

Account Name

Account #

IDN

GPO

Quantitative Performance			
Product (PV, CV, LM)	QTD	YTD	% Difference

Products			
Product	Usage	Location	Main User

Key Stakeholders			
Name	Title	Influence level	Philips Supporter

Notes

Assets			
Asset	Location	Age	Contract
IVUS			
Laser			
X-Ray			
UltraSound			
IntraSight			

Competition	
Product	Location

VAC Committee	
Name	Title

Target Products	
Target Product	Location

Vac Committee Information

When do they meet?

What is the VAC Process?