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Fifteen leading NHS acute Trusts have now adopted HL-hybris as their e-Catalogue and Contract data system

Tring, Hertfordshire – 17 June 2010: Healthlogistics (www.healthlogistics.co.uk), hybris (www.hybris.com) and Tier 2 Consulting (www.tier2.com) today announced that **Bedford Hospital, Derby Hospitals, Guy's and St Thomas', Heatherwood and Wexham Park** and **St George's Healthcare** are the latest acute Trusts to select HL-hybris as their e-catalogue and contract data system. A total of 15 acute Trusts and acute Foundation Trusts are now either live with the system or will be by September.

HL-hybris brings high quality, classified and validated electronic catalogue, contract and net price data from leading NHS suppliers into each Trust's purchasing system in precisely the format that each requires. By end-2010 more than 900 suppliers of all types will be providing data on 1,500,000 items using HL-hybris. There is no requirement for any supplier membership and no charge to suppliers, so HL-hybris Trusts can select whichever suppliers they wish. This is a major and ground-breaking project for the NHS and its supplier community.

Commenting on its selection of HL-hybris, David Lawson, Director of Procurement at **Guy's and St Thomas' NHS Foundation Trust**, said: "We needed a catalogue management service to proactively and systematically manage our catalogues which are now a key dependency for our new Smart Store and Smart Order automated systems and going forward to support our aim to create a single catalogue across Kings Health Partners Academic Health Science Centre".

Moira Crabtree, Interim Assistant Director of Finance – Procurement at **St George's Healthcare NHS Trust**, said: "Our primary reason for the selection of HL-hybris was its ability to give us visibility of contract prices, references and validity dates in our Agresso purchasing system. We are confident that the system and its data will achieve this and result in significant savings through an encouragement of the entire contract process and the level of contract compliance that we require."

Tony Kamillo, Head of Procurement at **Derby Hospitals NHS Foundation Trust**, said: "We are delighted to soon be using HL-hybris. This will help us to automatically direct requisitioning of the majority of items to those on contracts agreed with our users and will eliminate paper requisitions and reduce uncontrolled spend for my key suppliers. Importantly for me, it will also free up my staff to develop stronger contracts which offer even greater value for money and so encouraging the entire process of contract compliance."

The benefits for HL-hybris Trusts include:

- use of accurate supplier item codes, descriptions and net prices in purchase orders
- validation of data against NHS Trusts' precise requirements including NHS eClass
- inclusion of all contract and framework agreement net prices
- a focus on contract creation and compliance
- visibility of all common e-catalogue data in HL-hybris, with list prices
- inclusion in purchase order systems of only those items authorised by Trusts
- the ability to select any items for inclusion in new Trust-supplier contracts
- continuous and direct maintenance by suppliers of their data in HL-hybris
- ease of invoice reconciliation by using correct descriptions, codes and net prices.



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Suppliers recognise that Healthlogistics' approach has been proven in many other leading industries, and their level of support has been excellent. Healthlogistics is currently engaged with 865 suppliers, 590 of whom have provided data and 275 are working to do so. This initiative continues to be strongly supported by the ABHI and BAREMA industry organisations.

Every NHS Trust in the UK can now subscribe to HL-hybris, and the level of interest from other Trusts and Commercial Support Units is substantial.

Maurice Gale, Director of **Avantec Ltd**, said: "The HL-hybris system is a vital link to enable efficient operation of our Omnicell 'Smart Store' stock management and patient-costing system which is used by Guy's and St Thomas' and King's College Hospital. This combination of clean, up-to-date catalogue data and seamless stock management and automated ordering means that clinical staff can focus on patient care and understanding their procedure consumable costs, so they can drive out cost and waste, whilst managerial time can be used more productively on higher level tasks."

Andrew Piscina, Country Manager for **hybris UK Ltd**, said: "We are delighted to be supporting this cost-saving initiative through the provision of expert hybris consultants during 2010. HL-hybris delivers significant contract price and process savings for NHS Trusts, which is exactly in line with the cost-saving agenda of the new Coalition Government."

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About Healthlogistics.co.uk Ltd

Healthlogistics was established in 2003 and specialises in the provision of high quality product and price data to the UK healthcare sector. It offers web-based product information management solutions that are best-of-breed, suitable for the NHS and the supplier community and highly cost-effective. The company is a Solution Provider Alliance Member of GS1 UK. Further information is available from its Business Development Manager Nick Roots on +44 (0)1442 381753 or nick.roots@healthlogistics.co.uk.

About hybris

hybris is a leading vendor of next generation agile multichannel commerce software. Its clear vision about the need for consistency, co-ordination and personalisation of information across all channels and throughout all phases of the customer lifecycle has resulted in the development of an integrated, agile solution which supports the industrialisation and automation of operational marketing and sales processes. It is spearheading innovation in this field, enabling businesses to communicate and sell across all channels in a consistent and effective way.

Established in 1997, hybris has a proven track record of profitability and growth, with ambitious expansion plans for the future. Headquartered in Munich, it has offices in the US, UK, Netherlands, Switzerland, Austria and Sweden. Its international presence is extended via a dedicated network of business and technology partners across Europe and the USA. It has over 200 customers worldwide running more than 1,500 websites "powered by hybris". Customers are global brands from retail and manufacturing industries, including: Toys 'R' Us, Adidas, Pirelli, Conrad, Norgren, Lufthansa, Reebok, Grundfos, Demag, Sika, Bunzl UK & Ireland, Phonak, Waterstone's and Rexel.