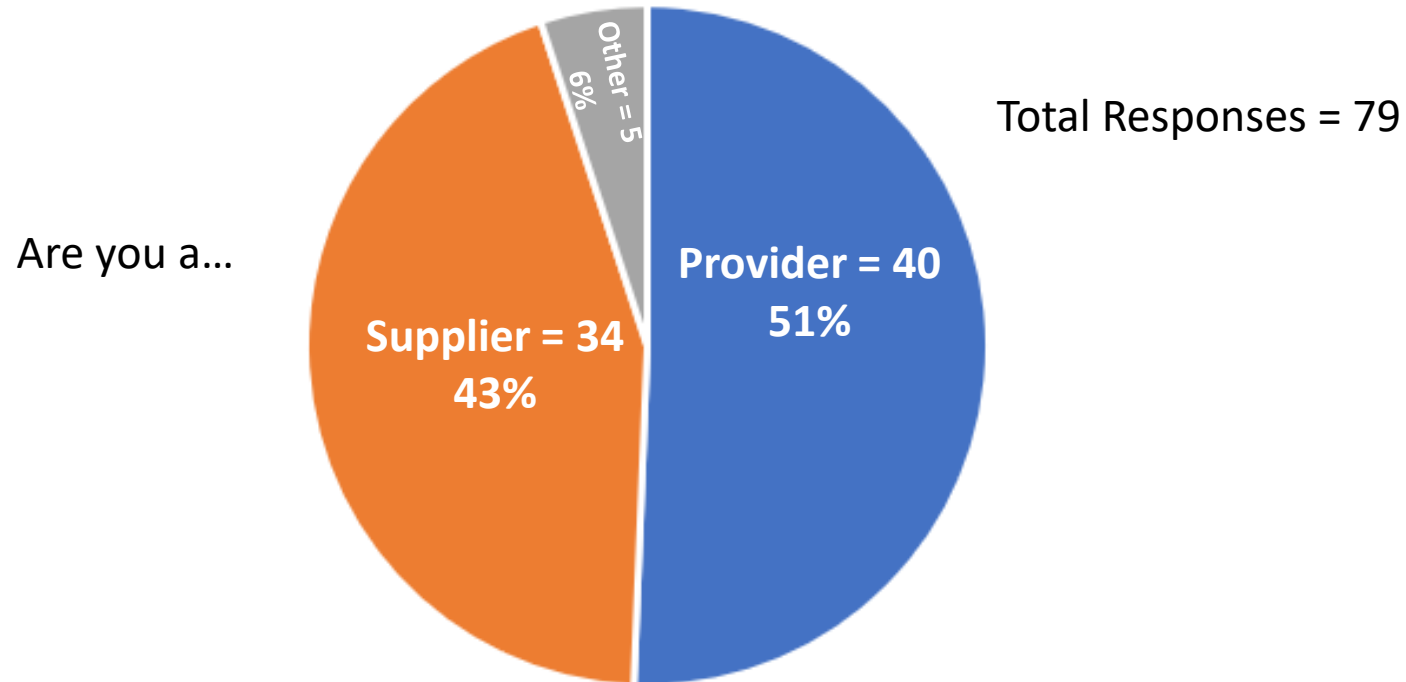




## January 25, 2021 Quick Quiz Results

### *The COVID-19 Vaccine and Supplier Access*

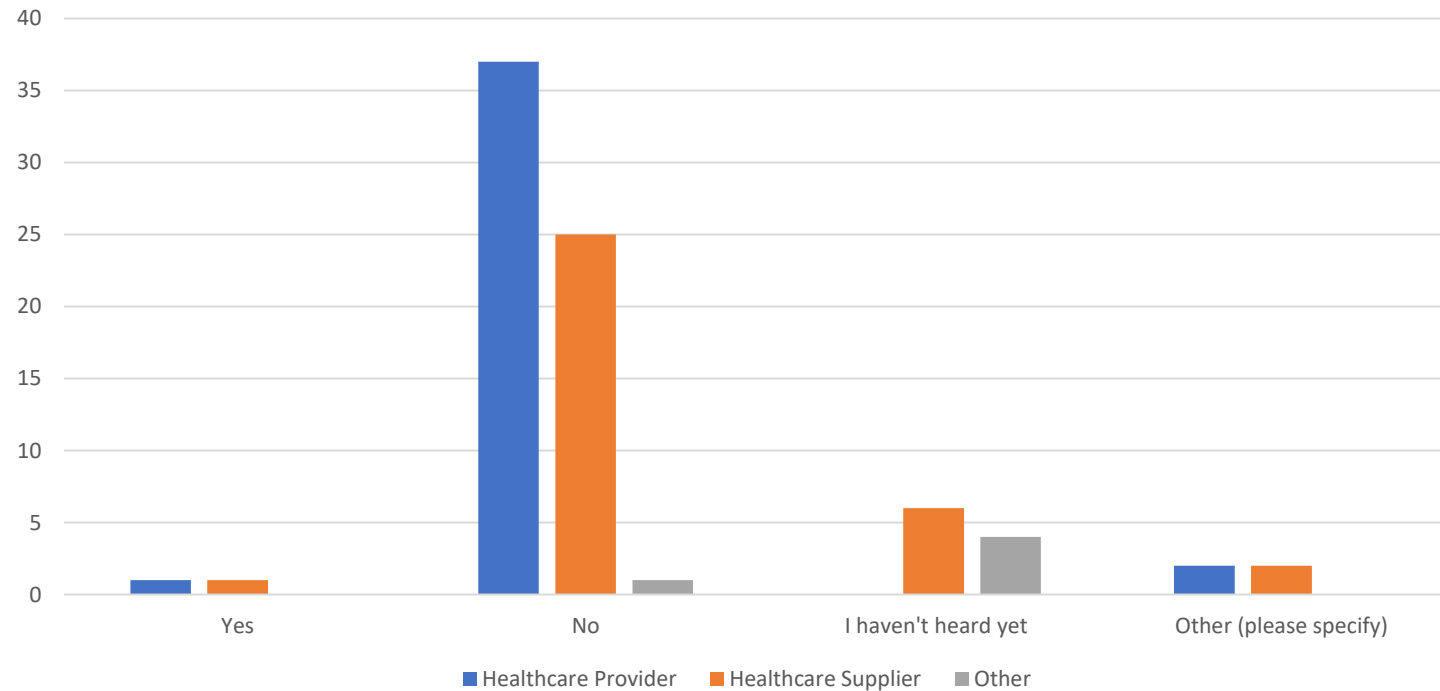


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## January 25, 2021 Quick Quiz Results

Is your organization mandating the COVID-19 Vaccine for all employees?



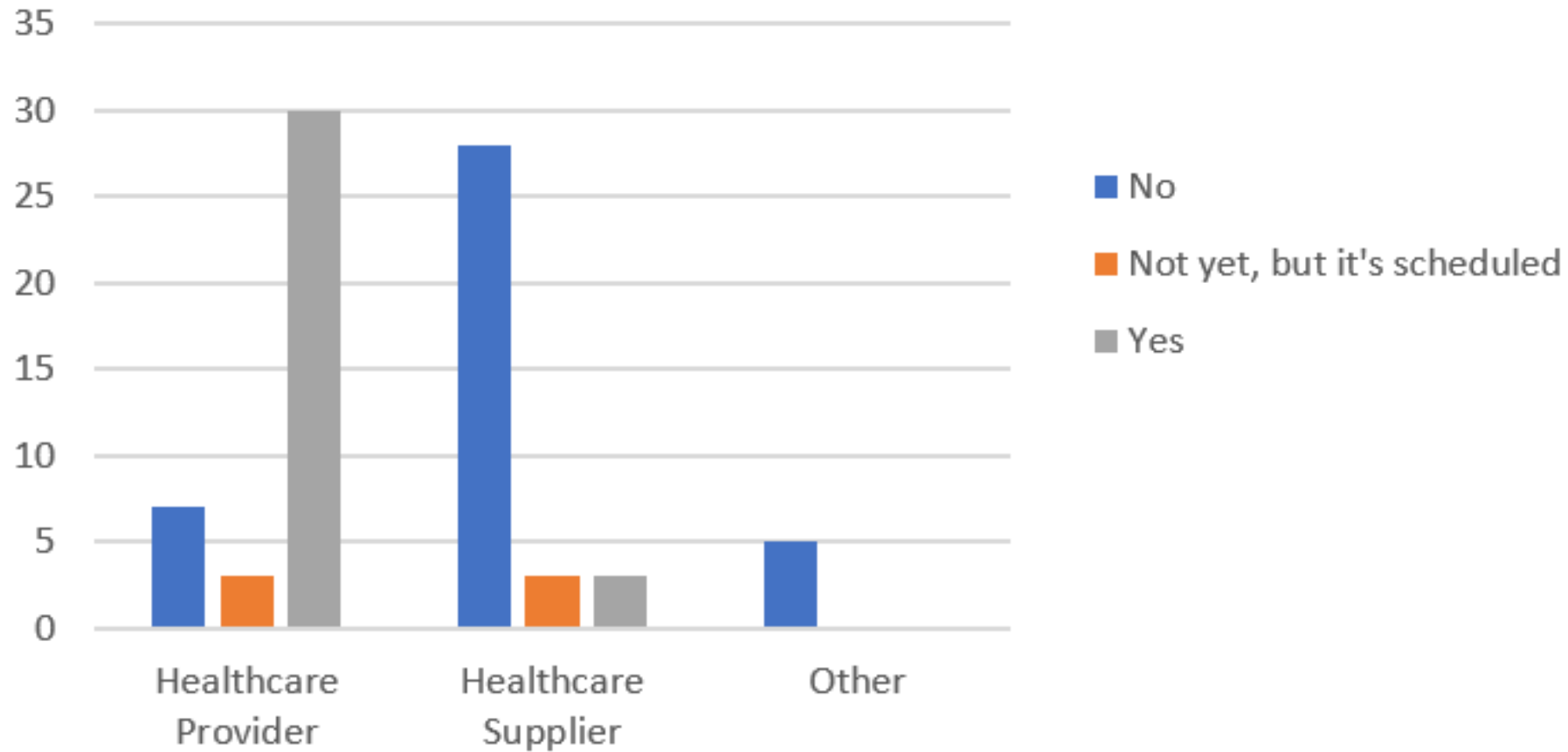
### Other Responses:

- Not until the vaccine is no longer under EUA
- Organization is highly recommending employees get the vaccine



## January 25, 2021 Quick Quiz Results

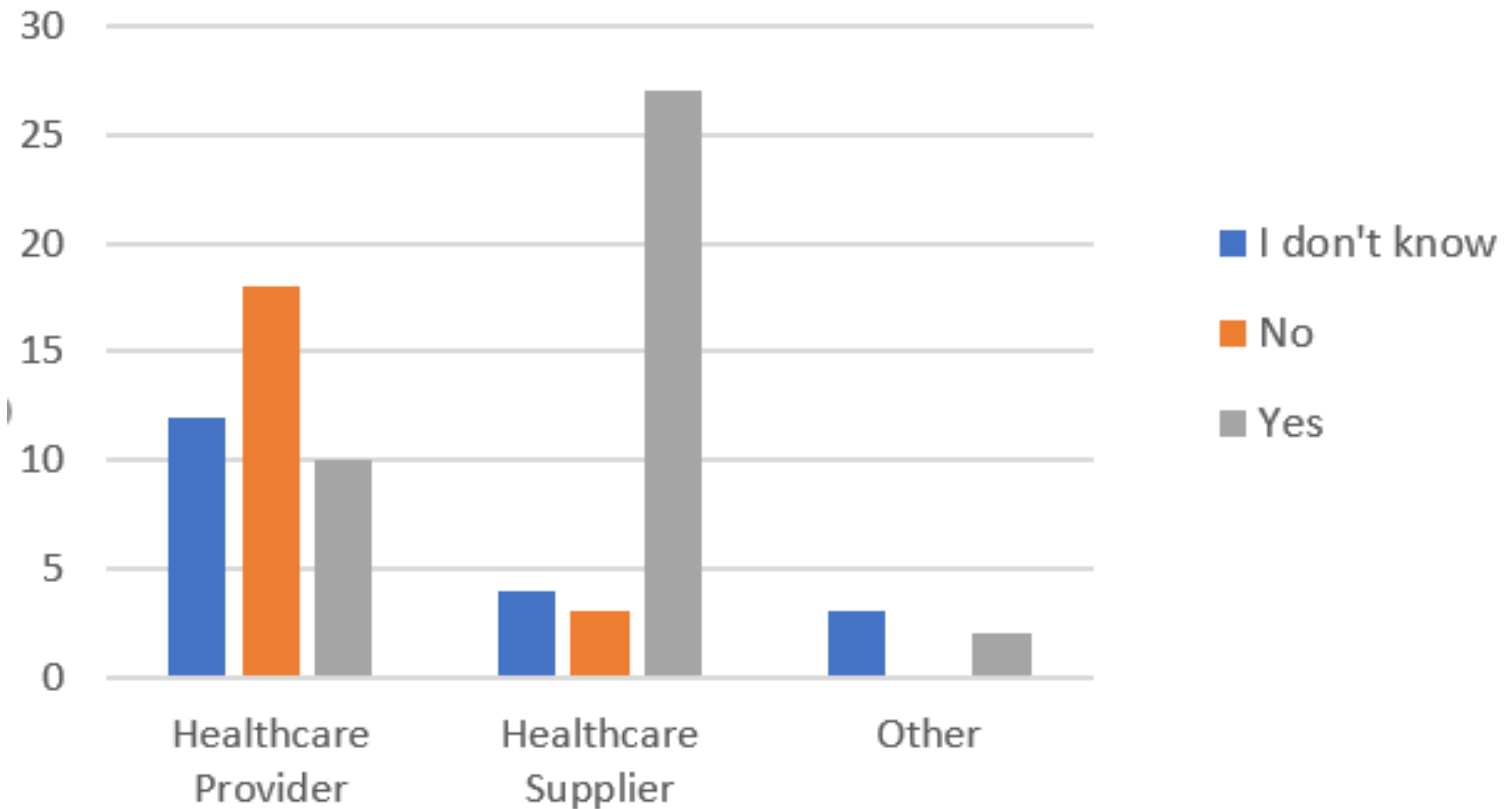
Have you gotten the COVID-19 Vaccine Yet?





## January 25, 2021 Quick Quiz Results

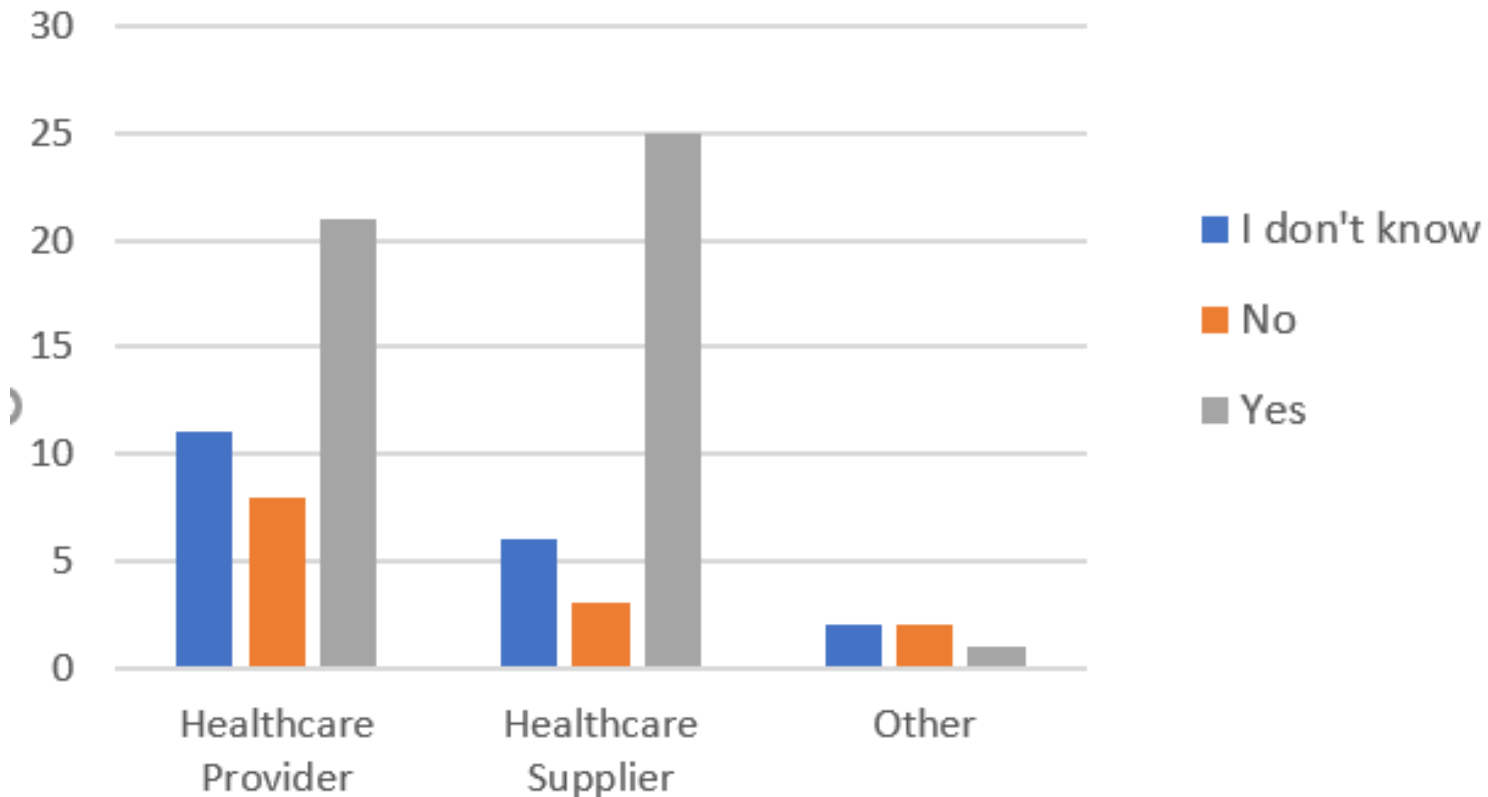
**Do you anticipate that sales and service representative access to hospitals will be limited to those who have received the COVID-19 vaccine?**





## January 25, 2021 Quick Quiz Results

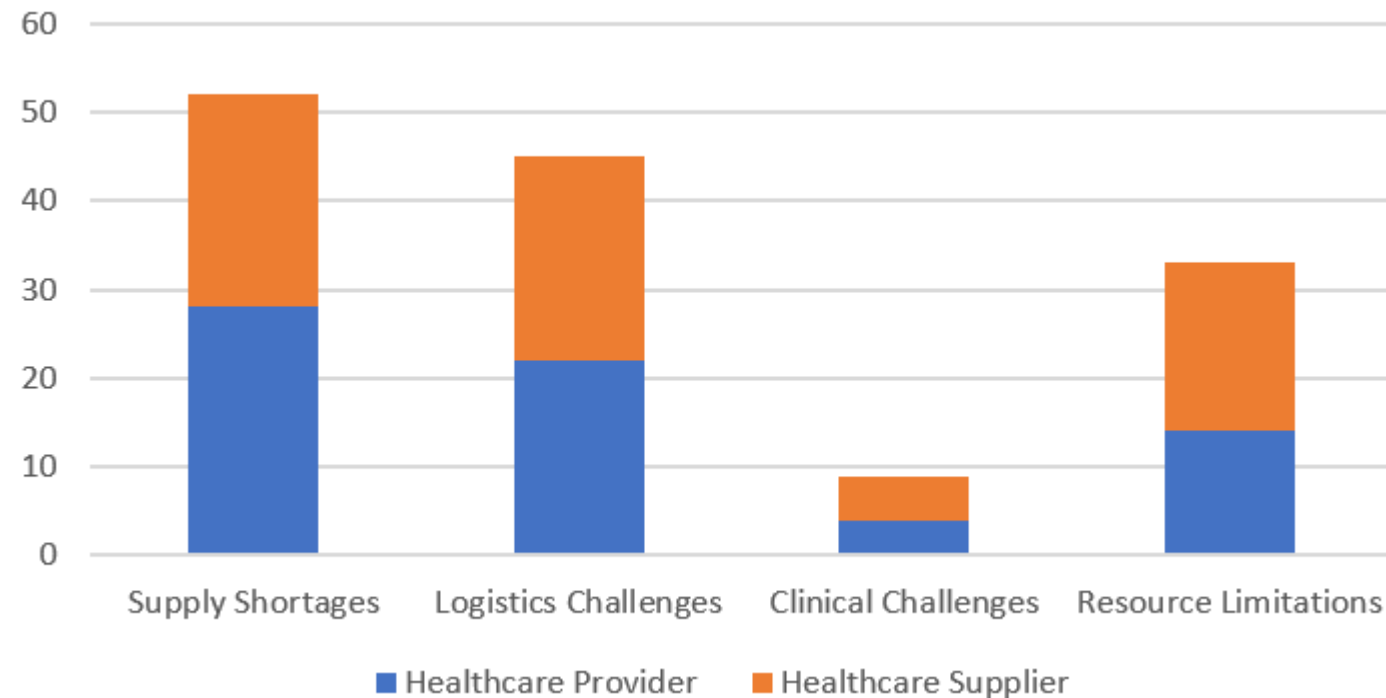
**Do you anticipate that hospitals will facilitate a way for at least some supplier sales and service representatives to get the vaccine in order to facilitate access to hospital buildings?**





## January 25, 2021 Quick Quiz Results

**Which of the following issues do you think are impacting the distribution and administration of the COVID-19 Vaccine?  
(Select all that apply)**





## January 25, 2021 Quick Quiz Results

### Members had some other thoughts about what is impacting the distribution and administration of the COVID-19 Vaccine:

vaccine hesitancy (even among clinical workers)
All of the above play a part in the overall plan but as of today we've not encountered too many challenges in our health system. We have opened a community delivery point (convention center) and were quite concerned with availability of resources but the community response has been overwhelming in volunteering.
Reticence due to inconclusive clinical trial info.
Technical challenges related to IT such as appointment scheduling
Governmental incompetence and over-spec of who gets it in what order.

Vaccine hesitancy
State mandates associated with vaccine administration
Regulatory restrictions on who gets a vaccine when
Government
State restrictions, vaccine distribution supplied by the state.
the complexities of scheduling and having to give the second dose

Politics
Our organization has the capacity to vaccinate more individuals but are limited by allocated doses.
Previous poor federal leadership
Government Planning
It has been totally politized and it also shows how inept how some states are in managing this crisis

There is no mass scheduling tool to allow planning for patients, staffing and supply chain. Gaps in anyone of those areas hinders the seamless (and safe) speed at which we can get vaccine into arms.
Not all states have the plans in place, even though this has been a planned action months ago. States should manage their populations health, but there are better organizations that could carry out the vaccine delivery.
Local and federal governments have to partner on this. In addition, it seems that it will be much more difficult to manage rural areas.



## January 25, 2021 Quick Quiz Results

### Members shared general thoughts about the vaccine and supplier access to hospitals:

Access limited to reps required for procedural support
Duke plans to vaccinate all essential vendors/sales reps
Even with mass vaccination we feel hospitals will continue to be extremely restrictive to access by non-clinical personnel.
For safety of all and to get us back to normal, It is up to all of us to get vaccinated
Front line industry representatives that are participating in care, should be included in 1(a) distribution.
I fully expect that once the EUA is lifted, and vaccine is readily available, we will require this for any reps just like we do the flu shot.
I think all HCOs should require that people who visit their sites regularly should be tested prior to entry, including those who have been vaccinated. I think they are at risk if they don't.
If hospitals require vaccination of certain reps, will they schedule and administer?
It make sense to have anyone who MUST enter a hospital have the vaccine. Until we can ensure enough supply and those most at risk are vaccinated, a mandate is not practical. Remember, many reps are not just coming in to sell - they are there to support the hospital in delivering patient care.
it makes sense and hopefully hospitals can help key vendors with vaccinations?

Many providers are offering vaccines to our reps.
More access to vaccines post April may allow for additional vaccination opportunities for sales representatives
Most of are employees that are in the hospital doing service, installs, sales and education have been given the vaccine by the hospital. Just as they ask for other vaccines we anticipate this one will be added.
My organization mostly doesn't want sales reps back period, regardless of vaccination status.
Only patient facing reps will be eligible to get a vaccine. Pharmacy reps...NO...
Only sales representatives that are deemed essential to be on site in support of a procedure/case or other critical need will be offered the vaccine.
This is being triaged through our or main medical entry points, e.g. OR, Cath Lab, etc.
This topic has not been discussed just yet.
This will be a challenging one for awhile as the epidemiology of this virus is very local. The increase in variants (which is normal for viruses but exacerbated by reckless behavior) will keep us very focused on not exposing others unnecessarily. At this juncture, we are not certain whether someone with some level of immunity either from having the virus or getting the vaccine...can still spread the virus to others. Hopefully we will have more data around that in the coming weeks.





## January 25, 2021 Quick Quiz Results

### And more general thoughts about the vaccine and supplier access to hospitals:

Those suppliers that support cases in the OR are non-essential health care workers and should have access to the vaccine

Today, there is a list of vaccinations that all employees and vendors must maintain in order to have access to patient care areas. I anticipate this vaccine will be added to that list once stabilization occurs.

Until vaccines are widespread and able to verify, reps will continue to have restricted access unless they have approval and directly assisting in patient care.

We are initially confining our vaccinations to those representatives supporting our procedural areas.

We are more concerned about our service personnel than the sales reps

We cannot mandate it while the vaccine is under an EUA. However, we want to make sure that it is widely available and offered to anyone who needs access to our facilities.

We have seen some healthcare facilities offer vaccines to our sales reps. It has been inconsistent and some reps have driven 4 plus hours away to get access. We still have many reps that have not found a location to obtain the vaccine.

We have vaccinated all front line staff, which includes OR reps, construction workers, and anyone who is onsite.

We will vaccinate patient facing reps, they are told to coordinate with hospital command center and will be put on list. No for sales, just patient support.

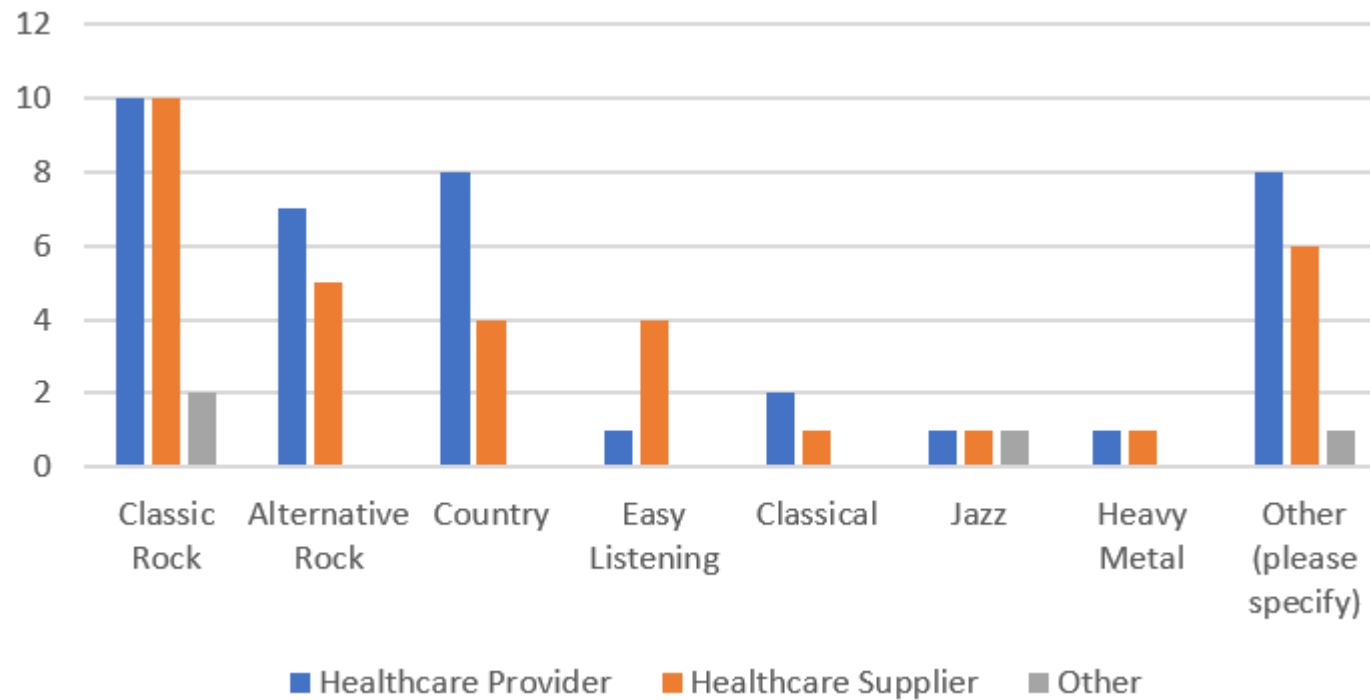
Will be addressing how we can offer the vaccine to contracted on site third party suppliers.

With more provider personnel working remotely, the vaccine is less relevant today for sales people because they continue to make calls from home, and can be put in the queue with all others.



## January 25, 2021 Quick Quiz Results

**Members' musical tastes vary, but we have a lot of Classic Rock fans!**



### And some others that are favorites:

Traditional Gospel and Classical
International such as Zouk, salsa, merengue, & compas
R&B
70s
New Rock
16th century lute jams
Pop and rap
Christian/Gospel
Blues
Rap/Hip hop
All of the above