

The Buying Process

Information about the cardiac equipment buying process is divided into three topics:

1. The hospital personnel participating in the buying process and their specific roles.
2. The hospital resource allocation committee.
3. The hospital's relationship with the Health System Agency.

Respondents were asked to indicate which hospital personnel were involved at each stage of the buying process for cardiac equipment and supplies.

In summary, the most active participants in each stage are perceived to be:

<u>Stage</u>	<u>Most Active Participants</u>
Request Supplies	Chief of Lab
Set Specifications	Chief of Lab, Radiology Department
Seek Information	Chief of Lab, Purchasing Agent, Rad. Dept.
Set Criteria	Chief of Lab, Purch. Agt., Rad. Dept.
Evaluate Suppliers	Chief of Lab, Rad. Dept.
Set Budget	Administrative Committee
Negotiate w/ Suppliers	Purchasing Agent
Make Purchase Decision	Administrative Committee, Chief of Lab, Rad. Dept.
Postpurchase Evaluation	Chief of Lab, Rad. Dept.