DHB National Catalogue - National Product Catalogue (GS1net) Pricing by GLN

v2.1

INTRODUCTION

The DHB National Catalogue (DHBNC) is currently administered by healthAlliance (hA) and uses your New Zealand National Product Catalogue (GS1net) as a source of product and pricing data.

For the purposes of this document, 'SSO/DHB' means 'Shared Service Organisation' and/or 'District Health Board(s)' and/or 'Other Public Buying Agents' that purchase on behalf of the DHB.

This document helps to define how the pricing relationship between the supplier and customers is setup in National Product Catalogue (GS1net). The customer is usually the SSO/DHB.

For the purposes of this document, the supplier is the entity that has the primary commercial supply relationship with the customer, and will be the National Product Catalogue (GS1net) catalogue-owner. Depending on the supply chain scenario it may actually be either the supplier, or a 3PL, who has tax invoice relationship with the customer. However, this does not impact the National Product Catalogue (GS1net) catalogue-owner and primary commercial supply relationship.

National Product Catalogue (GS1net) catalogue owners, when maintaining their New Zealand catalogue in the National Product Catalogue (GS1net), must populate the National Product Catalogue (GS1net) with Item and Price data that is applicable for the SSO/DHBs. The range that a supplier should put into their National Product Catalogue (GS1net) to support the SSO/DHBs are products and services that have been purchased in the past 12 months. In addition, any product or service that is included in a national contract as part of a healthAlliance or PHARMAC contract should also be included. Any product or service not ordered by a DHB in the past 12 months or was/is a one-time purchase are not to be pushed to the DHB National Catalogue from the National Product Catalogue (GS1net). It is possible to load all your DHB range to the National Product Catalogue (GS1net) now, however it is critical that **only** those that have been purchased in the past 12 months and are re-orderable products are actually 'published' through to the DHB NC.

It is expected any national contract, transaction or list prices are loaded into your National Product Catalogue (GS1net) catalogue. Also, by default any pricing specific to a DHB should also be loaded. Pricing is required to be loaded for all DHBs

Even if a supplier already has a catalogue for the NPC in Australia, they are still required to have a separate NZ National Product Catalogue (GS1net) Catalogue or they may choose a Dual Catalogue with their New Zealand businesses GLN that will be published to the DHB National Catalogue

DHB National Catalogue (DHBNC)

Prices should be applied at the 'Invoice' level of the packaging hierarchy. This level of packaging is identified when the GTIN has a Y value in the field 'Is trade item an invoice unit?

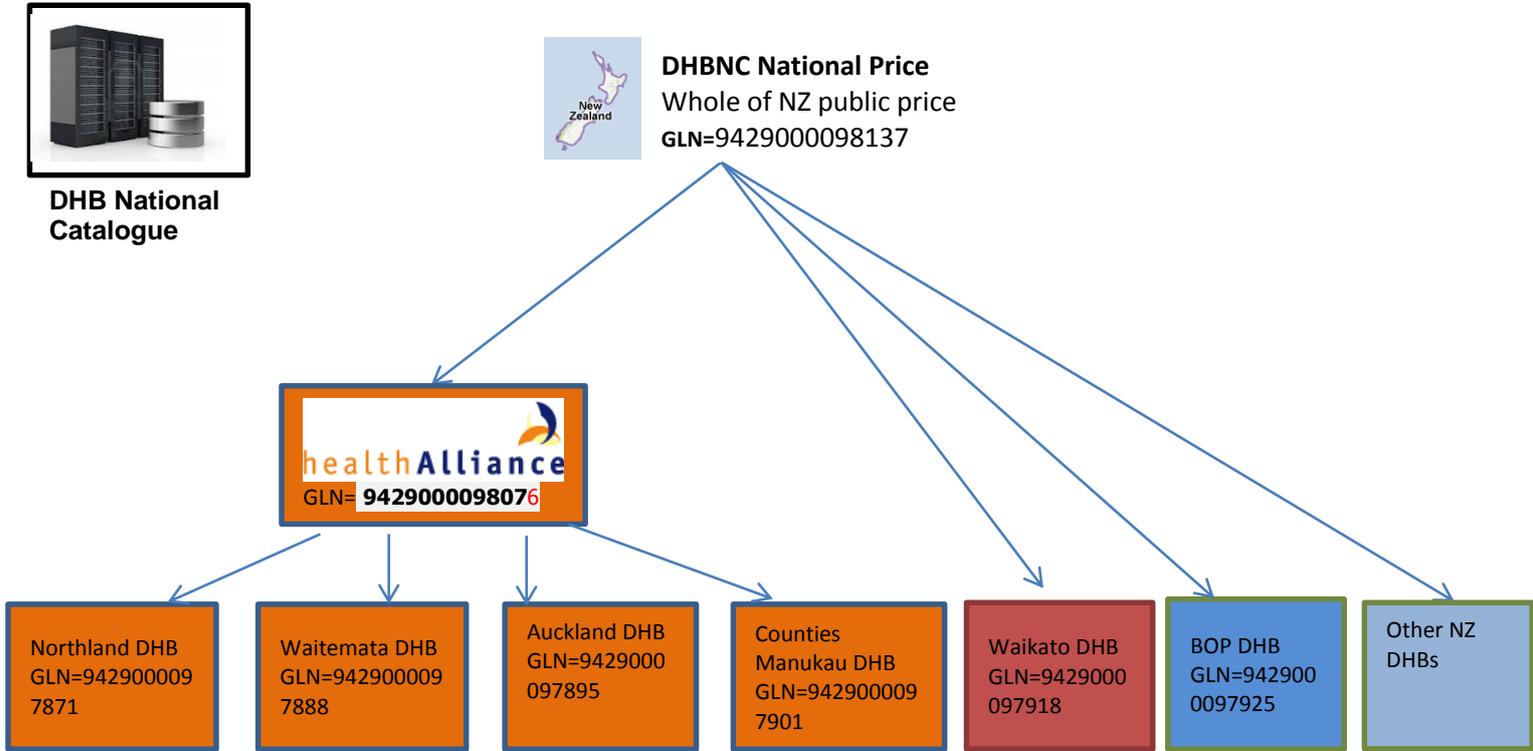**PRICING MODEL - Use of Global Location Numbers (GLNs)**

The DHB National Catalogue has a pricing model which works on a hierarchical basis. A national price is a price available to all DHBs within the country and should be indicates using the DHBNC National Price GLN. While this price is available to all DHBs within the area, some DHBs may have their own specific prices. As such, these DHB prices will need to be provided by specifying the GLN for that DHB.

Prices should be published at the highest applicable level. Global Location Numbers (GLNs) have been allocated by GS1 NZ and are global unique identifiers for these legal entities. Prices at the 'Ship-to' level are entered for any GLN for which a price may apply. See the list of NZ GLNs below.

New Zealand Healthcare GLNs

Entity	GLN
DHB National Catalogue (Publish-to GLN/Recipient GLN)	*9429000098083*
Ship-To GLNs	
DHBNC National Price	9429000098137
Health Alliance	9429000098076
Northland BHB	9429000097871
Waitemata DHB	9429000097888
Auckland DHB	9429000097895
Counties Manukau DHB	9429000097901
Waikato DHB	9429000097918
Bay of Plenty DHB	9429000097925
Lakes DHB	9429000097932
Hawkes Bay DHB	9429000097949
Tairawhiti DHB	9429000097956
Mid Central DHB	9429000097963
Wanganui DHB	9429000097970
Taranaki DHB	9429000097987
Wairarapa DHB	9429000097994
Hutt Valley DHB	9429000098007
Capital and Coast DHB	9429000098014
Nelson Marlborough DHB	9429000098021
West Coast DHB	9429000098038
Canterbury DHB	9429000098045
South Canterbury DHB	9429000098052
Southern DHB	9429000098069

PRICING MODEL DIAGRAM

DHB National Catalogue

DHBNC National Price
Whole of NZ public price
GLN=9429000098137

healthAlliance
GLN= **9429000098076**

Northland DHB
GLN=9429000097871

Waitemata DHB
GLN=9429000097888

Auckland DHB
GLN=9429000097895

Counties Manukau DHB
GLN=9429000097901

Waikato DHB
GLN=9429000097918

BOP DHB
GLN=9429000097925

Other NZ DHBs

Note that pricing works hierarchically: buying entities will be able to use the price published to its parent entity. This enables suppliers to publish a single price for the parent rather than multiple prices.

For example: All DHBs within New Zealand will use prices published to GLN-9429000098137, with the single healthcare unit, Waikato DHB, requiring the use of their own GLN-9429000097918 if they have a specific price.

Another example is for prices which apply to all buying entities in NZ, suppliers should publish the price once only against 9429000098137.

PRICING LOGIC AND PRICE TYPES

There are 3 price types that may be used in the DHBNC: **Contract, Transaction** (Invoice) and **List.**
Every product must have at least 1 of the GTINs in its product hierarchy flagged as the "Invoice unit". All invoice units must have a price record(s) which follow the logic below:

Item is on Contract. Price type = "CONTRACT_PRICE"

If the item is on contract (or contracts) then only the contract price is required and contract number should be referenced in the Reference Doc ID field. The contract price is to be uploaded against the GLN to which the price applies as per the contract documentation.

For example if the contract is with the whole of NZ then only the national contract price needs to be loaded for this item (rather than for each DHB). If the contract is with one specific DHB only, then the contract price is to be loaded for the DHB, and potentially transaction (invoice) price or list price is loaded for whole of NZ if a contract price does not exist for the other DHBs (see examples below).

The attributes 'Reference Document ID' and 'Reference Document Description' are populated with the contract number and contract description. If the contract for this GTIN is identical for multiple DHBs then this would be represented as one contract price record with multiple 'Ship-To GLNs'. If the contracts are functionally the same, with the only difference being the contract number, then please contact healthAlliance as how this should be populated; this could be represented as a single price record with a generic contract reference, or as multiple price records (but with the same price) with different contract numbers and descriptions.

Item is not on Contract (Invoice price applies). Price type = "TRANSACTION_PRICE"

If the item is not on contract, then the invoice (i.e. transaction) price should be provided. This is the "best" price the supplier would charge/offer to the DHBs in the event no contract is in place, inclusive of all off invoice allowances and charges. If this price is applicable for all DHBs then it should be provided at the DHBNC National Price level rather than for individual DHBs.

List Price. Price type = "LIST_PRICE"

If there is a reason why the invoice price cannot be provided by the supplier, the list price is to be provided. That is, a price exclusive of all allowances and charges. The use of this price type is recommended only as a last resort and its use is discouraged.

Summary

There needs to be an applicable price for each invoice unit GTIN in your National Product Catalogue (GS1net) catalogue. This can either be a price specific to the DHB or against representative parent entities.

Pricing is required to be loaded for all DHBs

All prices must be exclusive of GST.

PRICING EXAMPLES

Here we assume that the supplier is supplying the same GTIN to a number of DHBs.

Contract Price

Price Type	Value	Recipient GLN	Ship to GLN	Ref Doc ID	Ref Doc Description	Notes
CONTRACT_PRICE	$100	9429000098083	9429000098076	C1234	hA Contract	Health Alliance
CONTRACT_PRICE	$80	9429000098083	9429000097895	C1235	Auckland Contract	Auckland DHB can use this price. The other Northern DHBs will use the Health Alliance price.
CONTRACT_PRICE	$90	9429000098083	9429000097918	C1236	Waikato Contract	Waikato DHB will use this price.

Transaction (Invoice) Price

Price Type	Value	Recipient GLN	Ship to GLN	Ref Doc ID	Ref Doc Description	Notes
TRANSACTION_PRICE	$120	9429000098083	9429000097925		BOP Non-Contract	BOP DHB use this non-contracted price
TRANSACTION_PRICE	$115	9429000098083	9429000097949		Hawke's Bay Non-Contract	Hawke's Bay DHB use this non-contracted price

List Price

Price Type	Value	Recipient GLN	Ship to GLN	Ref Doc ID	Ref Doc Description	Notes
LIST_PRICE	$110	9429000098083	9429000098137		National List Price	This is the default list price for NZ, but excludes any allowances and charges.

Note: This List Price is applicable for all other public buying agencies other than those mentioned above. The use of List Price is discouraged. You should use transaction price if possible.

ADDITIONAL PRICING SCENARIOS AND DISCOUNT STRUCTURES

The following are a list of scenarios / discount structures that can occur, and how they are handled within the DHB National Catalogue

Total Transaction Discounts

A discount based on the total value or total quantity of the order. These will be handled by the SSO/DHBs as part of the accounts payable process. These are not expected to be loaded onto National Product Catalogue (GS1net).

Grouped Item Discounts

This is a discount for item A if item B is also purchased. In New Zealand this practice is discouraged, so National Product Catalogue (GS1net) does not support it. If this scenario applies to you for any of the items you sell in NZ, then you are advised to contact healthAlliance directly to discuss how to handle this discount type outside of the National Product Catalogue (GS1net).

Package Deals

For example, purchase the device and get free consumables. This scenario is supported only when a contract is in place for both items. In this example, the item with a cost to it should be loaded with a contract price and reference must be quoted. The items provided free as part of the contract should be loaded with a contract price of zero ($0) and the same contract reference should be quoted.

Bonus stock

For example, buy 10 get 2 free. Refer to *Grouped Item Discounts* above.

Free stock

Stock that is provided to DHBs free of charge outside of a contract (e.g. sample packs) and is re-orderable should be loaded with an invoice price of zero ($0).

Consignment items

This scenario often occurs with theatre kits which are made up of many items of different sizes, only some of which will be used / consumed during the theatre procedure or operation. The remainder is returned to the supplier. The items consumed are typically put on a purchase order and purchased subsequent to their usage. Each item within these kits must have its own GTIN and price loaded into National Product Catalogue (GS1net) so that it may be processed individually as described.

Loan Instruments

If the DHB raises a formal request/requisition/order for these instruments, then they need to be populated into the DHBNC in the National Product Catalogue (GS1net) in their own right, with both item and pricing data. The usual pricing logic for contract, invoice, list price types apply and the price amount may be zero ($0).

Rebates

Rebates are not off invoice discounts, but rather come into effect after certain agreed thresholds such as total annual spend or quantity buys have been met. They are often implemented as credits back to the customer after the threshold has been met.

The DHBNC does not support rebates. They are not to be included in any prices loaded into the DHBNC.

Pricing Brackets

We define 'Pricing Brackets' to mean that if the SSO/DHB purchases more of a product, they get it at a cheaper price per unit.

National Product Catalogue (GS1net) allows for Pricing Brackets, and the DHB National Catalogue require that suppliers, who use price brackets, to have these loaded into National Product Catalogue (GS1net).

Pricing Brackets are setup in National Product Catalogue (GS1net) as per this example.

Price Type	Value	Recipient GLN / Ship to GLN	Bracket Range Qualifier	Minimum Quantity	Maximum Quantity	Notes
LIST_PRICE	$10	9429000098083 / 9429000098137	MEASUREMENT_RANGE	1	9	If the purchase quantity is between 1 and 9, then the price is $10 each.
LIST_PRICE	$9	9429000098083 / 9429000098137	MEASUREMENT_RANGE	10	99	If the purchase quantity is between 10 and 99, then the price is $9 each.
LIST_PRICE	$7	9429000098083 / 9429000098137	MEASUREMENT_RANGE	100	999999	If the purchase quantity is 100 or more, then the price is $7 each.

Summary

The above scenarios cover the majority of all pricing cases amongst the majority of suppliers.

Pricing scenarios not covered by the above should be addressed by the following process:

1. Supplier contacts GS1 Services Support with the issue / problem.
2. GS1 confirms there is a need to raise the issue to the hA to resolve
3. GS1 documents the issue and forwards to hA
4. hA distributes to all DHB representatives for feedback
5. DHBs to analyse and determine position
6. Issue(s) to be formally addressed at DHB/hA meetings
7. Solution discussed, agreed and feedback to GS1
8. GS1 to update documentation and contact supplier

Document Control

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27.03.13	V1.0	Initial Document	GS1 NZ
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