

UniHA

L'ACHAT COOPÉRATIF DES HÔPITAUX PUBLICS



www.uniha.org

UniHA: the cooperative of hospital purchasers

UniHA is the leading cooperative purchasing network for French public hospitals. It has become France's leading public purchaser, purchasing **€5.9bn** worth of equipment in 2022 with a target of **€6bn** in 2023.

UniHA involves more than 1,270 hospitals from 123 GHTs (hospital groupings) and can serve all public health institutions to enable them to optimise their purchasing.

In close cooperation with its supplier companies, it supports an innovative approach to purchasing.

16 purchasing groups

BIOLOGY

LAUNDRY

OFFICE & OFFICE AUTOMATION

CONSUMABLES & EQUIPMENT FOR
CARE UNITS

WASTE

DISPENSING HEALTH PRODUCTS

MEDICAL DEVICES

ENERGY

HYGIENE & BODY PROTECTION

BIOMEDICAL ENGINEERING

MEDICINE

CATERING

HR & PROFESSIONAL SERVICES

DIGITAL & ELECTRONIC HEALTH

SERVICES

TRANSPORT



BIOLOGY

Sector coordinated by the University
Hospital (CHU) of Poitiers



Digital
pathology



Tubes and needles



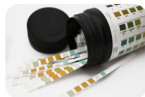
Robotisation of
biological analyses



Bacteriology
etc.



Blood gas



In vitro diagnostic
medical devices:
rapid testing

And monopoly markets:



BECTON DICKINSON



LIFE



BIOMÉRIEUX



ILLUMINA



WERFEN



FUJIREBIO

etc.

This sector covers the purchasing groups integrating
all the analytical and diagnostic fields
of a biology laboratory.

In 2022, this sector coordinated 62 purchasing procedures with
a volume of €174m and a gain on purchases of €2m.



CHU
Poitiers



LAUNDRY

Sector coordinated by the University Hospital (CHU) of Saint-Étienne



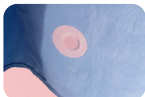
Plastic sleeves



Large flat linen



Small flat linen



Labelling products



Laundry products



Cleaning textiles



Work clothes and pillows

etc.

This sector covers the purchasing groups in charge of the laundry process within the hospital.

In 2022, this sector coordinated 8 purchasing procedures with a volume of €22m and a gain on purchases of €532k.





OFFICE & OFFICE AUTOMATION

Sector coordinated by the Hospices Civils de Lyon



Postage



New and compatible
print consumables



Labelling devices for
injectable medicine



Envelopes and
pockets



Printing
outsourcing



Office supplies



Office furniture



Medico-technical
paper



Standard paper



Small packages

etc.

This sector covers the purchasing groups integrating the functions and environment of office activities.

In 2022, this sector coordinated 11 purchasing procedures with a volume of €59m and a gain on purchases of €990k.



HCL
HOSPICES CIVILS
DE LYON

CONSUMABLES & EQUIPMENT FOR CARE UNITS

Sector coordinated by the Hospices Civils de Lyon



Feeding bottles,
teats & nipples



Clothing dispensers and
changing rooms



Hospital equipment
and stretcher devices



Surgical
instruments



Bedpan washers



Ambulatory furniture



Modular furniture



Furniture for
the patient's
environment



Small non-sterile
medical devices



Vacuum bags



Birthing tables



Thermometry

etc.

This sector covers the purchasing groups integrating the hospitality equipment and consumables centred around the patient's room.

In 2022, this sector coordinated 14 purchasing procedures with a volume of €70m and a gain on purchases of €2m.





WASTE

Sector coordinated by the Regional University
Hospital (CHRU) of Nancy



Collection and disposal of
DASRI
(infectious medical waste)



Packaging for DASRI
(infectious medical waste)
and DAOM (non-infectious
medical waste)

This sector covers the regional coordination of contracts for the collection and disposal of hazardous waste.

In 2022, this sector coordinated 9 purchasing procedures with a volume of €23m and a gain on purchases €20k.





ENERGY

Sector coordinated by the University
Hospital (CHU) of Bordeaux



Collection and
valorisation of EEC



Lighting solutions:
pilot phase



Lighting solutions:
industrialisation



UV3: valuation of
deletions



V4 Utilities:
electricity and
gas



Metering and
monitoring solutions

etc.

This sector offers energy supply contracts.

In 2022, this sector coordinated 10 purchasing procedures with
a volume of €498m and a gain on purchases of €254m
(*neutralised gains*).





HYGIENE & BODY PROTECTION

Sector coordinated by the Regional University
Hospital (CHRU) of Nancy



Disposable hygiene
products and child
incontinence



Hand wiping



Adult incontinence



Surgical masks and
respiratory protection
equipment



Hygiene products
for rooms



Single-use
professional clothing

etc.

This sector covers the purchase of single-use items, adult incontinence care, hand wiping and drying and room hygiene products.

In 2022, this sector coordinated 8 purchasing procedures with a volume of €75m and a gain on purchases of €12m.



BIOMEDICAL ENGINEERING

Sector coordinated by the University Hospital
(CHU) of Rennes

IMAGING



Cross-sectional
imaging



Ultrasound



Nuclear medicine

SURGERY THERAPY



Surgical robots



Radiotherapy



Video Surgery-Video
Endoscopy

ANESTHESIA - RESUSCITA- TION



Infusion equipment



Ventilators



Monitoring

ALSO...



Dialysis



Function tests



Maintenance

etc.

This sector manages the purchase of biomedical equipment:
imaging, surgery, exploration, therapy, anaesthesia, resuscitation
and innovative products.

In 2022, this sector coordinated 95 purchasing procedures with
a volume of €370M and a gain on purchases of €24M.



CHU
Rennes



CATERING

Sector coordinated by the University Hospital (CHU) of Angers
and the Regional University Hospital (CHRU) of Tours



Microbiological, physico-chemical and nutritional analyses



Groceries & beverages



Machines and trolleys for the distribution of hit drinks



OVO and dairy products



4th and 5th range products and caterer



Dietetic and food products



Laundry products and tableware at UU



Frozen products



Catering solutions with the supply of frozen or fresh ready meals



Meat, poultry, cold meats

etc.

This sector covers the purchasing groups integrating food products, equipment, consumables and catering services.

Many products are eligible for the EGALIM law.

In 2022, this sector coordinated 14 purchasing procedures with a volume of €217m and a gain on purchases of €1.09m.





HR & PROFESSIONAL SERVICES

Sector coordinated by the University Hospital (CHU) of Nantes



Support for hospital transformations



Support for seeking funding



Appointment of the statutory auditor



Advice and support for data processing



Advice and support for the HR department



Management training and change assistance



Temporary paramedical staff



Statutory risk management



Administrative and hotel pathway of the patient



Childcare places



Recourse against third parties



Electronic voting

etc.

Purchases of professional services cover a wide range of requirements, often in the legal, audit and human resources fields.

In 2022, this sector coordinated 24 purchasing procedures with a volume of €60m and a gain on purchases of €263k.





DIGITAL & ELECTRONIC HEALTH

Sector coordinated by the AP-HM

SERVICES



IT consulting



Purchasing and legal advice



Optimisation of PMSI by artificial intelligence

E-HEALTH



Telemedicine



Teleradiology



Remote monitoring of patient pathways

INFORMATION SYSTEM



Servers and storage



Server maintenance



Integration and multi-technical environment of the data centre

MAINTENANCE PATIENT FILE ELECTRONIC



DPI AGFA



DPI AXIGATE



DPI MEDASYS

etc.

This sector covers the purchasing groups around the patient pathway, telemedicine, artificial intelligence and data centres to equip hospitals with high-performance IT systems.

In 2022, this sector coordinated 18 purchasing procedures with a volume of €110m and a gain on purchases of €7m.



SERVICES

Sector coordinated by the University Hospital (CHU) of Nantes



Subscriptions to French and foreign magazines



Cyber risk support and insurance



Property damage insurance



Car fleet insurance



Technical controls and diagnostics



Workshop supplies



4D Hygiene



Lift maintenance



Automatic door maintenance



Risk management in the operating theatre



Bio-cleaning services



Travel and business trips

etc.

This sector covers the purchasing groups integrating intangible services purchased by the hospital.

In 2022, this sector coordinated 22 purchasing procedures with a volume of €146m and a gain on purchases of €599k.





TRANSPORT

Sector coordinated by the University Hospital (CHU) of Montpellier



Helismur/EVASAN accompaniments



Electric charging stations



Stretchers for ambulances



Fuel cards



Handling trolleys



Vehicle fleet management and mobility solutions



Rental of vehicles <3.5T, trucks and maintenance



Advanced medical posts



Air transport of transplants, surgical teams and associated regulation



Transport of temperature-controlled packages



Patient transport vehicles



Low CO2 vehicles

etc.

This sector covers the purchasing groups integrating the transportation services in hospitals.

In 2022, this sector coordinated 31 purchasing procedures with a volume of €62m and a gain on purchases of €2m.





MEDICINE

Sector coordinated by the University Hospitals (CHU) of Bordeaux, Lille, Lyon and Toulouse

UNIVERSITY HOSPITAL (CHU) OF BORDEAUX: 34 purchasing procedures, volume of €2bn and a gain on purchases of €85m



Antidotes



Medical gas



Wholesale distributor



Hormones systemic and sex



Anti-cancer, immunomodulator, immunosuppressant medicines



Medicine for the genitourinary system



Radiopharmaceutical medicine



Muscles & skeleton and related



Diagnostic products



Contrast medium

UNIVERSITY HOSPITAL (CHU) OF LILLE: 26 purchasing procedures, volume of €216m and a gain on purchases of €297k



AGEPS



Processing of parenteral nutrition



Raw materials for anti-infective



Nervous system medicines



Enteral nutrition



Infusion solutions & parenteral nutrition

HOSPICES CIVILS DE LYON: 15 purchasing procedures, volume of €628m and a gain on purchases of €23m



Dermatological & antiseptic medicine/ respiratory system medicine



Blood-derived medicines

UNIVERSITY HOSPITAL (CHU) OF TOULOUSE: 29 purchasing procedures, volume of €904m and a gain on purchases of €6m



Blood-derived pharmaceutical use



Medicines for the sensory organs



Early access and compassionate access medicines



Digestive tract, metabolism, cardiovascular system, anti-thrombotic and antihaemorrhagic medicines.

This sector purchases all classes of medicines: monopolies, generic or substitutes.

In 2022, this sector coordinated a total of 104 purchasing procedures with a volume of €3.8bn and a gain on purchases of €114m.





MEDICAL DEVICES

Sector coordinated by the University Hospitals (CHU)
of Bordeaux, Lille, Lyon, Marseille and Toulouse

UNIVERSITY HOSPITAL (CHU) OF BORDEAUX: 9 purchasing procedures, volume of €64m and a gain on purchases of €1m



Parenteral
procedure



Respiratory
procedure



Implantable
medical devices for
rhythmology



Single-use
fiberscopes



Negative pressure
therapy

UNIVERSITY HOSPITAL (CHU) OF LILLE: 9 purchasing procedures, volume of €47m and a gain on purchases of €1m



Biopsy, drainage,
monitoring and
immobilisation DM



Implantable
osteosynthesis
medical devices



Draping & dressing/
speciality kits



Neurostimulation

HOSPICES CIVILS DE LYON: 10 purchasing procedures, volume de €24m and a gain on purchases of €843k



Sterilisation
packaging and
consumables



Water filters



Reconditionable
water filters



Sterile surgical gloves



Dressing items and
venous compression
stockings



Hydroalcoholic
products



Mild soaps,
saponification soaps

UNIVERSITY HOSPITAL OF MARSEILLE: 10 purchasing procedures, volume de €24m and a gain on purchases of €375k



Autotransfusion
- equipment and
consumables



Supply of contrast media
and injector at full cost
for CT and MRI



Haemodialysis
consumables



Haemodialysis
in cost per session

UNIVERSITY HOSPITAL (CHU) OF TOULOUSE: 12 purchasing procedures, volume de €74m and a gain on purchases of €2m



Urological, digestive
& gynaecological
procedures



Captive consumables
for surgical robots



Electrodes



Surgical procedure

This sector covers numerous groups of medical device purchases,
from standard to the most sensitive.

In 2022, this sector coordinated 50 purchasing procedures with
a volume €233m and a gain on purchases of €6m.



DISPENSATION HEALTH PRODUCTS

EQUIPMENT FOR PUI

Sector coordinated by the Hospital (CH) of Troyes

AUTOMATION AND STORAGE SOLUTIONS



Global
dispensing
machines



Overpacking
Machine



Automats by
reconditioning



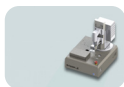
Drinkable
solution
dispensers



Bulk drugs for
automated
systems



Secure cabinets



Radiopharmacy
robot



Deblistering
machines

ONCOLOGY



DRUGCAM®
DIGITAL VIDEO
monitoring



Chemotherapy
Isolators



Chemotherapy
preparation
robots



RFID tracking
of
chemotherapy
bags

STERILISATION



Steam sterilisers



Low
temperature
sterilisers



Sterilisation
sealers

BUSINESS SOFTWARE



MAPUI Platform Vaccination campaign
application



etc.

This sector refers to the equipment necessary for the organisation of a PUI (hospital pharmacy), which enables the safe circulation of medical devices and medicines.

In 2022, this sector coordinated 20 purchasing procedures with a volume of €10m and a gain on purchases of €883k.



YOUR REGIONAL AMBASSADORS

Director of Ambassadors: Stéphanie DEFRENNE
Tel: 06 64 98 12 54 - stephanie.defrenne@uniha.org

South West Ambassador: Denis DESPIN
Tel: 06 11 30 18 19 - denis.despin@uniha.org

South East Ambassador: Coralie DOBRENEL
Tel: 06 14 39 08 05 - coralie.dobrenel@uniha.org

West Ambassador: Grégoire JOSEPH
Tel: 06 09 24 81 81 - gregoire.joseph@uniha.org

Central Ambassador: Pierre PAOLORSI
Tel: 06 20 14 37 26 - pierre.paolorsi@uniha.org

Céline COUVAL - Institutional Relations assistant
Tel: 04 86 80 04 79 - celine.couval@uniha.org

Île de France Ambassador: Pauline LELIÈVRE
Tel: 06 19 51 72 79 - pauline.lelievre@uniha.org

Central East Ambassador: Marion PEUKE
Tel: 06 14 39 34 01 - marion.peuke@uniha.org

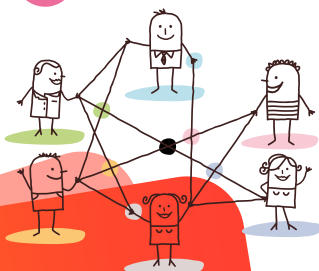
North East Ambassador: Godefroy SCALABRE
Tel: 06 14 39 80 28 - godefroy.scalabre@uniha.org

North Ambassador: Claire TRUFFAUT
Tel: 06 09 24 74 05 - claire.truffaut@uniha.org

Nathalie LEBRUN - Institutional Relations assistant
Tel: 04 86 80 04 78 - nathalie.lebrun@uniha.org

**Close cooperation
with hospitals**

The institutions Coordinators:



www.uniha.org

UniHA 9 rue des Tuileries 69003 LYON
contact@uniha.org