

Partnership: I need consultative help to roadmap my hospital strategy.

Management: I would prefer a single vendor for all my procurement, maintenance and training needs.

DX: Clinical and Operations workflow need to be driven by a single system in the future.

Clinical: More region specific outcomes.

New: Our CIO ascertains if procurement strategy fits to our DX roadmap.

Sales Cycle: I would love to see live examples, outcomes and customization of ROI to my hospital size. No one does sandboxing anymore.

Employee: Empowerment and ease of use is my primary score card.

Service: Business models are improving – predictive maintenance has helped us a lot during peaks.

1,000+ BED SIZE MED-TECH PROCUREMENT STRATEGY.

Over 200+ hospitals with over 1000 beds each, across the World are currently beginning or have plans to begin a business and digital transformation journey in 2019.

Their wants are now towards synergies of scale and cost offsetting. This is our understanding of their needs for device procurement in the next couple of years.

Key Stakeholders:
Departmental Heads
CIO, CEO
Clinical Services Head

** From our on-field discussions with KOLs during 2018.*

#acumen

EMeRG