



# HPS Supplier Webinar

GDSN Data Sync Initiative





# Team Introductions

**Christina Kain**

Contract Portfolio Analyst – HPS

**Kevin Crampton**

VP of Business Development and Contracting – HPS

**David Quattlebaum**

MedProcure, LLC – Partner

**Kathryn Moore**

Project Lead, GDSN and EDI – Gordon Food Service

**Jill George**

Program Manager, Community Engagement – 1WorldSync



# Agenda

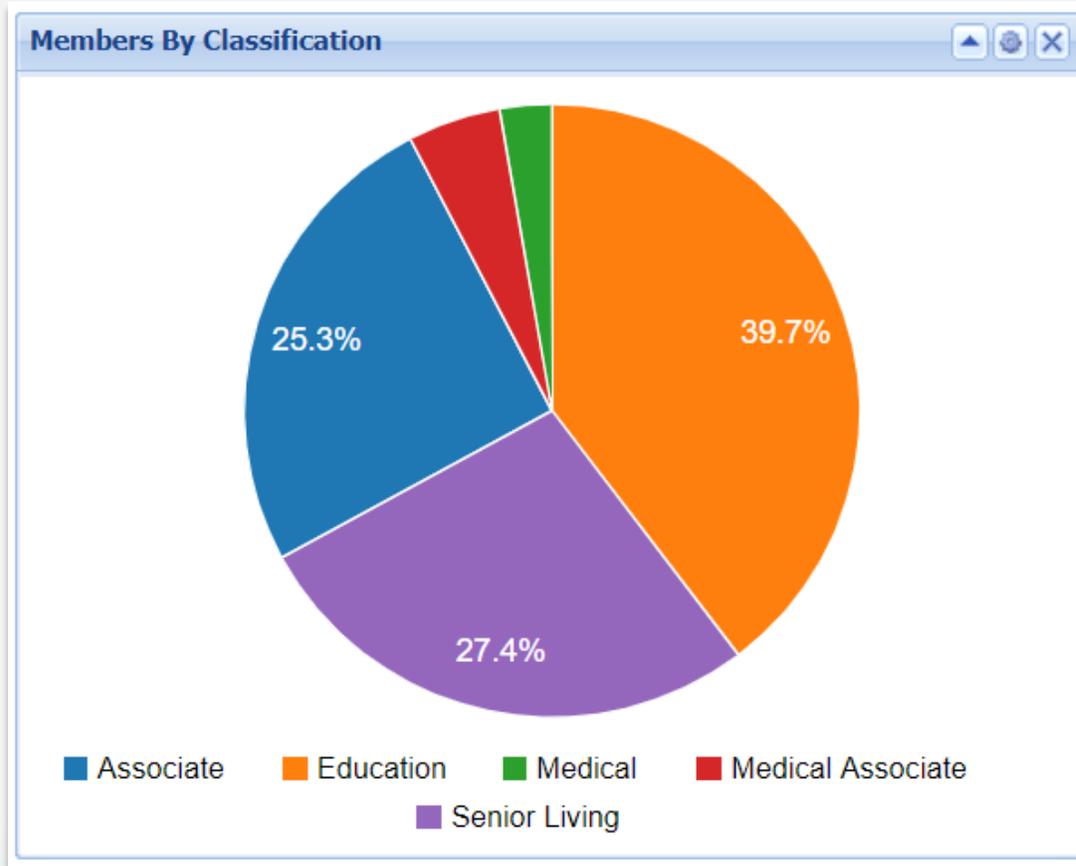
- HPS Overview
  - Value Added Business Tools
- GDSN Initiative
- Why HPS Needs Product Information via the GDSN
- Additional Nutrition Fact Information Requested
- Benefits to HPS Members
- What If I Do Not Sell My Items to HPS?
- Next Steps
- Resources
- Q&A

# HPS Overview



- HPS is a group purchasing organization that serves the needs of more than 4,200 Members in 27 states.
- Our primary focus is to create value for our Members through our products and services.
- Our core membership base is made up of organizations that have a direct impact on the communities they serve, from hospitals to senior living facilities, to schools and instrumentalities of government.
- HPS has awarded Gordon Food Service as its sole source distributor for all Broadline distribution in each of the states we market to.
- HPS and GFS have been partnered for many years in this capacity and enjoy over \$700 million in business together in the Healthcare and Education segments.

# HPS Overview



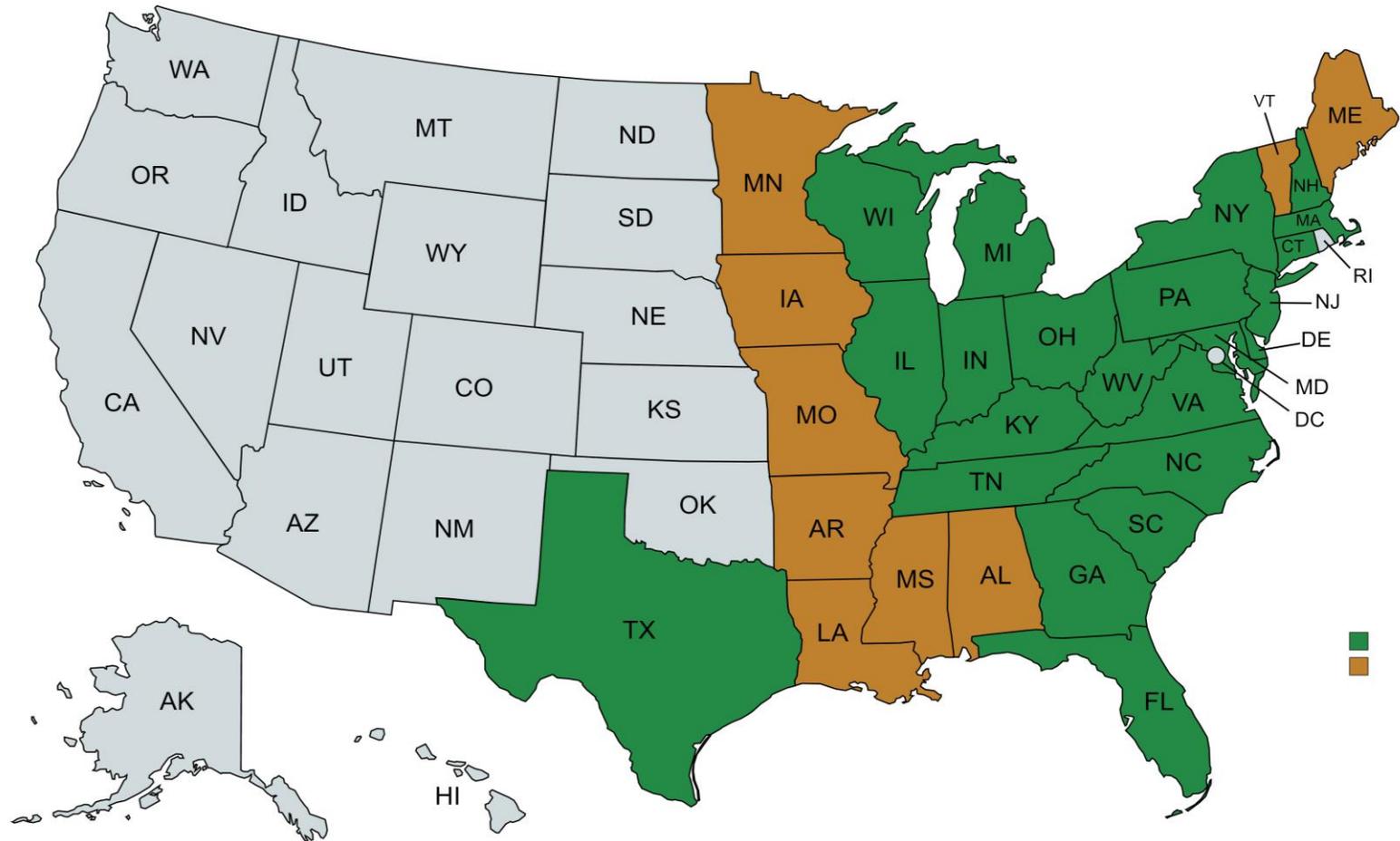
## Vision

Strengthening communities by helping our Members fulfill their missions.

## Mission

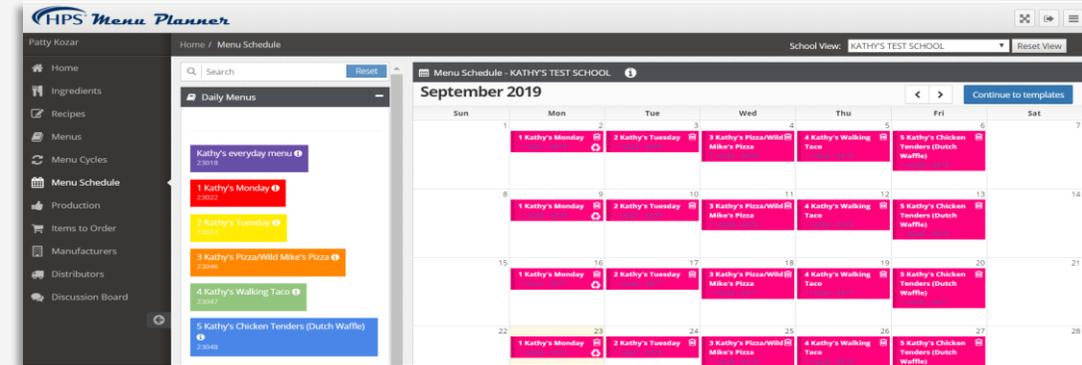
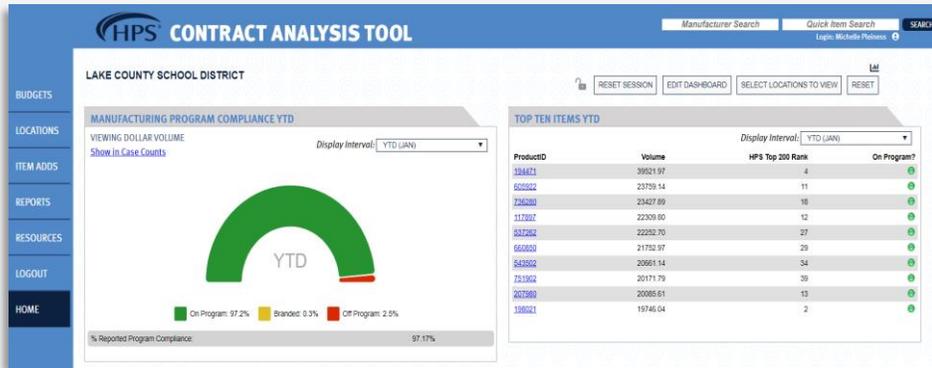
We will help our Members realize their goals and financial objectives by ensuring all HPS offerings are relevant and provide value.

# HPS Geography

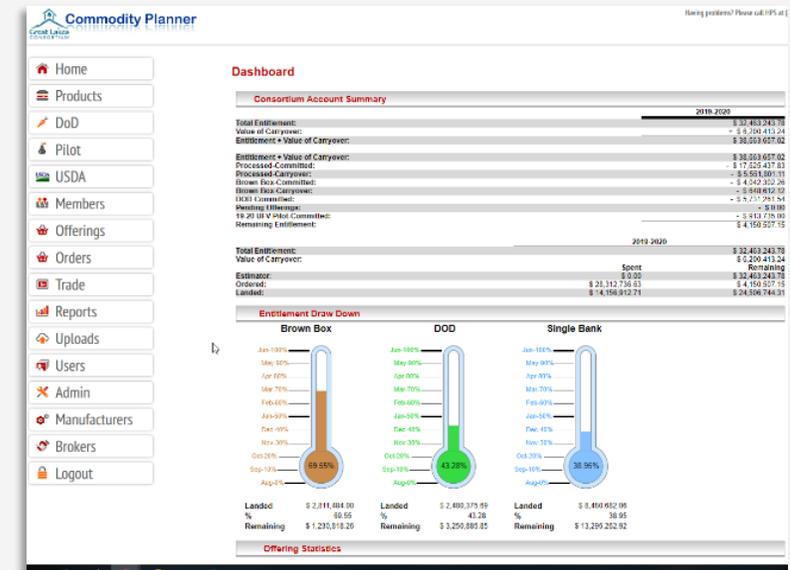


Created with mapchart.net

# HPS Value Added Business Tools



- HPS offers several technology-based tools that our Members utilize to run their business.
- The HPS Menu Planner has highlighted the need to have the most accurate up-to-date item level data so that our operators can have confidence in their truth in menuing.
- HPS is also seeking USDA certification which is driving the need for this data set, namely the *100 gram* information.



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# GDSN Initiative

# GDSN Initiative Overview



**Global Data Synchronization Network (GDSN) is a safe, secure, electronic platform that enables automated product information syndication between trading partners.**

- Provides **accurate, real-time product information** for improved inventory planning and management capabilities to ensure product availability
- Supports streamlined item set-up and simplifies item maintenance
- Allows for alignment of data among internal systems

**In order to syndicate product data, suppliers must be subscribed to a certified data pool.**

- The 1WorldSync team can assist with providing service details to those who are not subscribed to a data pool service.

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# Requesting Product Information via the GDSN

# Why We Are Requesting Product Information via GDSN



## Data & Business Process Challenges:

- Data Quality
  - Users need accurate nutritional and unit data to provide compliant reporting to Parents, Staff and the USDA
  - Users need complete item detail to accurately calculate and build recipes and daily menus
- Manual Input of Data
  - Process is very time consuming
  - The source of manual input data is inconsistent across products and brands
  - Item master data cannot be accurately maintained without a centralized data source

# Nutrition Fact Information



- Please include nutrition facts per 100g **in addition to** per serving size.
- To do so, you can enter a nutrient basis of **“BY\_SERVING”** as well as a nutrient basis of **“BY\_MEASURE”** with a quantity of 100 GRM.

Nutrition Facts	
Amount/serving	% Daily Value*
<b>Total Fat</b> 1.5g	<b>2%</b>
Saturated Fat 0.5g	<b>3%</b>
Trans Fat 0.5g	
<b>Cholesterol</b> 0mg	<b>0%</b>
<b>Sodium</b> 280mg	<b>12%</b>
*The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.	
<b>Calories per serving 170</b> Vitamin D 0mg 0% • Calcium 80mg 6% • Iron 1mg 6% • Potassium 470mg 10% Thiamin 15% • Riboflavin 8% • Niacin 10%	

nutrientFormatTypeCodeReference/code	US_FDA_NFP_2020_TABULAR			
nutrientInformation/preparationStateCode	UNPREPARED			
nutrientInformation/dailyValueIntakeReference	*Percent Daily Values are based on a 2,000 calorie diet.			
nutrientInformation/nutrientBasisQuantityTypeCode	BY_SERVING			
nutrientInformation/servingSize	2 PCE			
nutrientInformation/servingSizeDescription	56 GRM			
nutrientInformation/servingSizeDescription	2 SLICES (56g)			
numberOfServingsPerPackage	10			
measurementPrecisionOfNumberOfServingsPerPackage	ABOUT			
nutrientRelevantDataProvided	TRUE			
nutrientValueDerivation	ANALYZED			
nutrientInformation/nutrientDetail/nutrientTypeCode	nutrientInformation/nutrientDetail/measurementPrecisionCode	nutrientInformation/nutrientDetail/quantityContained	nutrientInformation/nutrientDetail/dailyValueIntakePercentMeasurementPrecisionCode	nutrientInformation/nutrientDetail/dailyValueIntakePercent
ENER-FATNLEA	APPROXIMATELY	170	E14	2
FASAT	APPROXIMATELY	1.5	GRM	3
FATRN	APPROXIMATELY	0.5	GRM	
CHOL-NA	APPROXIMATELY	0	MGM	0
CHO	APPROXIMATELY	280	MGM	12
FIBTG	APPROXIMATELY	36	GRM	13
SUGAR-SUGARAD	APPROXIMATELY	2	GRM	7
PRO-VITD-CA	APPROXIMATELY	1	GRM	2
FE	APPROXIMATELY	4	GRM	
K	APPROXIMATELY	0	MC	0
	APPROXIMATELY	80	MGM	6
	APPROXIMATELY	1	MGM	6
	APPROXIMATELY	470	MGM	10

nutrientFormatTypeCodeReference/code	US_FDA_NFP_2020_TABULAR			
nutrientInformation/preparationStateCode	UNPREPARED			
nutrientInformation/dailyValueIntakeReference	*Percent Daily Values are based on a 2,000 calorie diet.			
nutrientInformation/nutrientBasisQuantityTypeCode	BY_MEASURE			
nutrientInformation/servingSize	100 GRM			
nutrientInformation/servingSizeDescription	2 PCE			
nutrientInformation/servingSizeDescription	56 GRM			
nutrientInformation/servingSizeDescription	2 SLICES (56g)			
numberOfServingsPerPackage	10			
measurementPrecisionOfNumberOfServingsPerPackage	ABOUT			
nutrientRelevantDataProvided	TRUE			
nutrientValueDerivation	CALCULATED			
nutrientInformation/nutrientDetail/nutrientTypeCode	nutrientInformation/nutrientDetail/measurementPrecisionCode	nutrientInformation/nutrientDetail/quantityContained	nutrientInformation/nutrientDetail/dailyValueIntakePercentMeasurementPrecisionCode	nutrientInformation/nutrientDetail/dailyValueIntakePercent
ENER-FATNLEA	APPROXIMATELY	303.571	E14	
FASAT	APPROXIMATELY	2.679	GRM	
FATRN	APPROXIMATELY	0.893	GRM	
CHOL-NA	APPROXIMATELY	0.893	GRM	
CHO	APPROXIMATELY	0.000	MGM	
FIBTG	APPROXIMATELY	500.000	MGM	
SUGAR-SUGARAD	APPROXIMATELY	64.286	GRM	
PRO-VITD-CA	APPROXIMATELY	3.571	GRM	
FE	APPROXIMATELY	1.786	GRM	
K	APPROXIMATELY	1.786	GRM	
	APPROXIMATELY	7.143	GRM	
	APPROXIMATELY	0.000	MC	
	APPROXIMATELY	142.857	MGM	
	APPROXIMATELY	1.786	MGM	
	APPROXIMATELY	839.286	MGM	





# Benefits to HPS Members

- Helps with HPS data collection so that more accurate procurement and bid specs can be achieved in the RFP process
- GDSN Data will make all of our technology solutions more robust and accurate
  - HPS Menu Planner (Nutritional Information)
- Will provide a level of detail that cannot be obtained elsewhere
- Strengthens our relationship with the manufacturing community



## What If I Do Not Sell My Items to HPS?

- Gordon Food Service and HPS are still requesting that, where possible, you publish the same items to HPS via the GDSN.
- Since HPS has awarded GFS as a sole source distributor for all Broadline distribution in each of the states that we serve, this will allow for accurate and streamlined data to be displayed for the current items that schools, hospitals, etc. are choosing, along with new items that they are looking to source.
- Leveraging the partnership that HPS and GFS have continued to build together in the Healthcare and Education segments; we are looking to continue to utilize consistent GDSN item data.

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# Next Steps



# Steps to Sync Your Data With HPS

- **Step 1:** If you are not already a member of a data pool, join a GDSN certified data pool of your choice.
- **Step 2:** Have your accurate item data loaded into your data pool.
- **Step 3:** Complete the HPS Trading Partner Form including your Information Provider GLN(s) at: <https://1worldsync.com/community/find-a-trading-partner/hps/>
- **Step 4:** HPS will create a subscription based on the Information Provider GLN(s) that are submitted in the Trading Partner Form.
- **Step 5:** HPS will send email to the supplier's primary data synchronization contact when they are ready for the first publications.
- **Step 6:** Review the attributes requirements and implementation guide at: <https://1worldsync.com/community/find-a-trading-partner/hps/>
- **Step 7:** Publish all items you would like to make available to HPS in production to **HPS GLN: 0866449000304.**



# HPS Trading Partner Form

Trading Partner Form

\*First Name:  
\_\_\_\_\_

\*Last Name:  
\_\_\_\_\_

\*Email Address:  
\_\_\_\_\_

\*Company Name:  
\_\_\_\_\_

\*Company CLN:  
\_\_\_\_\_

\*Company Data Pool:  
\_\_\_\_\_

\*Address:  
\_\_\_\_\_

\*City:  
\_\_\_\_\_

If other, please specify:  
\_\_\_\_\_

\*Country:  
Select... ▾

\*Postal Code:  
\_\_\_\_\_

\*Phone Number:  
\_\_\_\_\_

\*Are you actively synchronizing your items in the GDSN today?  
 Yes  No

Additional Comments  
\_\_\_\_\_

All information on the handling of your data can be found in our [Privacy Policy](#).\*  
I hereby consent to the processing of my data (name, e-mail address) to send me communication from 1WorldSync, Inc. This consent is given freely and I am able to withdraw my consent and unsubscribe to these communications by [visiting the subscription center](#) or emailing [marketing@1worldsync.com](mailto:marketing@1worldsync.com) at any time at no cost with effect for the future.

**Submit**



# HPS Supplier Landing Page

<https://1worldsync.com/community/find-a-trading-partner/hps/>

The screenshot shows the HPS Supplier Landing Page. At the top left, there is a link to 'Back to all'. The main header features the HPS logo and a green button labeled 'Trading partner form'. Below the header, there are social media sharing options (email, Facebook, LinkedIn, Twitter) and a 'GDSN Communications' section with a link to 'HPS Supplier Letter'. The main content area is titled 'GDSN® Initiative' and contains two paragraphs of text. To the right, a sidebar menu lists 'GDSN Communications' with a link to 'HPS Supplier Letter', 'Key Documents' with links to 'HPS Implementation Guide', 'HPS Attribute Guide', and 'HPS Data Sync FAQs', and 'Helpful Links' with links to 'HPS Company Website', 'Apply for a U.P.C. Company Prefix', and 'GSI Connect'.

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# Resources



# Resources

## 1WorldSync

- ☎ +1 866 280 4013 **Within the U.S. (Technical Support)**
- ✉ [businessdevelopment@1worldsync.com](mailto:businessdevelopment@1worldsync.com) **(For General Inquiries)**

## HPS Help Desk

- ✉ [contracts@hpsnet.com](mailto:contracts@hpsnet.com)

## HPS Data Synchronization Landing Page

- ➦ <https://1worldsync.com/community/find-a-trading-partner/hps/>

**Q&A**  
**Thank you!**

