



When and Why We Choose Medical Equipment

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Introductions

Meet the Introba MEQ Team



Cathy Gambacorta, Sr. Planner



Laura Tagorda, Assoc. Principle

WHO NEEDS TO KNOW?

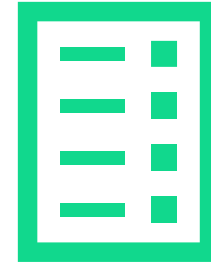
This impacts you

- Architects & Engineers
- Clinical Teams
- Administrators & Finance
- Project Managers



Strategic Decisions

Learning Objectives



Increased awareness of milestones on decisions affecting Medical Equipment and the impact that these will have on the design process for the facility

MEDICAL EQUIPMENT GROUPS

A Simple Framework: Group I, II, & III



- Group I: The “Built-Ins”
- Integral to the building
- Electrical, plumbing, mechanical, or structural



- Group II: The “Coordinates”
- Significant, but less building impact
- Movable, but sizable



- Group III: The Plug & Play
- Easily placed, latest technology
- Minor Moveable

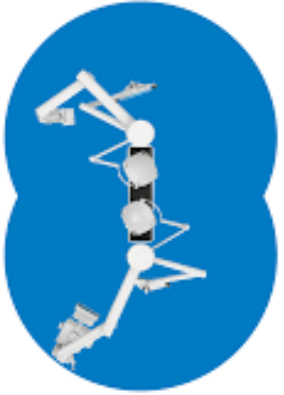
GROUP I

What Are We Talking About?

- Major Imaging Equipment
 - MRI, CT, LINAC's or Cath Labs
- Integrated Room Components
 - Surgical Lights & Booms
 - Patient Lifts
- Major Support Equipment
 - Automated Lab Instrumentation
 - Sterilizers
 - Ice Makers



GROUP I: Why Early Decisions are Non-Negotiable



Major Design Rework

That has a clearance requirement of what?



Structural Changes

You need a floor drain where?



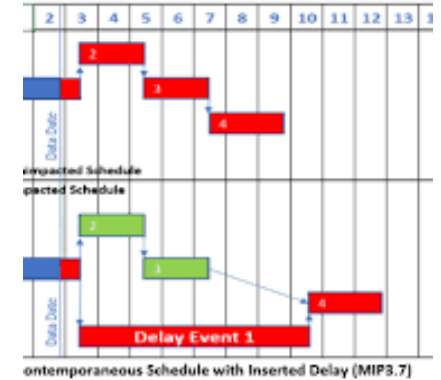
Infrastructure Clashes

We don't have room in the ceiling for that.



Significant Cost Overruns

We need to bring back some trades!



Project Delays

That will add another 2 months to the schedule.

Group II

What are we talking about?

- Patient Care & Monitoring
 - Anesthesia Machines, Ventilators, Patient Monitors & Stretchers
- Mobile & Portable Diagnostics
 - Mobile X-Ray & C-Arms, Ultrasounds Machines, & Endoscopy carts/towers
- Laboratory & Pharmacy
 - Lab Analyzers, Refrigerators & Freezers
- Support Equipment
 - Warming Cabinets, Pyxis or Omnicell



GROUP II: The Risks of Waiting Too Long



Inadequate Space Allocation

What do you mean the room is too small?



Insufficient Utilities Allocation

I didn't know all these needed power.



Workflow Inefficiencies

That's too far!



Minor Design Adjustments

The alcove isn't tall enough.



Procurement Delays

This might not be here on opening day.

Group III

What Are We Talking About?

- Patient Care Devices
 - Infusion Pumps, Vital Signs Monitors, Feeding Pumps, otoscopes
- General Clinical Items
 - Medical Cars, Scales, IV Poles, Workstation on Wheels (WOW's)
- Office & Administrative
 - Label Printers, scanners, etc.

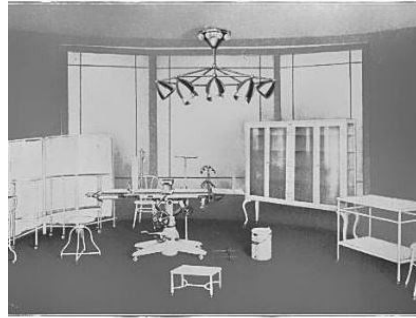


GROUP III: The Benefits of Strategic Delay



Access to the Latest Technology

What version of software is this on?



etc Catalog No. 20 shows reproductions of fifteen different operating room equipment we have installed in hospitals and industrial institutions throughout the world on your specifications.

Reduced "Outdated on Arrival" Risk

There is a newer model than this.



Competitive Pricing

If I add these, can we get strategic sourcing?



Flexibility

We migrated to new defibs last summer.



Minimal Power or Network changes

There are plugs everywhere.

OTHERS - Excluded categories (not considered MEQ):



Group IV Instrumentation

Surgical instruments, scopes, drills, other tools



Group V Communications Systems

Telemetry, security, EMR, MIDDLE WARE for communication of devices with EMR, PACS



Group VI Furniture

Desks, couches, chairs, and window coverings



Architectural / Other

headwalls, integrated OR ceilings, toilet room accessories, robe hooks, mirrors, paper towel dispensers



Office Equipment

computers, tablets, printers, copiers, fax, scanners, storage, filing systems for administrative supplies/records etc.

The Ripple Effect of Mis-timed Decisions

Where did it go wrong?



- Problem: New MRI was added too late
- Impact: Structural reinforcements, special rigging install, construction delays.



- Problem: Assumed standard power
- Impact: Needs dedicated 30 amp twist lock.



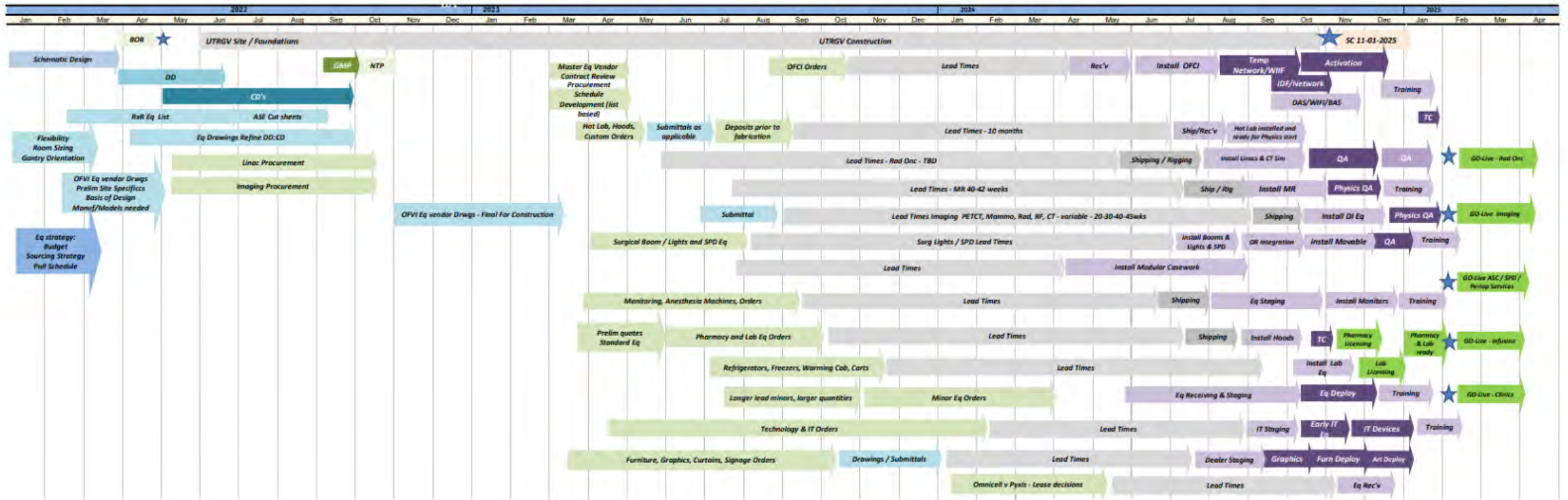
- Problem: New version has been released.
- Impact: You have outdated technology before you open

Why Timing Matters

Look at it from a schedule perspective



EQ & Activation Schedule - Preliminary at a glance



THANK YOU!

QUESTIONS?

