



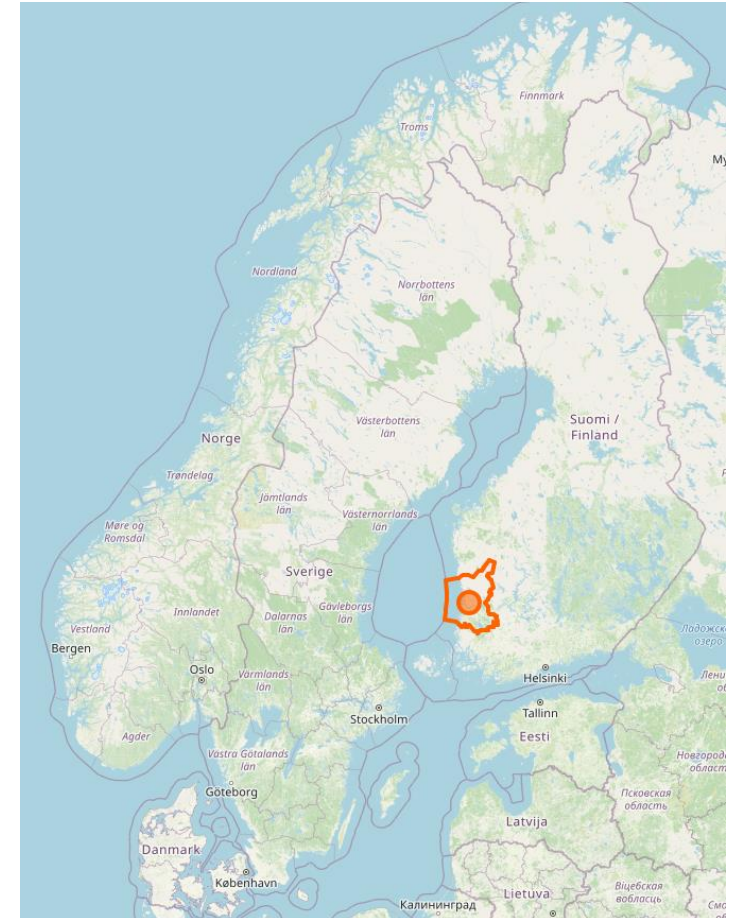
# How to choose your SGRT provider

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# About Satakunta and Pori

- Western coast of Finland
- 214000 residents in the county
  - 83000 in Pori
- 10000 employees in the wellbeing services





# About radiotherapy department of Satasairaala

- 12 RTTs
- 2.5 Physicists
- 0-3 Oncologists
- 2 TrueBeams
  - AlignRT since 2022
- CT
  - SimRT since 2022
  
- 600 patients per year
  - 7000 fractions





# How to get a SGRT– short version

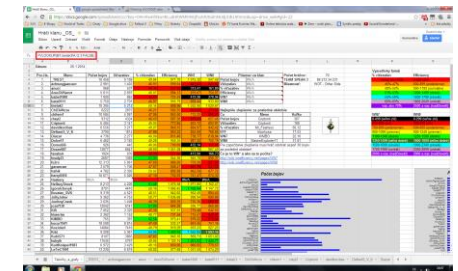
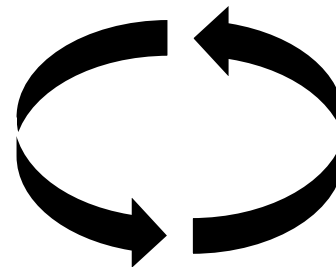
- Decide what system you want
  - Get a new linac (or CT) and ask an optional SGRT
  - Pick your system from the options
  - That's it!
- BUT**
- What if the system you want is not offered at all?
  - What if it is too expensive?





# How to get a SGRT – long(er) version: Deciding what system to get

1. Pre-review using literature and internet (as well as former colleagues working in a SGRT company)
2. Contact salespersons for a presentation (and/or a site visit)
3. Call friends
4. Make spreadsheets
5. Repeat previous steps
6. Make a (preliminary) decision





# How to get a SGRT – long(er) version: Calling for tenders

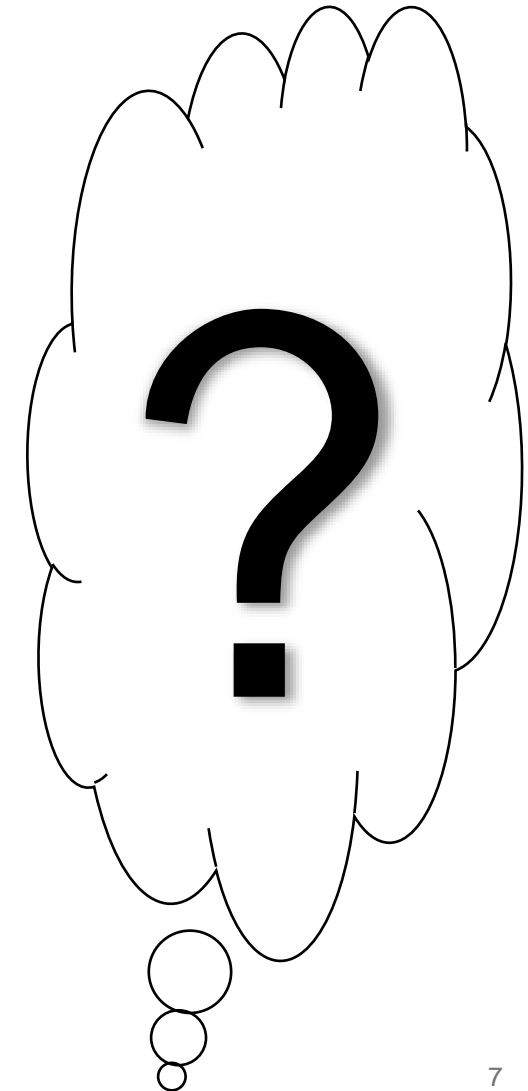
- Mandatory features
- Comparable features
- Decide your importance
  - Price?
  - Specifications?
  - Usability?
  - Training?
  - Installation and service?

Pintatuonnitönteistä			
Yarjaja:			
Yarjaja kaite:			
		Pintatuonnitönteistä	
<b>4. Ehto- ja vaatimukset</b>	<b>35</b>	<b>Ehdollinen tilakokouskoko 35 henkilöä (12,5 m²) ja edullinen tilakokouskoko 7 henkilöä (2,5 m²).</b>	Yarjaja 12/122 sivu 112 merkityllä kohdalla
4.1. Tarjotun tilakokouskoon kriteerit		Ilkkuajon lisäksi on oltava myös joku muu tilakokouskoko arvioinnin kriteeriksi.	
4.2. Luottokriteerit		Ilkkuajon lisäksi on oltava myös joku muu tilakokouskoko arvioinnin kriteeriksi.	
<b>5. Kriteerit</b>	<b>40</b>	<b>Arvioinnin kriteerit</b>	
5.1. Palveluajat	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
5.2. Palveluajat	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
5.3. Huoltoajat	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
5.4. Palveluajat	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
5.5. Tiedonvälitys	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
5.6. Miten tilakokouskoko on saatavilla?	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
5.7. Miten tilakokouskoko on saatavilla?	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
5.8. Miten tilakokouskoko on saatavilla?	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
<b>6. Arvioinnin kriteerit</b>	<b>20</b>	<b>Arvioinnin kriteerit</b>	
6.1. TT-ohjeiden laatu	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
6.2. Palveluajat	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
6.3. Huoltoajat	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
6.4. Huoltoajat	5	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
<b>7. Arvioinnin kriteerit</b>	<b>5</b>	<b>Arvioinnin kriteerit</b>	
7.1. Projektin laatu	1	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
7.2. Miten tilakokouskoko on saatavilla?	1	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
7.3. Huoltoajat	1	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
7.4. Huoltoajat	2	Miten kauan tilakokouskoko on saatavilla? Ovatko palveluajat jatkuvia?	
<b>Yhteensä</b>	<b>400</b>		



# Before decision to purchase or even before to purchase at all

- Think critically what do you want
  - No SGRT at all?
  - Which patient groups will benefit?
    - All?
    - Tattooless
  - Will SGRT ease your workflow?
- Company representatives are great source of information
  - Keep in mind their objective!
- Search also for peer reviewed data
  - Googling and social media could be useful, but rarely aren't
- Try to get real user experiences
  - Call friends and other users





# Site visit

- The most important thing
- Consider also without company representative
- Get hands-on, use the system, watch the use of the system
- Interview the users
  - Also without the representative
  - Several users from different user groups
  - Enquire about
    - problems
    - solutions to them
    - "features"







# SGRT specific things

- Software and user interface
  - clarity, ease of use
- ROI definition
- User feedback in patient positioning
- Beam hold
  - Must be able to hold beam automatically when needed!
- Placement of the projectors
  - gantry and/or imager blocking
- 4D/DIBH properties
  - Patient guidance solution
- Implementation in CT
- Quality monitoring





# Other things to consider

- Training
  - Location
  - Language
- Post and follow-up training is also important
- Help desk
  - Problem solving
- Service
  - Remote and on-site



# How our project went?

- First contact, site visit and a purchase plan (2019)
- New TrueBeam (2020 - 2021)
  - SGRT option did not work out
- Separate call for tenders afterwards (2021)
- Site visits postponed heavily by pandemic (2020 - 2021)
- Agreement postponed by an appeal (2021)
- Installation postponed by logistic challenges (2022)
- Start finally in May 2022





# How our project went?

Points (out of 100):

- System 1            92.7
- System 2            91.6
- System 3            83.5





**Thanks**