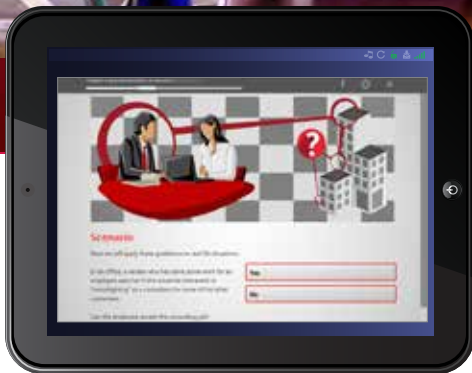




Vendor Credentialing for Medical Device Companies



Quality & Compliance Essentials



“We need a convenient method to provide vendor credentialing training to our sales and field service personnel, so they can gain entry into healthcare facilities.”

More than 100 Medical Device companies trust UL EduNeering’s vendor credentialing courses to deliver Healthcare Industry Representative (HCIR) training to sales and field service personnel, so they can meet healthcare facility credentialing requirements.

Written by industry-leading subject matter experts, these courses are included in our compliance libraries, which were taken by more than 50,000 Medical Device professionals since 2011. These courses help organizations standardize their qualification requirements, based on Joint Commission on Accreditation of Healthcare Organizations (JCAHO), the American College of Surgeons (ACS), the Association of Operating Room Nurses (AORN) and specific hospital requirements.

This Vendor Credentialing set is part of UL EduNeering’s Quality & Compliance Essentials, which are subsets of our Sales & Marketing Library, and enable Medical Device organizations to gain affordable access to five of the most popular vendor credentialing courses – for a single price.

Sales Operations and/or Corporate Compliance teams can deliver these courses to as many learners as possible, to stretch their training budget and eliminate the need to develop this regulatory training content on their own.

The Vendor Credentialing program includes these five courses:

- Basics of the AdvaMed Code
- Bloodborne Pathogens – Health Care Workers
- HIPAA and Privacy Guidelines for Medical Device Sales Representatives
- Operating Room Conduct
- Reporting Adverse Events for Medical Devices



Basics of AdvaMed Code

MDSM01

This course explains the AdvaMed Code of Ethics on Interactions with Health Care Professionals (HCPs), and helps employees and non-employees recognize what it means to have ethical collaborations with HCPs, to the benefit of patients.

AdvaMed encourages companies to adopt the Code and to implement effective compliance programs with policies and procedures that foster compliance with the Code.



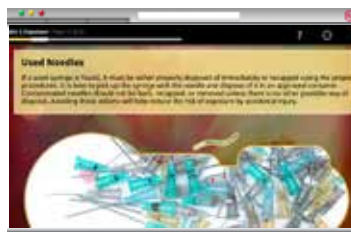
Bloodborne Pathogens – Health Care Workers

EHS09

This course discusses the bloodborne pathogen risks that health care workers face every day.

The course outlines these pathogens, including hepatitis, AIDS and other infectious diseases.

After completing this course, learners will understand the sources of bio-hazardous substances and the routes of transmission and symptoms of bloodborne diseases, as well as personal protection actions to take.



HIPAA and Privacy Guidelines for Medical Device Sales Representatives

PRIVACY02

This course summarizes the Health Insurance Portability and Accountability Act (HIPAA) Privacy Rule and describes how the regulations affect the detailing and customer support activities of Medical Device sales representatives.

After completing this course, learners will be familiar with the HIPAA Privacy Rule and recognize how HIPAA affects normal sales and customer support activities.



Operating Room Conduct

PHA68

This course addresses all aspects of Operating Room (OR) conduct. Learners will understand the behavior expected of them, prior to and upon arrival at the hospital, and how to dress for the OR.

The course also covers the OR setting, protocols, restrictions for entering patient care areas, and the hazards that are present in the operating room. This course has been approved by the AORN Continuing Education Approval Committee for 1.5 Contact Hours.



Reporting Adverse Events for Medical Devices

MDSM02

This course introduces the process for filing medical device reports (MDRs) for adverse events and identifies the different types of reports used. The course provides a scenario that challenges the learner to determine what appropriate action to take.



An Engaging Learning Experience

To ensure the learners retain the material, each course contains “interactive quizzes” that must be completed before learners can move to the next chapter. Learners can take these quizzes as often as possible to achieve the 80% passing score. These attempts are not reflected in their qualification record.

In addition, courses contain a number of interactive activities that engage learners. These interactions also “chunk” critical information, which has been proven to improve retention in adult learners.

Affordable Pricing

Pricing for the set is based on an organization’s employee size. For a firm with 1,000 employees, for example, the subscription cost works out to approximately \$20 per learner. These courses can be delivered in one of three methods:

- **SCORM:** Course files are provided in SCORM, so they can be delivered via your organization’s SCORM-compliant learning management system. Optional maintenance fees are available, in the event that the courses are updated to reflect new regulations.
- **AICC:** Course files are delivered as AICC, so they can be delivered via your organization’s AICC-compliant learning management system.
- **ComplianceWire®:** Courses can be delivered through UL EduNeering’s ComplianceWire learning management system for an additional fee.

Get Started

To learn more about the Vendor Credentialing courses, or view a preview of the courses, please contact Pat Thunell at pat.thunell@ul.com.