

### **Services**

Medical Technology Consulting (MTC) offers services to healthcare organizations that are acquiring or planning to acquire new medical imaging equipment and associated information systems. Medical imaging equipment covers all of the modalities for both radiology and cardiology applications: X-ray; nuclear medicine; ultrasound; CT; and MRI. Information systems include: cardiology imaging networks, hemodynamic monitoring systems, ECG storage and distribution systems, cardiology information and reporting systems; radiology PACS, and radiology information systems.

### **Process**

MTC takes a system wide approach to your projects. I not only investigate the equipment being purchased, but I also analyze how the new equipment fits into the clinical workflow and interfaces to the rest of the hospital systems, existing and planned.

A complete range of services are provided from strategic planning to implementation, including project management if required. MTC facilitates a process that allows the stakeholders to make an informed decision in selecting the technology and vendor that best satisfies their objectives. Each step of the process is documented and reviewed to obtain input and consensus of all involved. The specific process is adjusted to match the needs of the individual institution and project. Typical steps include:

- Education
  - State of the technology and implementation
- Work Flow Analysis
  - Flow chart of the current work flows
  - Identify opportunities for technology
- Technology Assessment
  - Match of current equipment with objectives and plans
- Requirements Generation
  - Request for Proposal
- Vendor Review
  - Qualify vendors to receive RFP
- Proposal Assessment
  - Work with vendors to obtain complete responses
  - Generate Comparison matrices
- Selection
  - Facilitate decision process
- Negotiation Support
- Implementation Support

### **Benefits**

Each step of the process provides information that empowers the stakeholders to make decisions. As an independent consultant, I am a clinical and hospital advocate which reduces your reliance on vendor information. Insuring that all the vendors quote to the same specifications makes it easier to compare systems. My vendor contacts are at the headquarters level providing better insight into current and future product plans. Having someone at the negotiation table with recent experience into similar negotiations provides key input to the process.