

**2009 Amerinet Members Conference  
May, 5-7,2009  
Leadership Council Meeting/Diagnostic Imaging  
May 7, 2009  
Rio Hotel & Casino LasVegas, NV**

**The 2009 Amerinet Members Conference was a great opportunity to learn and share with a wide variety of talented health care professionals from all over our great country. To my surprise there were many familiar faces from our region in attendance. I was truly impressed with how accessible and upbeat the Amerinet staff was, and how there attention to detail provided a fist rate conference. There were over 250 Amerinet Vender Partners present during the Supplier Exhibit each giving insight and samples of products that are offered to Amerinet members. Next year I'm bringing and extra suit case to bring back more samples.**

**Business breakout sessions provided current information on subjects that pertained to diagnostic imaging. Other sessions include CEU training. Keynote speaker Steve Jenkins, shared his insight into Healthcare of the Future. Copies of the diagnostic imaging education sessions as well as the other break out sessions are on the Amerinet member's website, I encourage you to take a look at this because there is a lot of good information there.**

**Leadership Council Meeting  
Members Present:**

**Mike Mattheis-Radiology Director-Wayne Hospital-Greenville, OH  
Kathleen Schiller-Imaging Supervisor-Highlands Hospital-Connellsville, PA  
Kirk Seaver-Director of Radiology-Heart of America Medical Center-Rugby, ND  
Deb Kuck-Director of Radiology-Bay Park Community Hospital-Oregon, Oh  
Larry Rosier-Radiology Manager-Fairfield Medical Center-Lancaster, OH  
Mark Christensen-Clinical Sourcing Manager-Intermountain Healthcare-Salt Lake City, UT**

**Amerinet Staff:**

**Ken Roseman, VP Laboratory & Diagnostic Imaging, St. Louis, MO  
Monica Caldwell, Sr. Contract Manager, St Louis, MO  
Fred Maier, Director, Diagnostic Imaging Specialists, Central  
Denise Johnson, Director, Diagnostic Imaging Specialists, West  
Shelley Perri, Director, Diagnostic Imaging Specialists, East**

**Introductions were made, Monica Caldwell presented new contracts, promotions, Target Buys, recent vendor mergers, and changes to product lines. Including Knoll, (MSI) Medical Specialty Innovations, Ziehm Imaging, IsoAid, Dilon Technologies, BK Medical and Surgical Table Services.**

**IMV was then presented as our newly contracted research/survey information vendor. It was explained that they will be contracting members for their input during the year ahead for purchases, for the next `18 months. This prompted the group to express that normally it takes about 45 minutes to an hour to complete the survey, and although the information is valuable, they asked if there is a possibility to complete this as a survey online. Ken Rosemann expressed that they have spoken to IMV about the option, but IMV felt strongly that phone interviews are the most efficient way to lead to the next question and keep the momentum of the information moving forward.**

**Fred Maier presented to the group, that in economically challenging times, our members may want to consider refurbished equipment, through the GE and Philips programs that are available to members. He also discussed service contracts, financing and most important, our Quote Review services, “Amerinet DI Q Review”. Amerinet DI Q Review is an excellent tool for members. It will most definitely help us find out if the Quotes that are submitted by vendors are in fact the best price possible. I highly encourage members to use this.**

**Area of Interest-The members have recently purchased 15 CT scanners, 14 of them Toshiba and 1 Siemens. Members expressed overwhelming interest in Toshiba as a trendsetter. Stating Toshiba pricing, service and warranty agreements have won them over. There were several requests that Amerinet consider Toshiba. Mr. Rosemann and Mrs. Caldwell both explained that there are binding agreements currently with other vendors, but they do speak to Toshiba frequently. The members asked to consider a CT only contract, since most have heard concerns with their Rad rooms.**

**There was some talk about Cardiac CTA, and also Virtual colonoscopy studies reimbursement.**

**TargetBuys- A member requested a target buy with a non-contracted vendor. Also there was some question about upgrades to equipment as a TargetBuy. Mr Rosemann said he would look into these requests.**

**Member challenges- there was talk about staffing, due to layoffs and cutbacks department are working with limited staff, therefore if someone calls in sick facilities are faced with shutting down modalities for the day. This triggered the discussion about staffing companies as a contracted vendor.**

**ACR Accreditation for staffing and registry is a big concern. There was talk that CT techs must be ACR certified by 2012. Contracting will look into some suggested schools: Gulf Coast Ultrasound, Weber State University, and Thomas Jefferson were some of the schools mentioned.**

**If a member has an ongoing service/equipment problem with an Amerinet vendor, it was discussed to first contact your local DI Specialist for assistance. The DI specialist will include the St. Louis contracting team in the discussion.**

**Members also expressed concerns about the challenges from analog film to CR/DR, with respect storage of old films and information. State laws vary; plain films must be retained for 6 years, mammograms for 10 years, and Children, 21 + 1 years. There was some talk about possibly looking at a Amerinet contracted vendor for offsite storage.**

**Radiologist/Coverage/Teleradiology- Most facilities have their own Radiology groups onsite, but going forward, some are changing that pattern to offsite Radiologist reading from home or another location. There fore, the group feels the emergence of the “Hospitalist” for the department, is inevitable. Hospitalist is a person with in the department that will oversee the Radiologist functions in his absence, such as overseeing injections. Many facilities are using Nighthawk. The members requested that Amerinet look into other groups and contract with a Radiology Reading Network for interpretation during “off hours,” or to assist with daily backlogs.**

**Additional Resources- There was talk about successfully writing grants and that perhaps Amerinet may put some information on Inquisit for members about this issue.**

**RDC members commented that their pricing was great and positive experience that they have received using there service.**

**Contrast- Omnipaque is becoming a media for CT in place of Gastroview or Gastrografin. Concerns on pricing for Gastroview/Gastropgrafin were voiced. Contracting will discuss with Bracco.**

**In closing, the conference was outstanding. I found that each facility that I spoke with is facing the same challenges no mater what size or location. I feel strongly that Amerinet is a great organization, with a diverse group of knowledgeable personnel working for us to keep us in business.**

**Kirk Seaver  
Radiology Leadership Council**