



AseptiScope Sales Advisory Council: Key Takeaways

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Background

Each of these sales representatives have had success in closing deals and selling The DiskCover System clinically. They were each tasked with looking back and outlining what worked best.



Chris Palmer



Steve Beattie



Anthony Pham



Scott Mader



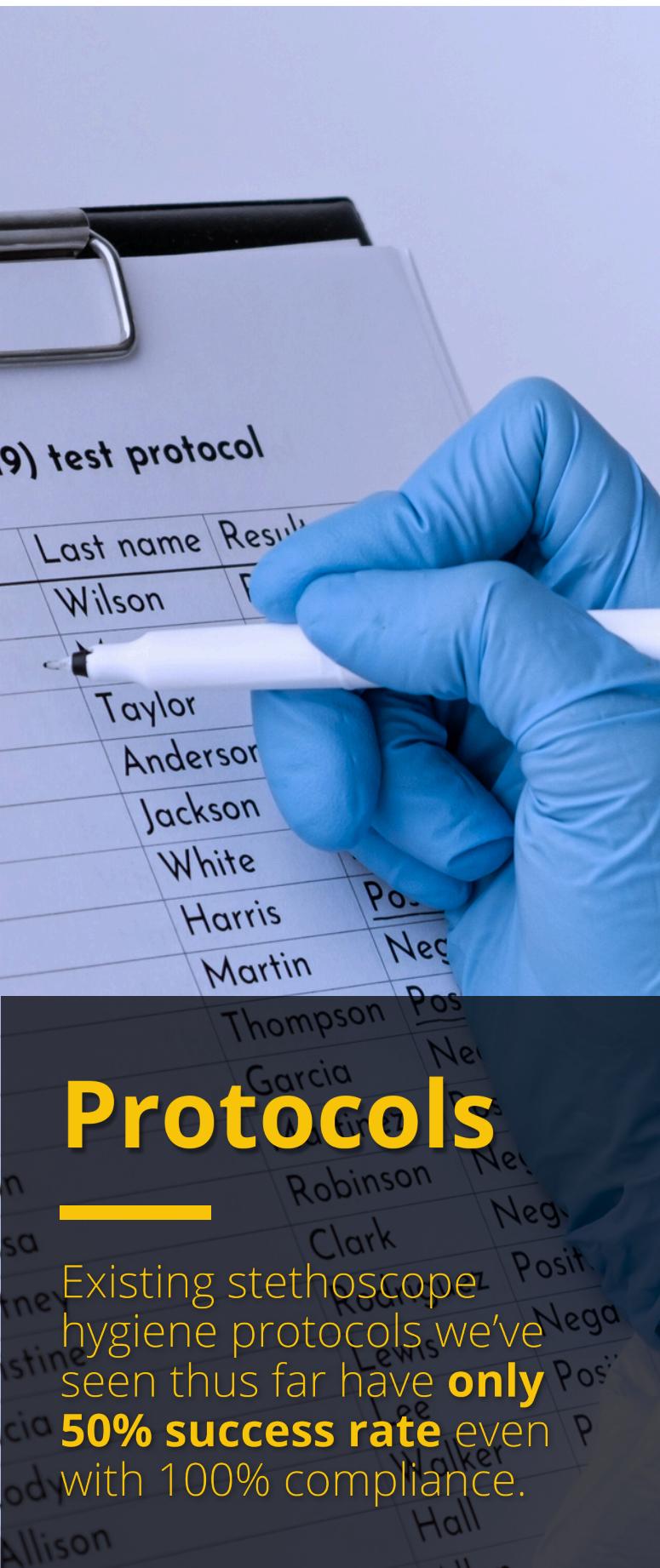
Val Patacchi



Brendan

Discussion Topics

- Qualifying Accounts
- Closing & Activating
- Standardizing & Re-ordering
- Expanding & Systematizing



Protocols

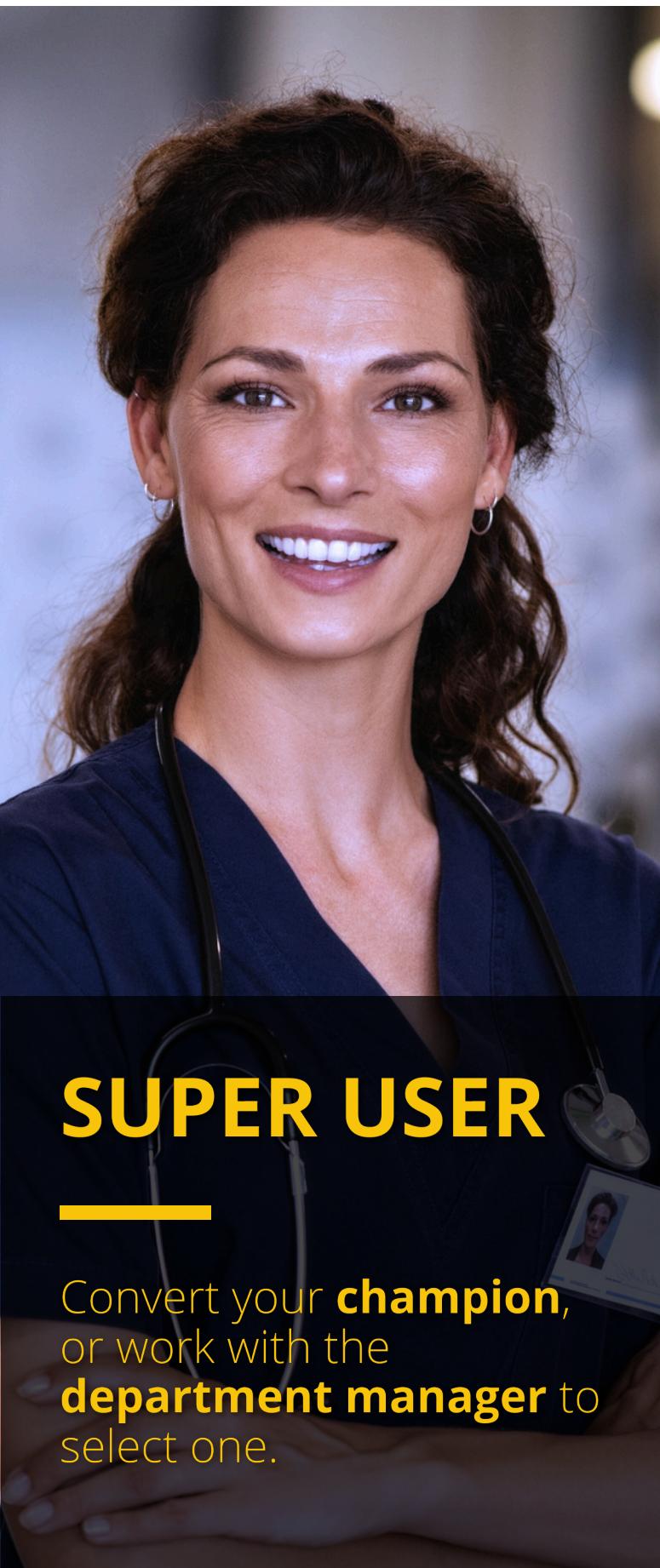
Existing stethoscope hygiene protocols we've seen thus far have **only 50% success rate** even with 100% compliance.

Key Takeaway **NEW STETHOSCOPE HYGIENE PROTOCOLS**

"What is your hospital currently doing?"

The first stethoscope hygiene protocol with complete transmission break is now available.

Contact AseptiScope!



Convert your **champion**,
or work with the
department manager to
select one.

Key Takeaway

DESIGNATE A SUPER USER

Someone who will help you train your account

When you cannot be at 20 different accounts at the same time, you need someone to cover for you.

An enthusiastic **super user** is knowledgeable about the product and capable of sharing that knowledge with their team.



Vendor Set-Up

If conversation turns to trial or purchase, ask about how to get **AseptiScope set up** in their system.

Key Takeaway **VENDOR SET-UP**

Ensure all steps are completed to allow for a smooth purchase

Skipping this process can hold up implementation for weeks/months.

Complete all necessary paperwork, registrations, and system set-ups **prior to** trial or purchase.



Conversion Checklist

Have you **checked off**
each step before a close?

Key Takeaway **CONVERSION CHECKLIST**

Ensure all steps are completed to allow for a smooth purchase

Ensure all requirements have been fulfilled so that your account is set up for success.



CONVERSION CHECKLIST

FACILITY: _____

	TASK	DONE
01	Add clinical information into the educational portal (which video does the customer think would be best to add?)	<input type="checkbox"/>
02	Establish dates, times, and departments to be trained.	<input type="checkbox"/>
03	Provide in-service fliers to all units	<input type="checkbox"/>
04	Obtain a staff roster for each department for education.	<input type="checkbox"/>
05	Review product codes and supply chain process with the Nurse Manager, Unit Clerk, and Central Supply	<input type="checkbox"/>
06	Determine how to address non-compliance.	<input type="checkbox"/>
07	Confirm product has been ordered and stocked on the floor before training.	<input type="checkbox"/>
08	Conduct product training - identify at least one champion/power user for each department.	<input type="checkbox"/>
09	Only clinicians who have completed the training can sign the in-service sheet.	<input type="checkbox"/>
10	Follow up with each clinician to address any concerns	<input type="checkbox"/>
11	Review training progress, staff comments, and implications of non-compliance with nursing management/educators	<input type="checkbox"/>
12	Determine follow-up timeline - every day for X days.	<input type="checkbox"/>
13	Ask for introductions to other high-acuity departments & decision-makers.	<input type="checkbox"/>
14	Establish dates for follow-up compliance checks and re-inservice.	<input type="checkbox"/>
15	Ask for introductions to other affiliated and/or non-affiliated hospitals.	<input type="checkbox"/>