

Session Information: * Additional information may be added as it becomes available *

Thursday

The Clinical Engineering Career Ladder

AAMI Round Table Discussion, Moderated by: Steven Yelton & Patrick Bernat

Hospira - LifeCare PCA

Newport HT50 Ventilator Technical Training Class

David Goodman with Newport Medical will be returning to present the class with his great personality and expert knowledge of the HT50 Ventilator. This is a Full Manufactures training and attendees will receive a training Certificate upon completion. This Class will enable you to maintain the Newport HT50 Vent and will cover the following:

Theory of Pneumatic Operation

Theory of Electronic Operation

Electronic Calibration

Operation Verification Procedure

Removal /Installation of Major Sub Assemblies

Service and Training Manuals will be provided

**** Newport Medical does not provide HT50 Vents or tools for the training. **** Each Student will need to bring an HT50 and the required tools from there facility. Attendees should have basic electronic skills and have adequate training to be qualified to service and repair a life support medical device.

Zoll R-Series Technical Training and Overview

Biomedical Engineering professionals who are involved with the support of ZOLL Medical R Series units are invited to attend this 6 hour technical training program (over 2 days) focused on this product. Our discussion will include an in-depth review of all of the product's parameters and functions, along with our SurePower Batteries, OneStep Electrodes, R Series Block Diagram Review, R Series Software Overview, and Report & Data Download Options. This program will also include time for students to disassemble / reassemble R Series units. A Certificate will be provided to all students attending this program.

GE Coro259cx Fetal Monitors and Giraffe/Panda Warmers Service Overview

Join this technical training session to get an overview of the key service procedures, troubleshooting tips, and latest service updates of Coro259cx fetal monitors and Giraffe/Panda warmers.

Philips Medical - MP Monitor Super User

Outline of items covered : Network Window; Caregroups; ADT Interface; Date/Time – Standalone vs. Networked; Changing Profiles; Changing Screens; Changing Alarm Volume; All about Waves; All about Numbers; Alarms & Alarm Management; Timers; Smart Keys; Screen Calibration; Setting Altitude.

Summit Imaging - Philips iU22/iE33 Ultrasound System Diagnostics

Outline: Training will open with Common Errors and Symptoms based upon problems that are experienced in the field.

Learn how to slave SATA/IDE hard disks to gather error logs and system build information.

Troubleshoot high voltage issues with a Frontend Diagnostic Cable via Hyperterminal. This tool allows clinical engineers and biomed to observe boot procedures of the acquisition subsystem to accurately and quickly determine the failing board. Front end errors are usually not specific to which part is failing as the operating system reads it as an entire module and not subcomponents. This ensures accurate diagnosis and minimizes system downtime.

Slave a SATA/IDE hard disk to clear system build errors.

Instant remedy solutions will be covered.

Train on Image Quality Testing and Procedures.

***VENDOR SESSION* The Evolution of Sales: Social Selling (No, it's not what you're thinking)**

You've probably heard by now that your buyers are 60-70% through the buying process before they even start speaking with salespeople. Buyers are engaging in online communities, asking questions from their peers to provide feedback on your products, and researching solutions prior to any sales conversations. Your buyers expect you to focus on relationships, not transactions...they expect you to know what's important to them and their institution... and they expect you to show that you care. This presentation will introduce you to the concept of "Social Selling" as a way to sell in this new world.

And no, Social Selling as I'm defining it, is not using social media tools like LinkedIn, Facebook, etc. It's something completely different. After all, how many of your buyers really and actively use social media? That's right, not many. You will learn how selling has and will continue to change, how the buying process hasn't changed at all, and most importantly, how you can use Social Selling to grow your sales today.

Aramark - Biomed/IT Integration

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Hospira - LifeCare PCA

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Expanding the Scope of Clinical Engineering: Value-Added Services

What services does your HTM department perform beyond equipment maintenance and repair? This session will discuss additional programs that add value to Clinical Engineering, including Adverse Event Investigations, Capital Replacement Planning, Equipment Planning, Contract Management, New Medical Device Pre-Approval, Technology Assessment, Project Management, IT Integration, and Scientific Technology Investigations. Come learn about these services that can garner positive attention from your C-suite.

Ready to Roll to Windows 8.1

Love to see the next latest and greatest? Join us in preparation for a coming out party of Windows 8.1 which totally changes the definition of a Windows operating system. Windows 8.1 has tossed out the concept of icons and moved to dramatic touch-centric tiles with a new user interface. So many new features which geo-location services, Windows apps, cloud computing tie-in, and multitasking enhancements change the very mission of what an operating system can do. So exciting to see Web-connected and Web-powered apps built using HTML5 and JavaScript that have access to the full power of the PC! Come check it out!

Verathon - Bladder Scanner

Measuring Cost of Service

Tame the Next Version of Office 2013 & Office 365

Join us for a full in-depth tour of what is happening in the Office suite world – see Microsoft’s next-generation of Office which has been overhauled to include a new clean look that encompasses not just the traditional PC-based productivity suite, but also the Office servers (SharePoint and Lync), hosted online services (Office 365), various mobile apps, and more. See new features live such as the new Touch Mode that enlarges and spaces out UI elements—buttons, menus, and other controls—making them easier to tap with a finger. Get in line for the new vision including editing PDF documents, new spreadsheet quick analysis tools, new graphic options, and account logins.