

ULTRASOUND MACHINE DEMO CHECK LIST



BODY TYPE SPECTRUM TEST

Test the machine out on animals that fit within your body type spectrum to cover what you will see on a daily basis:

- Thin Cat
- Beagle
- Golden Retriever
- Obese Rottweiler



ASK QUESTIONS

Be sure the sales rep tells you which probe to use for the abdomen and thorax for each size patient to minimize technical difficulties and which frequency; lower frequency for bigger body real estate.

**This is red flag behavior so be on the lookout for this.*



OPTIMIZE IMAGES

The representative should be able to optimize images for you during the demo over and over adjusting to the different body types and not just "wing it" with a sales pitch and try to move on by distracting you or saying something isn't important.



KNOBOLOGY WORKFLOW

How easy is it to operate, store, remove, and transfer the images? Every machine has different settings for exporting cases in a reasonable size and optimal quality. Ensure your representative can demonstrate this on the machine.



PRESETS

Presets make or break a machine. Great presets allow for awesome scanning and will win in a head to head competition if you are able to make this happen with 2 machines you are evaluating in the final phase of purchase.

SOURCE:

www.sonopath.com