

# When and Why We Choose Medical Equipment

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# Introductions

## Meet the Introba MEQ Team



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# WHO NEEDS TO KNOW?

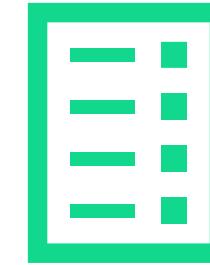
**This impacts you**

- **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

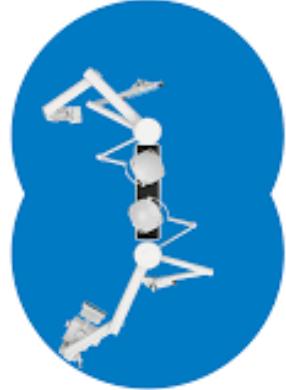
# GROUP I

## 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



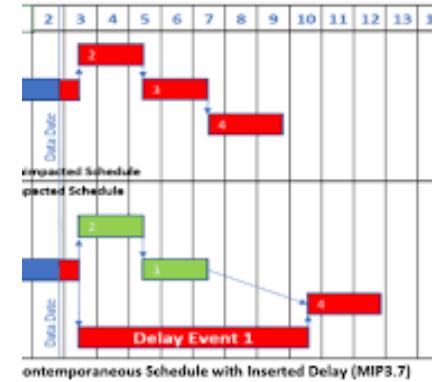
Structural Changes



Infrastructure Clashes



Significant Cost Overruns



Project Delays

That has a clearance requirement of what?

You need a floor drain where?

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

We need to bring back some trades!

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



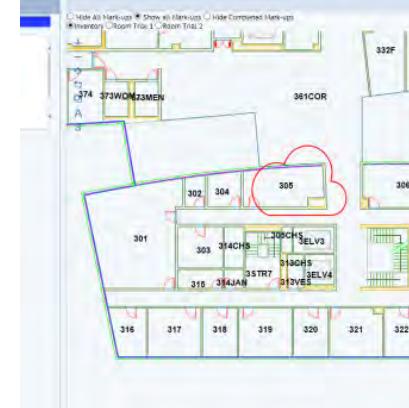
Inadequate Space Allocation



Insufficient Utilities



Workflow Inefficiencies



Minor Design Adjustments



Procurement Delays

What do you mean the room is too small?

I didn't know all these needed power.

That's too far!

The alcove isn't tall enough.

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.

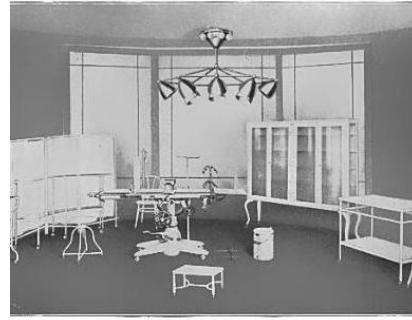


# GROUP III: The Benefits of Strategic Delay



Access to the Latest Technology

What version of software is this on?



etc Catalog No. 20 shows reproductions of fifteen different operating rooms we have installed in hospitals and industrial institutions throughout the country 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.



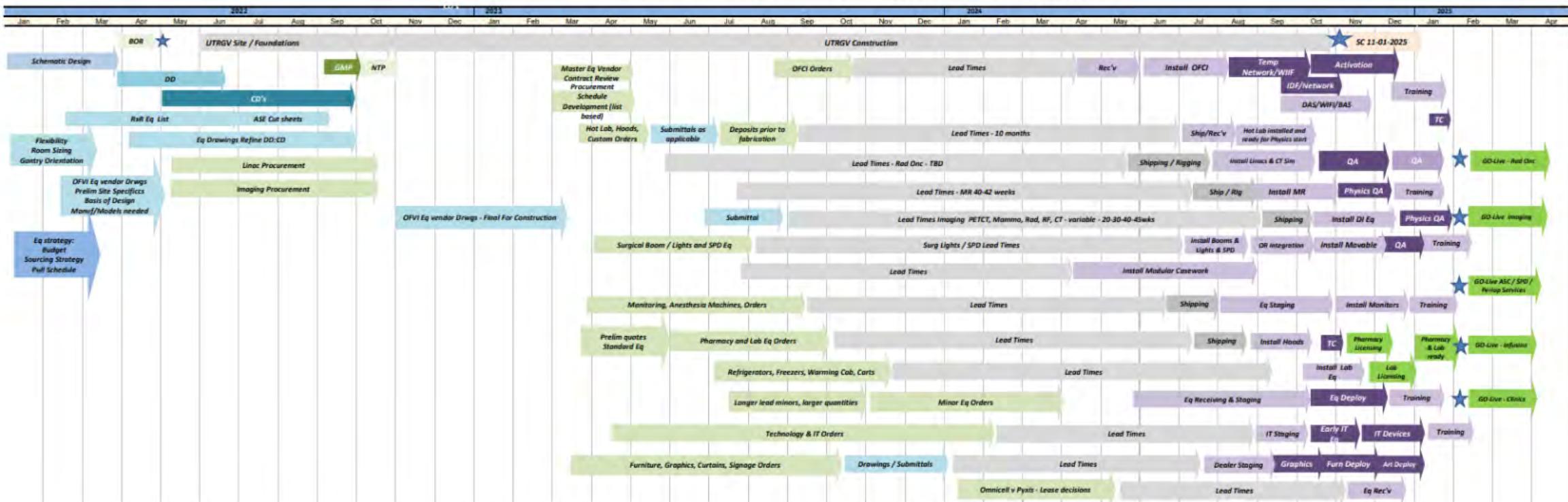
- Problem: New version has been released.
- Impact: You have outdated technology before you open

# Why Timing Matters

Look at it from a schedule perspective



## EQ & Activation Schedule - Preliminary at a glance



# THANK YOU!

QUESTIONS?

