



Account profile sheet

Basic account information

Account Name: _____

Address: _____

Account #: _____ Total # Hospital Beds: _____

IDN: _____ GPO: _____

Number of procedure rooms

Cath Lab: _____ IR Lab _____ OR _____ Hybrid OR _____

Procedures

Cath Lab

| Type of Procedure | Number per Month | Location |
|-------------------|------------------|----------|
| | | |
| | | |
| | | |

IR Lab

| Type of Procedure | Number per Month | Location |
|-------------------|------------------|----------|
| | | |
| | | |
| | | |

Procedures continued

OR

| Type of Procedure | Number per Month | Location |
|-------------------|------------------|----------|
| | | |
| | | |
| | | |

EP

| Type of Procedure | Number per Month | Location |
|-------------------|------------------|----------|
| | | |
| | | |
| | | |

Assets

| Product | Location | Age | Contract |
|------------|----------|-----|----------|
| IVUS | | | |
| Laser | | | |
| X-Ray | | | |
| UltraSound | | | |
| Intrasight | | | |

Products

| Philips IGTD | | | | |
|--------------|----------|-------|-----------|-------------|
| Product | Location | Usage | Main User | Consignment |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |





Products continued

| Competition | | | | |
|-------------|----------|-------|-----------|-------------|
| Product | Location | Usage | Main User | Consignment |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

Key players

| | Name | Title | Level of Influence | CTL/Speaker (for whom) |
|----------------------------|------|-------|--------------------|------------------------|
| Materials Mgmt | | | | |
| | | | | |
| Purchasing | | | | |
| | | | | |
| Cath Lab | | | | |
| | | | | |
| IR Lab | | | | |
| | | | | |
| OR | | | | |
| | | | | |
| EP Lab | | | | |
| | | | | |
| Cardiologists | | | | |
| | | | | |
| Vascular Surgeons | | | | |
| | | | | |
| Interventional Radiologist | | | | |
| | | | | |



Value Analysis Committee

When does committee meet? _____

What is the process: _____

Who is on the committee: _____

