

# **Purchasing Perspective**

**Richard Long, Clinical Sales Manager - U.S. Sales for GE Healthcare - Surgery (OEC) offers insight into what to consider when purchasing equipment booms to ensure the OR is ready for future upgrades.**

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In today's rapidly changing medical economy there are several factors that must be addressed when considering the purchase of boom systems for the operating - procedure room. Placement of the system is paramount - if the system is not placed properly it will affect your ability to perform your current surgical procedures and hamper your workflow. It is important for many members of the surgical team be consulted as each person is affected by a boom that is not placed properly.

Downtime of the project also plays a deciding factor as loss of revenue is critical in a long term project. Your project must be carefully thought out with respect to length of time for completion, how you manage additional procedures in your current rooms and last but not least - staffing.

On the integrated video aspect of your operating room you want to be able to visualize all the current video sources that are currently utilized in the operating room such as fluoroscopy, ultrasound, patient monitoring, EMS, PACS, surgical navigation, DaVinci, endoscopy etc. As you now see the placement of the monitors now takes on the same importance as the boom placement. With this being said it is important to consider the size of the monitor and the ability to spit the screen to show two video sources on the same monitor in a high definition format.

As technology changes and our needs change we need to consider if our product is upgradeable and at what cost. Many times a customer will purchase the latest in new technology to then to required to pay additional funds for upgrades.

To summarize, there are many factors to consider in the purchase of a boom system and performing your due diligence in the beginning of the process will go along way in purchasing the correct solution for needs.

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