

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** |
|  |  |  |
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|  |  |  |

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** |
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**Products continued**

|  |  |
| --- | --- |
|  | **Competition** |
| **Product** | **Location** | **Usage** | **Main User** | **Consignment** |
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**Key players**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Name** | **Title** | **Level of****Influence** | **KTL/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:

