

Purchase Pattern: Total Sample (cont'd)

Primary method of purchasing
stand-alone (bedside) microprocessor
controlled patient monitoring equipment:

Direct from manufacturer	34.1%
From a single distributor	9.8%
From a number of distributors	0.0%
Direct and from distributors	2.4%
Hospital purchasing group	2.4%

Of those who buy from both manufacturing and distributor:

Average % purchased from manufacturers	50.0%
Average % purchased from distributors	50.0%

Major Suppliers

Hewlett Packard	52.4%
Dyagram American Optical	19.0%
General Electric	9.5%
Marquette	4.8%
Space Lab	4.8%
Edwards Lab	4.8%
Tektronix	4.8%
Other	23.8%

Primary method of purchasing
microprocessor controlled
patient monitoring systems:

Direct from manufacturer	31.7%
From a single distributor	9.8%
From a number of distributors	0.0%
Direct and from distributors	2.4%
Hospital purchasing group	4.9%

Of those who buy from both manufacturer and distributor:

Average % purchased from manufacturers	0.0%
Average % purchased from distributors	0.0%

Major Suppliers

Hewlett Packard	57.1%
Dyagram American Optical	9.5%