UniHA at a glance

The cooperative of hospital purchasers

9 March 2023
Created in 2005 by hospital staff (32 CHU and 20 CHU) with the aim of optimising hospital purchasing. The goal? Better purchasing performance in French public hospitals.

1200 participating hospitals of which 123 GHT (regional hospital groupings)

3800 active markets

€5.9bn purchase volume in 2022

€171m gains on purchases in 2022

1300 international suppliers

A better performing, higher quality, more innovative hospital.
UniHA is the leading French public purchaser in the health sector
Groups of experts develop contracts and evaluate companies’ bids.

- Caregivers: Surgeons, doctors, etc.
- Hospital purchasers
- Technicians, business engineers, etc.

All parties are involved in the contract development process.

12,000 hospital networks

130 UniHA employees run this hospital network
A comprehensive offer covering all the main requirements of the hospital

16 groups divided into 3 purchasing areas:

**MEDICAL EQUIPMENT DIVISION**
- BIOLOGY
- CONSUMABLES & EQUIPMENT FOR CARE UNITS
- BIOMEDICAL ENGINEERING

**HEALTH PRODUCTS DIVISION**
- DISPENSING HEALTH PRODUCTS
- MEDICAL DEVICES
- MEDICINES

**GENERAL PURCHASING DIVISION**
- LAUNDRY
- HYGIENE & BODY PROTECTION
- SERVICES
- OFFICE & OFFICE AUTOMATION
- CATERING
- WASTE
- ENERGY
- DIGITAL & ELECTRONIC HEALTH
- HR & PROFESSIONAL SERVICES
- TRANSPORT
Each purchasing group is coordinated by teams of hospital buyers located in an institution.

They act on behalf of the hospital community from their institutions.
UniHA values

3 common values within the network

- **Relevance**: focus on the right requirements
- **Innovation**: dare to innovate and offer the best on the market
- **Proximity**: teams working closely with consultants

The advantages of UniHA:

- **Security**: a legal unit to ensure the reliability of contracts
- **Caring**: controlled and accompanied implementation in the hospital
- **Competence**: our specialised teams of buyers: 20 pharmacists, biomedical engineers, biologists, SI, catering, energy, etc.

2 ways to access the market

- **Grouping orders**: the institutions identify their requirements and submit a joint call for tender
- **The central purchasing unit**: markets are available at any time.

Whichever method is chosen, the hospital accesses the market directly from the supplier, without an intermediary.
The UniHA gateway: www.uniha.org

4 sections to cover all your requirements:

- **Discover UniHA**: documentation and interactive map of participating institutions
- **Access a market**: find all the UniHA markets, sector by sector
- **Contact the purchasing teams**: the full contact details of the purchasers
- **I am a company**: sourcing and publications, supplier’s toolbox, etc.

www.uniha.org
There are more than 10 tools dedicated to participating hospitals:
Find UniHA at

www.unihha.org
2022 purchasing scope by purchasing division

**PURCHASING SCOPE 2022**

- **Health Products Division**
  - Medicines: €4bn
  - Medical devices: €3.8bn
  - Dispensing health products: €233m
  - Total: €1.3bn

- **General Purchasing Division**
  - Energy: €498m
  - Catering: €217m
  - Services: €146m
  - Digital & electronic health: €110m
  - Hygiene & body protection: €75m
  - Transport: €62m
  - HR & Professional services: €60m
  - Office & office automation: €59m
  - Waste: €23m
  - Laundry: €22m
  - Total: €1.3bn

- **Medical Equipment Division**
  - Biomedical engineering: €370m
  - Biology: €174m
  - Consumables & equipment for care units: €70m
  - Total: €0.6bn

Total scope: €5.9bn
2022 purchasing scope by purchasing sector

- Medicines €4bn
- Energy €498m
- Biomedical Engineering €370m
- Medical Devices €233m
- Catering €217m
- Biology €174m
- Services €146m
- Digital & Electronic Health €110m
- Hygiene & Body Protection €75m
- Consumables & Equipment for Care Units €70m
- Transport €62m
- HR & Professional Services €60m
- Office & Office Automation €59m
- Waste €23m
- Laundry €22m
- Health Products Dispensing €10m

€5.9bn
Gains in 2022 by purchasing division

**Health Products Division**
- Medicines: €121m
- Medical devices: €114m
- Dispensing health products: €6m
- Total: €121m

**Medical Equipment Division**
- Biomedical engineering: €27m
- Biology: €24m
- Consumables & equipment for care units: €2m
- Total: €27m

**General Purchasing Division**
- Hygiene & body protection: €23m
- Digital & electronic health: €12m
- Transport: €7m
- Catering: €2m
- Office & office automation: €1.09m
- Services: €990k
- Laundry: €532k
- HR & Professional services: €263k
- Waste: €20k
- Energy (neutralised gains): €254k
- Total: €23m

**Total gain:** €171m
UniHA gains in 2022 by purchasing sector

- Medicines €114m
- Biomedical Engineering €24m
- Hygiene & Body Protection €12m
- Digital & Electronic Health €7m
- Medical Devices €6m
- Biology €2m
- Transport €2m
- Catering €1.09m
- CEUS €1.03m
- Office & Office Automation €990k
- Dispensing Health Products €883k
- Services €599k
- Laundry €532k
- HR & Professional Services €263k
- Waste €20k
- Energy: €254m (neutralised)

€171m