



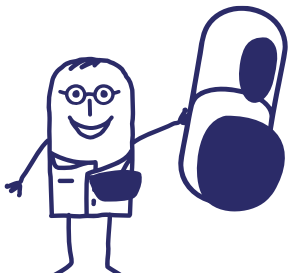
# UniHA at a glance

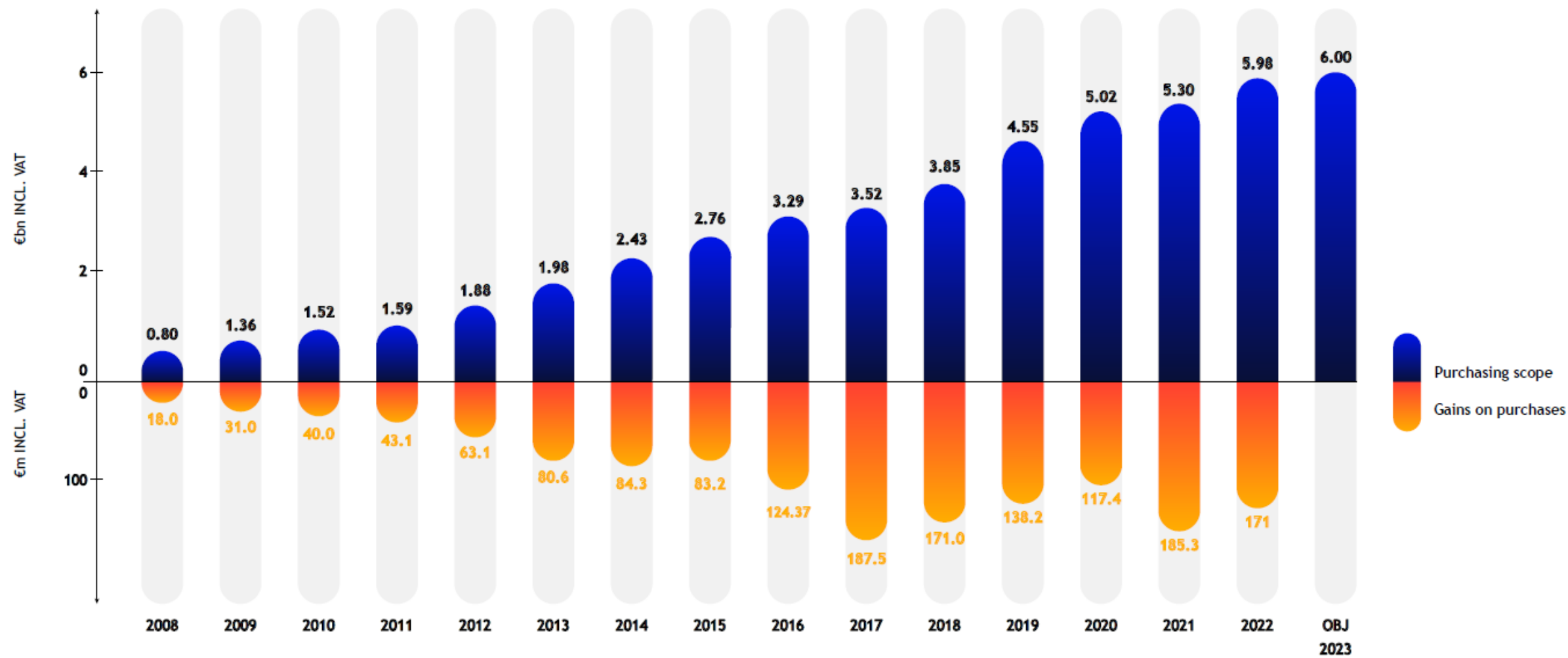
The cooperative of hospital purchasers

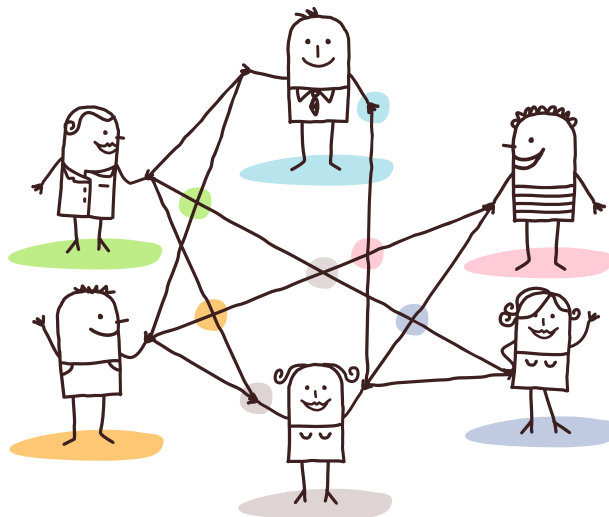
Created in 2005 by hospital staff (32 CHU and 20 CHU) with the aim of optimising hospital purchasing.  
The goal? Better purchasing performance in French public hospitals.



A better performing, higher quality, more innovative hospital.







**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**

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**



**OFFICE & OFFICE  
AUTOMATION**



**WASTE**



**ENERGY**



**HYGIENE & BODY  
PROTECTION**



**CATERING**



**HR & PROFESSIONAL  
SERVICES**



**DIGITAL & ELECTRONIC  
HEALTH**



**SERVICES**



**TRANSPORT**

Each purchasing group is coordinated by teams of hospital buyers located in an institution.

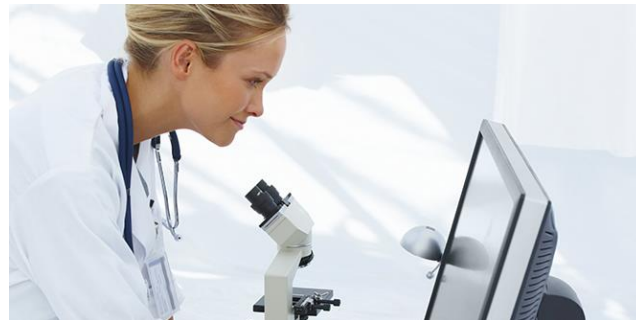
They act on behalf of the hospital community from their institutions.





## 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.

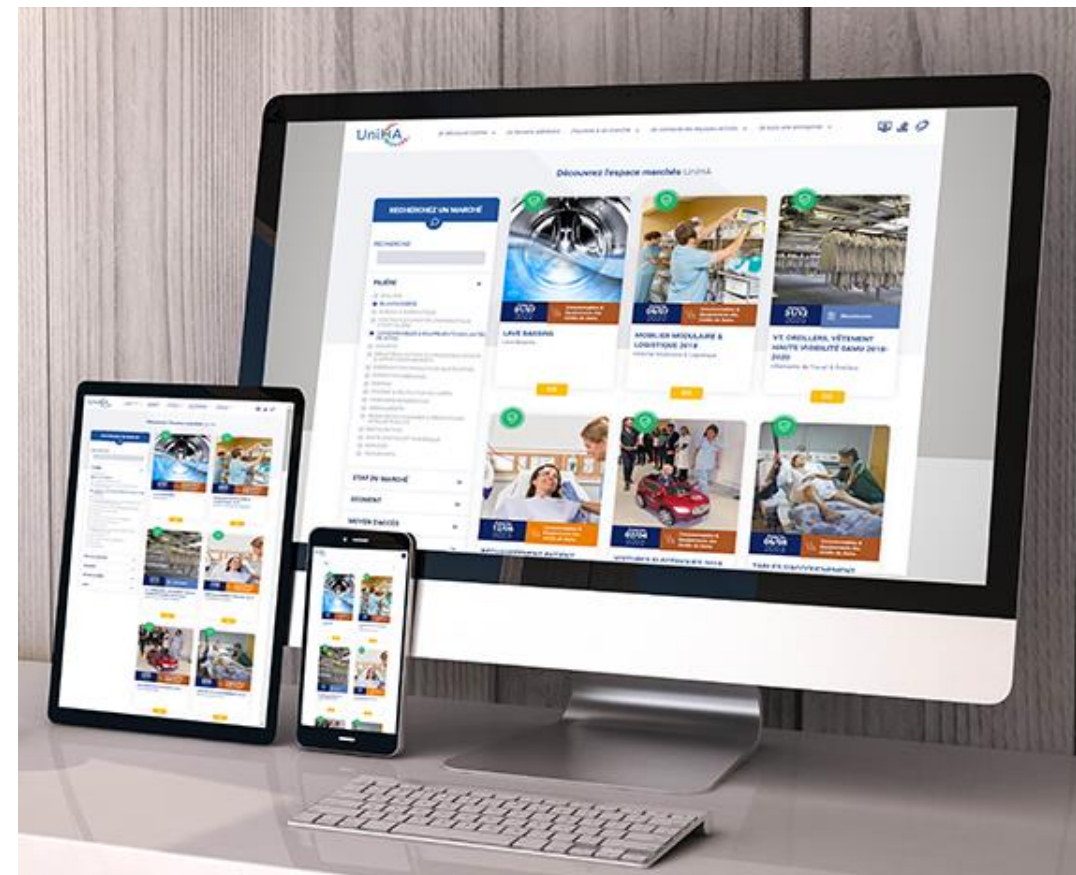
Whichever method is chosen, the hospital accesses the market directly from the supplier, without an intermediary.



4 sections to cover all your requirements:

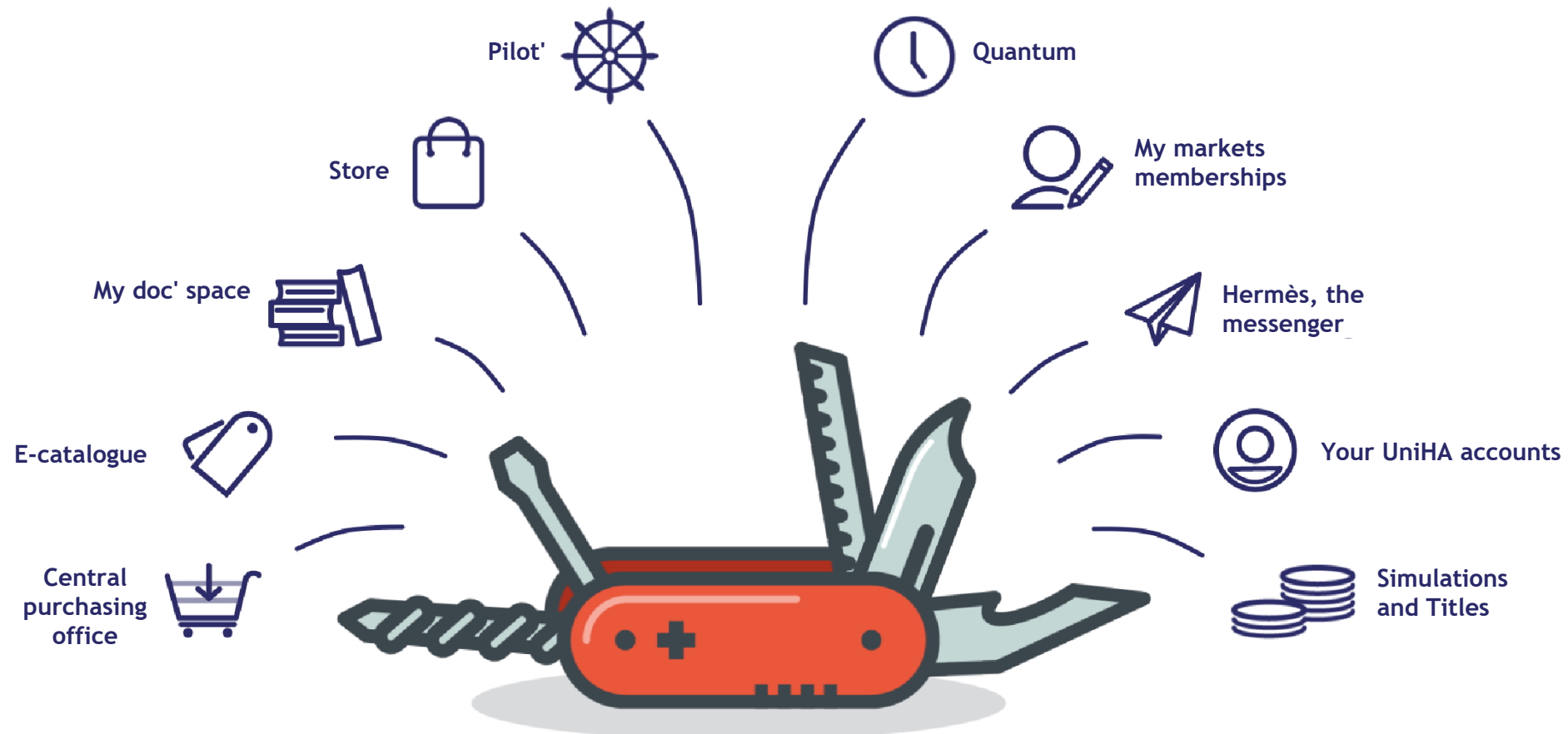
- **Discover UniHA:** documentation and interactive map of participating institutions
- **Access a market:** find all the UniHA markets, sector by sector
- **Contact the purchasing teams:** the full contact details of the purchasers
- **I am a company:** sourcing and publications, supplier's toolbox,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

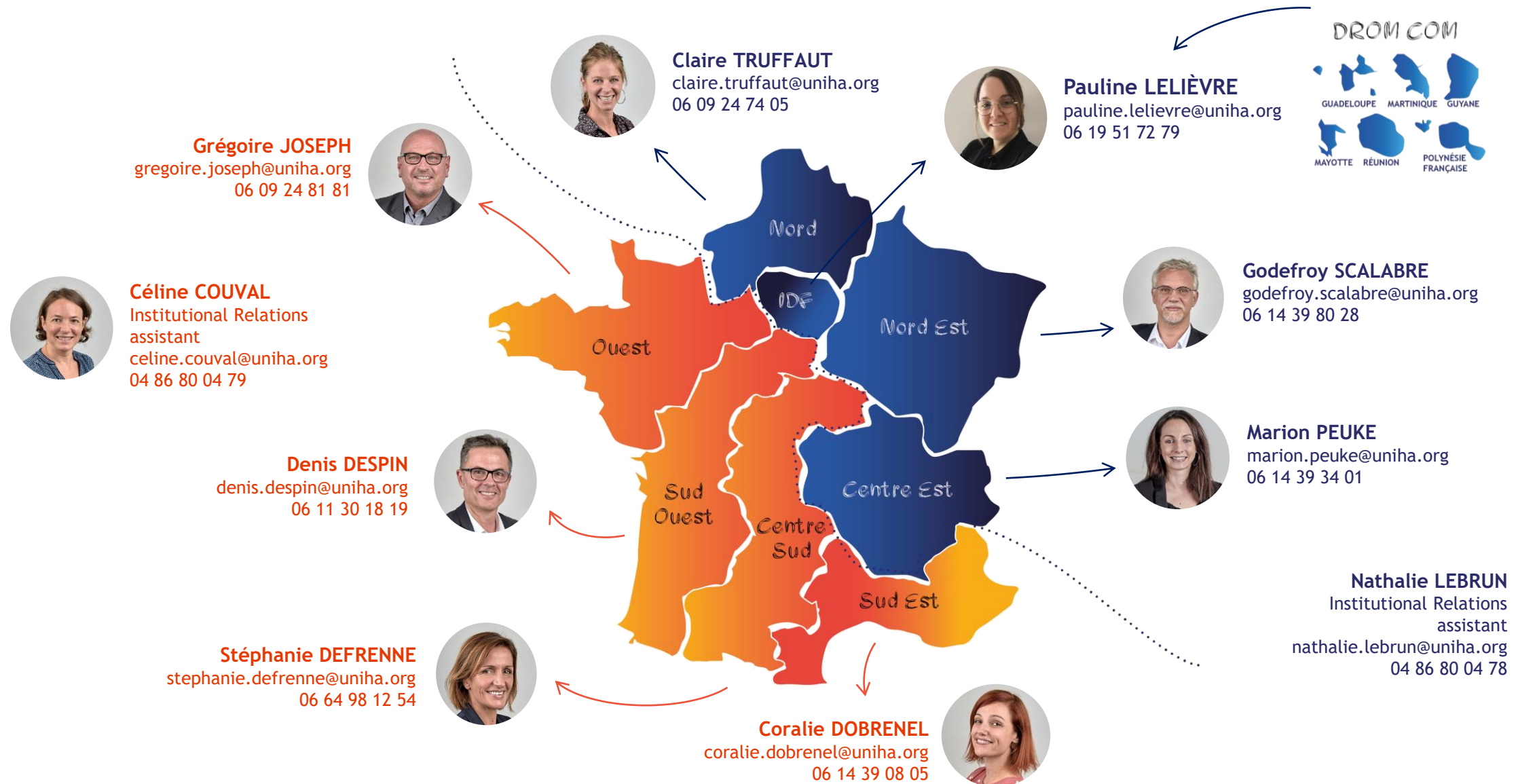
[www.uniha.org](http://www.uniha.org)





There are more than 10 tools dedicated to participating hospitals:

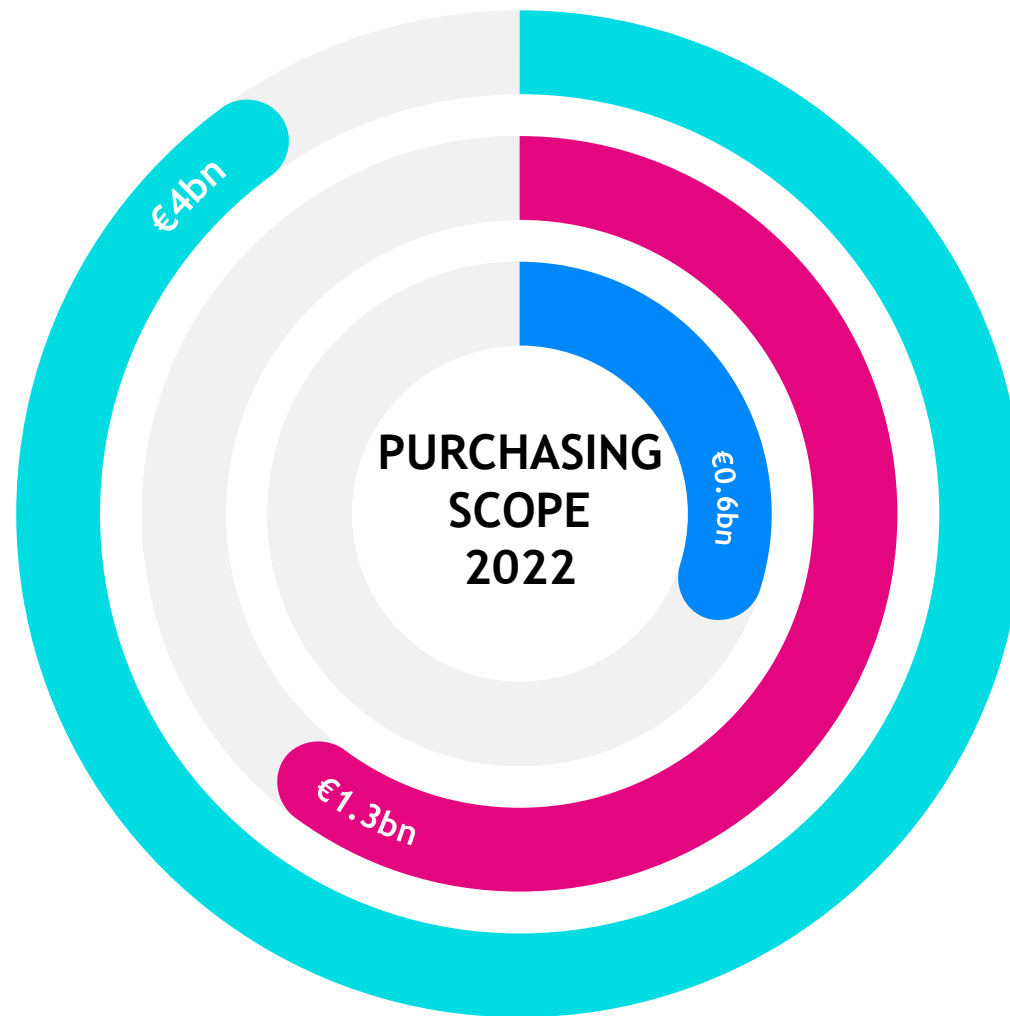






Find UniHA at

[www.uniha.org](http://www.uniha.org)



Total scope:  
**€5.9bn**

## Health Products Division



- Medicines
- Medical devices
- Dispensing health products

**€4bn**

€3.8bn

€233m

€10m

## General Purchasing Division



- Energy
- Catering
- Services
- Digital & electronic health
- Hygiene & body protection
- Transport
- HR & Professional services
- Office & office automation
- Waste
- Laundry

**€1.3bn**

€498m

€217m

€146m

€110m

€75m

€62m

€60m

€59m

€23m

€22m

## Medical Equipment Division



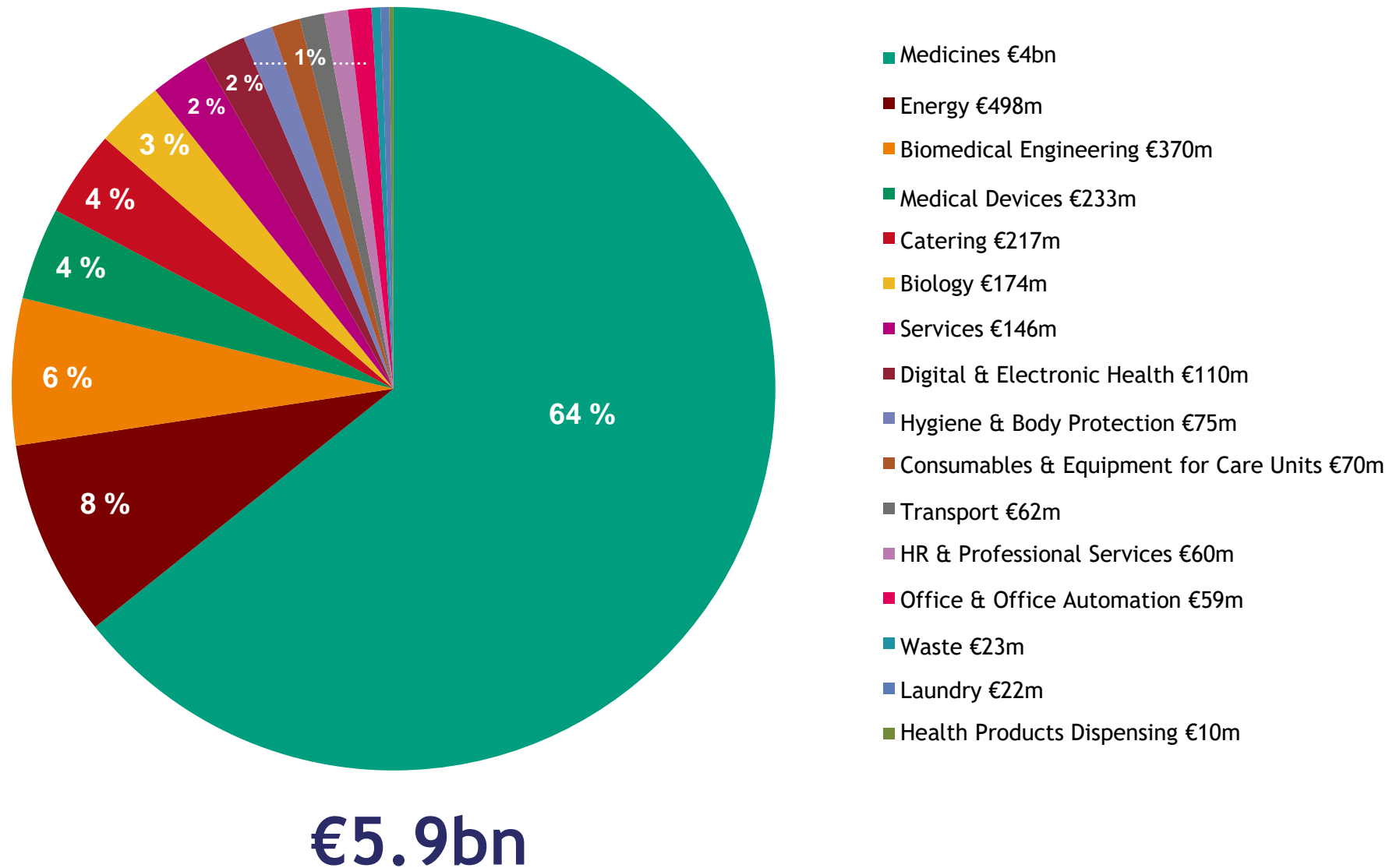
- Biomedical engineering
- Biology
- Consumables & equipment for care units

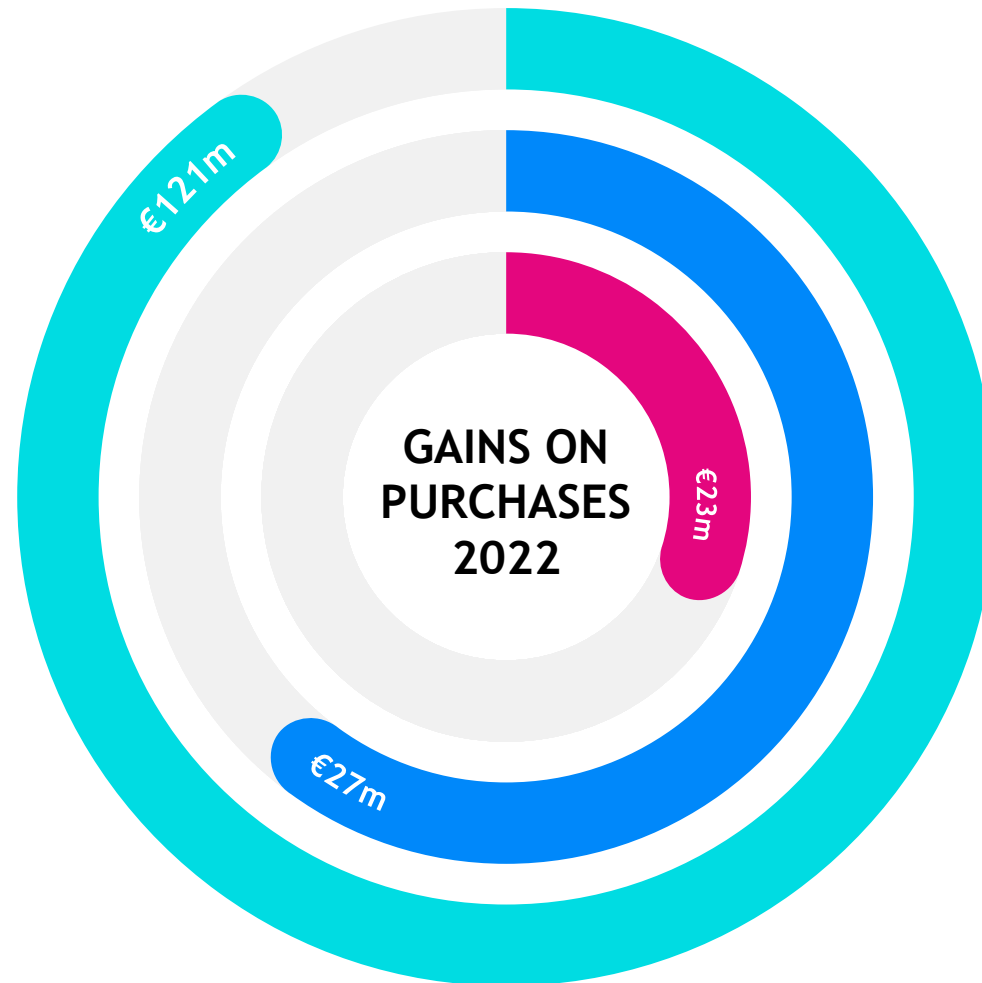
**€0.6bn**

€370m




€174m

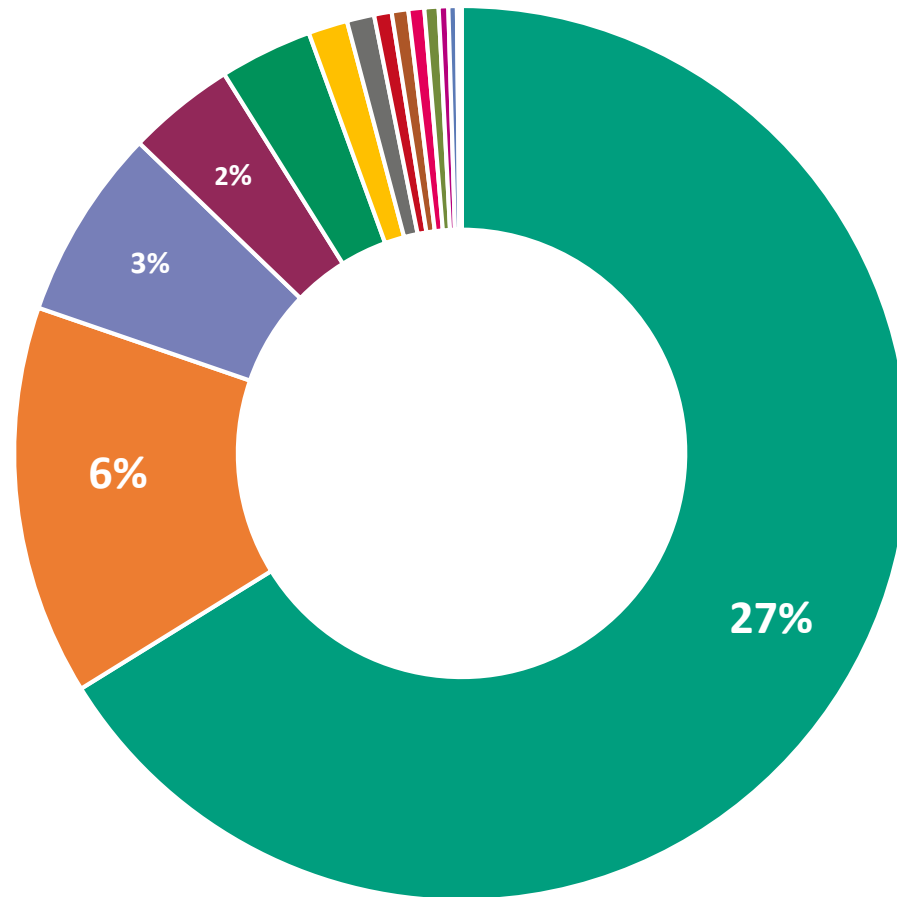
€70m





Total gain:  
**€171m**

|   |  |              |
|---|--|--------------|
| <b>Health Products Division</b>   |  | <b>€121m</b> |
|  | Medicines                              | €114m        |
|   | Medical devices                        | €6m          |
|   | Dispensing health products             | €883k        |
| <b>Medical Equipment Division</b>   |  | <b>€27m</b>  |
|  | Biomedical engineering                 | €24m         |
|   | Biology                                | €2m          |
|   | Consumables & equipment for care units | €1.03m       |
| <b>General Purchasing Division</b>  |  | <b>€23m</b>  |
|  | Hygiene & body protection              | €12m         |
|   | Digital & electronic health            | €7m          |
|   | Transport                              | €2m          |
|   | Catering                               | €1.09m       |
|   | Office & office automation             | €990k        |
|   | Services                               | €599k        |
|   | Laundry                                | €532k        |
|   | HR & Professional services             | €263k        |
|   | Waste                                  | €20k         |
|   | Energy (neutralised gains)             | €254m        |



€171m

- 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)