

How to choose your SGRT provider

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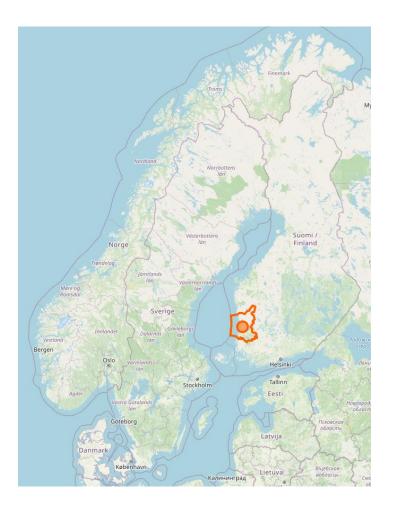






About Satakunta and Pori

- 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?

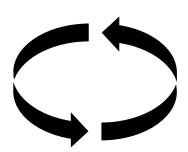


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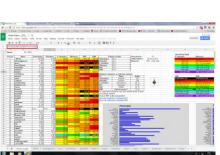
How to get a SGRT – long(er) version: Deciding what system to get



- 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



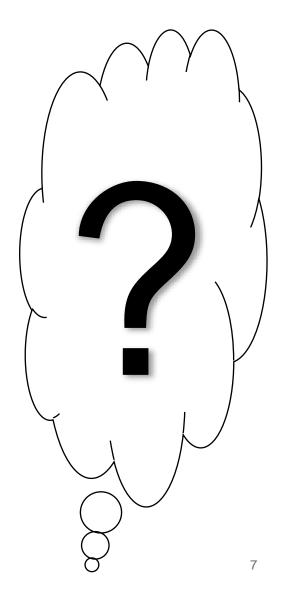
- Mandatory features
- Comparable features
- Decide your importance
 - Price?
 - Specifications?
 - Usability?
 - Training?
 - Installation and service?

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		Pintralahara arraatert		
Elistaarituulanna	-			
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1.2 Caillern beellebeelasseberl resimmaioilla siidella Läsllässedella	1	bāglelāās kaikeskallasas koslinospinokors kielaa		
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Z.Z Palilananellela	+-	Hiles esim, avalelus, harasilus lai ikussõei avikullasal? Hiles jõejesleluõ ohjaa polilasasellelua? Koisha helppua on naada polilas		
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2.3 Hailapraaraai	Γ_{-}	Miles bashin feshlina bailsminen najan bahansinnalens? Hapeallssko/bidsalssko		
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E.4 p. 101	+_	kailaiss aliai kaaž alls? Krahauleleeka jõejenleluõ kailupäydõn ksanus ailen, ellö päylöö naidssa niielöö		
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1.5 Tiedensiiele		Politao-ja referenssilielojes siielquises boidossaruisloojärjesteluääs ja		
	5	labainin? Enlä nonnillelubunanuliedul? Hilen qblequ järjenlelmän ja boilubuneen		
2.6	+-	ažililž laimit? Hilen jõejenleluü ohjaa koilokoneen koilo-ja/lai konantaminuüleilgä? Tanollooko		
2.6 Säleilelenlen okjann	5	kaila, iaa aalilaa liikkaa? Hikia länä arraalaa?		
2.7 Hirlrahiialaalarri	5	Hirlrobiioloaloreo [ROI] w35rill3mioro belppono? Hilro alorila oni larnillarona		
	+-	manhala? Millainen aleren leter ella? Milen referenssipiata aletana? TT-datan huidustiminen. Hinni litasteinna		
Referensipials	5	Milro referensipiala alelaan? TT-dalan hyödysläminen. Missä lilasleissa referensipiala silää allaa andelleen?		
1. 1P-naissinantel	28	Beninidaan lainilelun aineinlun ia mahdulliulen luluuluminkänulien neenuleella.		
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9.2 Palilara skjana	 - 	Hiles politaan kengilgunkjann on Intentettu? Politannägtön tai nantaanan		
	5	laimials? Onka 1511siara išriraleluš arkš kausau-ellš kailalsillerlls?		
9.9 Hengilgalabdialabara lalentan	5	Hilen järjenlelmä neness kengilgulä? Seneslasuku ghlä piolellä osi hoku piolas?		
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6.1 Projektionsoniteles	1	annailelada aelbena.		
(.2 Hāārāaikainkonllularus	1	Kuinka muula luulia keerallaja kuinka muula keelaa uuudenna? Yäkilen		
	Ŭ.	kāsllākrakralaslā, railra sisleilā.		
4.3 Haalla-arquainuulia		Arninidase laiteluinillajan lukipaluelut - eritginenti pukelin- ja etätuki. Kiinnitelään myön kunninta kuultun aanteaikaan orkä kuultunienten määrään.		
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		Milro bāgliākaslatas as latratrita? Kaiska masta kastalonjakasa? Oska		
Hashielaas sisällysäs käylläkselelekors sisälläja laajess	Z	enakkokoalalaanakdallissalla? Hiskālaisia saal makdallisel koalalaksel		
		hāsilāsaikas alkassairila?		
PRIEKRSÄ	100			

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"







3

- 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











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





- 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



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Points (out of 100):

• System 1 92.7

• System 2 91.6

• System 3 83.5



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Thanks