

● **A leading global medical technology company** that develops, manufactures and sells a broad range of medical supplies and services, devices, laboratory equipment and diagnostic products

- ◆ Founded in **1897**
- ◆ FY12 Revenues: **\$7.7 B** (57%Int'l / 43%US)
- ◆ **Fortune 500** (#333); NYSE: **BDX**
- ◆ Headquartered in **Franklin Lakes, New Jersey**
- ◆ Nearly **30,000 associates** in > **50 countries**



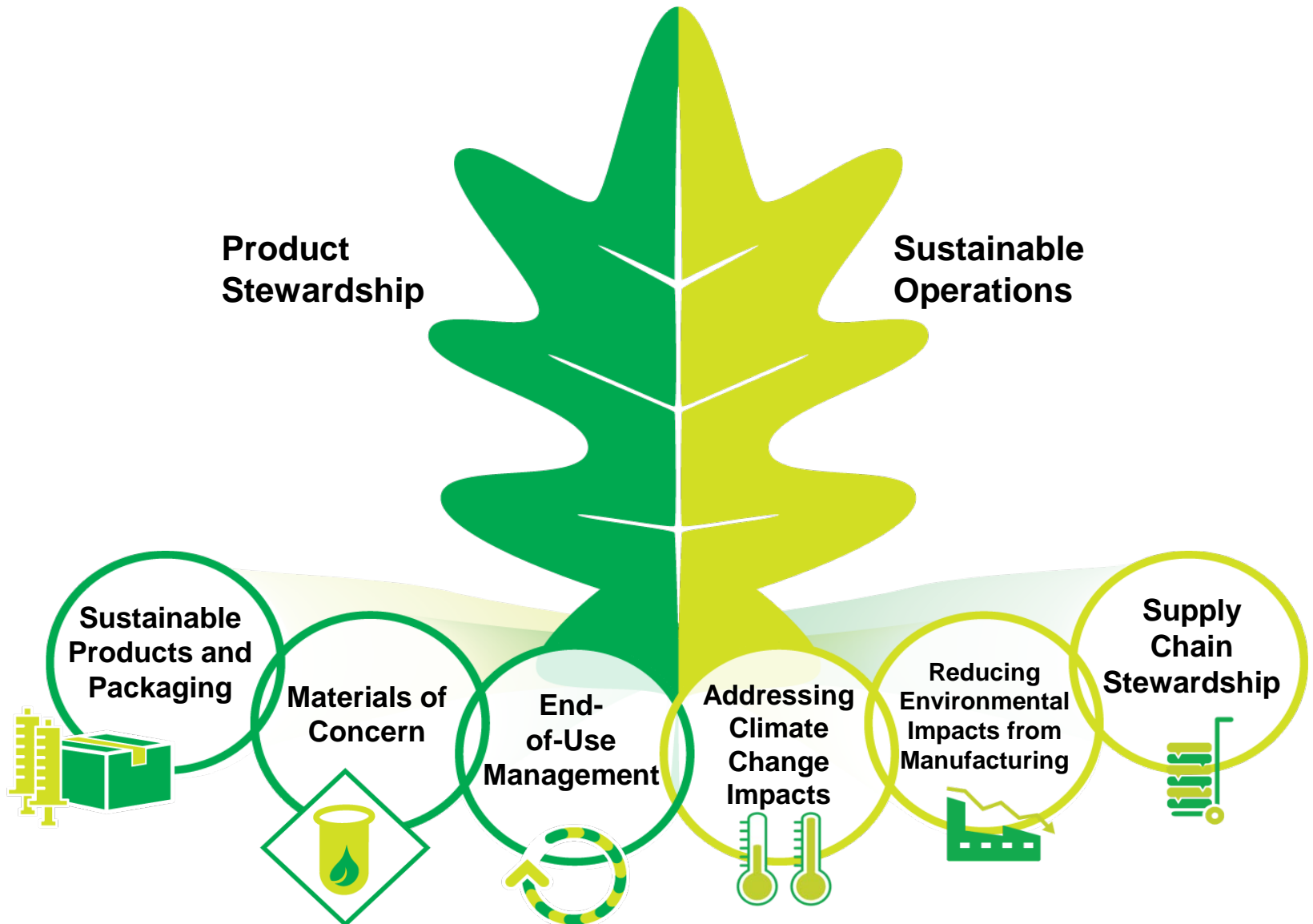
BD Medical
Delivery



BD Diagnostics
Diagnosis



BD Biosciences
Discovery and Development





Practice Greenhealth's EPP Business Leadership Coalition



- Creating a larger and more collegial dialogue relative to EPP between businesses, GPOs and hospitals.
- An integral part of the Greening the Supply Chain™ Initiative – the group is a broad coalition of businesses, large and small, whose mission it is to work diligently and cooperatively to build products and processes that are environmentally safe, in full compliance with business expectations and the expectations of our colleagues and customers in the health care sector.
 - ◆ *Taking a leadership position*
 - ◆ *Partnering in the Environmentally Preferable Purchasing (EPP) process in healthcare*
 - ◆ *Increasing exposure to the work being done in healthcare*

- **Supply Chain Transparency**
 - ◆ Spans across industry sectors
 - ◆ Data needs are not always consistent between stakeholders, regional regulations, etc.

- **Number of Suppliers**
 - ◆ Span regions
 - ◆ Managed at different levels of the organization

- **Data management**
 - ◆ Existing / future infrastructure
 - ◆ Data quality

- **Stakeholder engagement**
 - ◆ **Customers**
 - ◆ **Industry groups**
 - ◆ **Suppliers**
- **Identifying tools and best practices for choosing alternatives**

- BD Autoguard™ Shielded IV Catheter

