim Vetmedica
Briggs Corporation
Bristol-Myers Squibb U.S.
C R Bard Inc.
Cardinal Health 414 Inc.
Carter-Wallace Inc.
Celltech Pharmaceuticals
Centocor
Cincinnati Sub-Zero
Colby Manufacturing Corp.
ConMed Corp.
Convatec
Cook Incorporated
Cordis Corporation
DHD Healthcare
Dade Behring
Datascope Corp.
DePuy Orthopedics
Dey Laboratories, L.P.
Eastman Kodak Co.
Edwards Lifesciences LLC
Eisai Inc.
Elan Pharmaceuticals
Elanco Animal Health
Elekta Inc.
Eli Lilly & Co.
Energizer
Ethicon Endo-Surgery
Ethicon Inc.
E-Z-EM Inc.
Forest Pharmaceuticals Inc.
Fort Dodge Animal Health
Fort James Corporation
Fuji Medical Systems, USA
Galderma Laboratories
Gaymar Industries
GE Marquette Medical
GE Medical Systems
Genentech Inc.
Gensia Sicor Pharma Sales Inc.
Getinge USA
Glaxo SmithKline
Guidant Inc.
Gyrus Ent.
Heska Animal Health
Hill-Rom
Hoffman-LaRoche
Hologic Inc.
IDEXX Laboratories Inc.
J & J Consumer Products
J & J Merck Consumer Pharmaceuticals
Janssen Pharmaceuticals
Johnson Controls Inc.
Johnson & Johnson Healthcare Systems
Karl Storz Endoscopy-America
Kimball
Kimberly-Clark Corp.
Kinetic Concepts Inc./KCI
King Pharmaceuticals Inc.
LifeScan Inc.
Ludlow Co.
Luitpold Pharmaceuticals
Mallinckrodt
Masimo Coporation
McNeil Consumer Healthcare Co.
Medex Inc.
Medical Action Industries Inc.
Mediq
Medrad Inc.
Medtronic Physio-Control
Merck & Co.
Merck Vaccine Division
Morton Grove Pharmaceuticals
Mylan Pharmaceuticals Inc.
Novartis Animal Health US Inc.
Novartis Nutrition Corp.
Novartis Ophthalmics Inc.
Novartis Pharmaceutical Corp.
Novo Nordisk Pharmaceuticals Inc.
Nucletron Corporation
Nycomed Inc.
Ohmeda Inc.
Organon Inc.
Ortho-Biotech
Ortho-Clinical Diagnostics
Ortho-McNeil Pharmaceuticals
Paper-Pak Products
PDI Professional Disposables International
Pfizer
Pfizer Animal Health
Pfizer/ Warner Lambert
Possis Medical, Inc.
Prism Enterprises
Proctor & Gamble
Purdue Frederick Co.
Pyxis Corporation
R & S Pharma LLC
Ranbaxy Pharmaceuticals Inc.
Regent Medical
Reliant Pharmaceuticls
Remel
Respironics Inc.
Retractable Technologies Inc.
Richard Allen Scientific
Roche Diagnostics
Royal Cup Dine-Mor Inc.
Sage Products Inc.
Sanofi Winthrop Pharmaceuticals
SCA Hygiene Products
Schein Pharmaceutical
Schering Corp.
Schering-Plough
Schering-Plough Animal Health
Schwarz Pharma Inc.
Scios Inc.
Sensormedics Corporation
Setfinder
Shamrock Scientific Speciality Systems
Siemens Medical Systems
Sigma Tau Pharmaceuticals Inc.
SIMS Level I
Smith & Nephew CMCA
Smith & Nephew Endoscopy
Smith & Nephew Wound Management
Spacelabs Medical Inc.
SR Instruments, Inc.
St. Jude Medical
Standard Register
Standard Textile Company
Sterling Diagnostic Imaging
Stryker Instruments

Stryker Medical Division
Synthes
Sysmex Corp of America Inc
Takeda Pharmaceuticals America
Tap Pharmaceuticals
Teva Neuroscience
TFX Surgical Group
Therakos, Inc.
Tri-State Hospital Supply Corp.
Tyco Healthcare
Upsher-Smith Labs Inc.
U S Surgical Corp.
Valleylab Inc.
Viasys

Bird Products
Corpak Medsystems
Medical Data Electronics
Nicolet Biomedical
Sensormedics Corporation

Vollrath Group Inc.
Walco International Inc.
Welch Allyn Inc.
Welch Allyn Protocol
WL Gore & Associates Inc.
Wyeth Laboratories
Zenith Goldline Pharmaceuticals
Zoll Medical Corp.

WHOLESALE AND DISTRIBUTORS

Alliant Food Service/Dietary Products
American Medical Distributors
Amerisource Corporation
ANDA Inc.
Applied Medical Distribution
Bergen Brunswick Corp.
Beutlich LP
Biopure Corporation
Burlington Drug Company
Burrows Company
Butler
Cardinal Health Inc.
Dakota Drug
Ethex Corp.
F. Dohmen Co.
F.F.F. Enterprises
Fisher Scientific
Florida Infusion Services
Global Healthcare Exchange
H.D. Smith Wholesale Drug Co.
Harvard Drug Group
Herman Miller for Healthcare
Heska Corp.
Heska Animal Health
J.A. Webster
Jarit Surgical Instruments
Lanier Worldwide
McKesson Automation
McKesson General Medical
McKesson Medpath
McQueary Brothers Drug Co.
Merritt Veterinary Supplies Inc.
Metro Medical Supply
MWI Veterinary Supply
Oncology Supply

Oncology Therapeutics Network
Owens & Minor
Parmed Pharmaceuticals
Philips Medical Systems
Priority Healthcare Corp.
Professional Hospital Supplies
Professional Veterinary Products
Radiometer America Inc.
Red Line Health Care
Sandoz Inc.
Shared Service Systems Inc.
St. John Companies, Inc., The
Tri-Anim Health Services Inc.
Universal Hospital Services
UPS Supply Chain Solutions
Walco International Inc.

GROUP PURCHASING ORGANIZATIONS

AmeriNet Inc.
Broadlane
Consorta
HealthTrust
Hospital Purchasing Service
Medassets / HSCA
Managed Health Care Associates, Inc.
Medecon Services
Mercy Resource Management
MN Multistate Contracting Alliance
National Oncology Alliance
Novation LLC
Premier
Resource Optimization & Innovation
UHC
VHA Inc.

DATA RESELLERS

Billian Publishing Co.
Health Market Science Inc.
IMS America Ltd.
Marketing Initiatives Inc.
Meta Pharmaceutical Services
NDC Health Information Services
Solucient
Technology Marketing Group
US Lifeline
Verispan

EXCHANGES

Global Healthcare Exchange
Neoforma, Inc.

LIMITED USE SUBSCRIBERS

Acorn Inc.
Acuity Inc.
Afro Caribbean Pharmaceutical Co.
Algos Pharmaceutical Corp.
Allied Signal Technical Services
American Medical Services
Ammonoosue Community Health Svc.
Andrews Pharmacy
Arlington Free Clinic
ASAP Software Express
Atlantic Healthcare Products
Augusta Regional Free Clinic
Barnes Wholesale Inc.
Beloit Area Community Health Ctr.
Bradley Free Clinic

Braintree Laboratories
Capital Wholesale Drug Co.
Charlottesville Free Clinic
Columbus Neighborhood Health Ctrs Inc.
Community Action Committee of Pike Co
Community Mental Health Center
Corrections Corp. of America
Currie Medical
Free Clinic of Cuppeper Inc.
Free Clinic of Franklin County
Gloucester Mathews Free Clinic
Harlem Hospital Pharmacy
Hart Healthcare Enterprises
Hiram G Andrews Center
Keystone Rural Health Center
Lynn Community Health Center
Med-Ox Home Medical
Pathways Center
Pennsylvania Dept of Corrections
Pennsylvania Dept of Health
Remo Drug Corp.
Rochester Drug Co-Op Inc.
S W Health, LLC
Script Shop Pharmacy
Smith Drug Co.
SmithKline Beecham Pharmaceuticals
Sunbelt Plastics
Sysmex Corporation of America
Taylor Pharmaceuticals
Tecni-Quip
Texas Association of Comm. Health Ctrs.
Timemed Labeling Systems
Tri-Cap Family Health Services
Valley Wholesale Drug Co.
Welborn Clinic

OTHERS

Blue Cross/Blue Shield of South Carolina
Catholic Health Initiatives
Centers for Disease Control & Prevention
Defense Personnel Support Center, DPSC
Henry Ford Health System
Sodexo
Ascension Health

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