



COURSE PROGRAM

SALES PARTNER TRAINING 2022

SEPTEMBER 22 & 27-29, 2022



We invite you to join us for our upcoming sales partner training for some in depth knowledge and insight into the latest features of our products. Again, we will be offering a mixed training combining both **sales and technical training** sessions.

- Target Group**
- Service Technicians, Application Specialists and Sales Representatives
- Remote Basic Training**
- Intended for onboarding new service engineers before participating in the advanced course
 - September 22, 2022, 9 a.m. - 5 p.m. CET

- On-site Advanced Training**
- Targets both new and experienced service engineers
 - September 27-29, 2022, 9 a.m. - 5 p.m. CET



Learn how to sell iQ-SYSTEM PACS.



Learn how iQ-SYSTEM PACS stands out from the competition.



Learn how to increase sales and profit margin.



Learn how to increase customer satisfaction.

SALES



Learn how to set up, configure and maintain iQ-Products in our hands-on training sessions.



Increase customer satisfaction through tailored service and support.



Optimize your expert knowledge.

TECHNICAL



Special focus:

Patient Portals & Data Exchange – Access and share your medical records

With iQ-WEB UPLOADER, iQ-WEB PORTAL & iQ-4VIEW

Efficient Radiation Dose Management

With iQ-DOSE

Teleradiology & Automation of the creation of radiology reports

With iQ-WEB RIS, iQ-4CLOUD, iQ-SR2PDF CONVERTER

Easy-to-use PACS & VNA solutions for storing, viewing and distributing

With iQ-ROUTER & iQ-WEB

COURSE REQUIREMENTS



To participate in the hands-on workshops, please make sure to use a Windows computer.

PC requirements:

- min. 4 GB RAM (8 GB recommended)
- OS: best Windows 10 - 11 (Windows 7 - 8.1 possible)
- Administrator access required



For On-site Advanced Training:

Please preinstall the current versions of iQ-VIEW 3D, iQ-WEBX/4VIEW, DICOMReader and iQ-ROUTER on your computer. You can download these software applications from our Download Center.

<https://image-systems.biz/download-center>



Attention:

In the Remote Basic Training we will do the preinstallation together.

REMOTE BASIC TRAINING

September 22, 2022

9 a.m. – 5 p.m. CET incl. breaks

Sep

22

Thursday

Welcome & Introduction

General Product Overview

Licensing

Support

Installation & Basic Configuration

iQ-VIEW 3D, iQ-WEBX & iQ-4VIEW

Installation & Basic Configuration

DICOMReader, iQ-ROUTER

ON-SITE ADVANCED TRAINING

September 27-29, 2022

9 a.m. – 5 p.m. CET incl. breaks

Sep

27

Tuesday

Welcome & Introduction

Trends & Challenges of the Radiology Market

Discuss changes in imaging, e.g. will AI replace radiologists?

iQ-4CLOUD & Setup Sales Partner Cloud

Cloud is one of the fastest growing businesses in imaging. Learn how to participate in this segment.

Patient Portals & Data Exchange

iQ-WEB UPLOADER, iQ-WEB PORTAL

Introducing products of aycan Digitalsysteme

Get to know aycan workstation with tools for general diagnostic reading and advanced post-processing plus aycan consent for patient information on the iPad.

iQ-WEB Configuration

How to customize the system incl. easy and advanced configurations.

iQ-WEB UPLOADER

How to use this flexible tool for teleradiology, 2nd opinion and patient portals.

Application Training

iQ-WEB, iQ-4VIEW & iQ-FUSION

Success Cases

Learn from success cases around the world for your business!

ON-SITE ADVANCED TRAINING

September 27-29, 2022

9 a.m. – 5 p.m. CET incl. breaks

Sep

28

Wednesday

Advanced Functionalities

iQ-VIEW PRO 3D, iQ-ROUTER

iQ-MAMMO TOMO

How to setup fast reading workflows for mammo and tomo.

Dose Management

How to implement efficient dose management using iQ-DOSE to comply with EURATOM, US, German and many further regulations.

iQ-WEB RIS

Imaging goes to the internet. Learn how fully web-based workflows work.

Configuration & Troubleshooting

iQ-ROUTER troubleshooting is not easy. Learn how to do it by yourself!

DICOM & Networking

Learn DICOM and networking principles important for your daily service.

Application Training

iQ-VIEW PRO 3D, iQ-MAMMO & iQ-DOSE

Success Cases

Learn from success cases around the world for your business, e.g. how to use iQ in radiotherapy.

Sep

29

Thursday

iQ-4VIEW & iQ-FUSION

Which viewer to choose for which purposes?
Learn how to easily find out.

Integration Guideline

incl. iQ-WADO HL7, iQ-CONVERTER & iQ-WORKLIST

Cyber Security

Most cyber security incidents happen in healthcare. Learn how to avoid them for your customers and how to use this to make money!

New Business Topics

AI & RADIOTHERAPY

RIS PACS Integrations

Learn new integration options, e.g. how to call iQ-VIEW from a web-based RIS/EMR.

Configuration & Regular Expressions

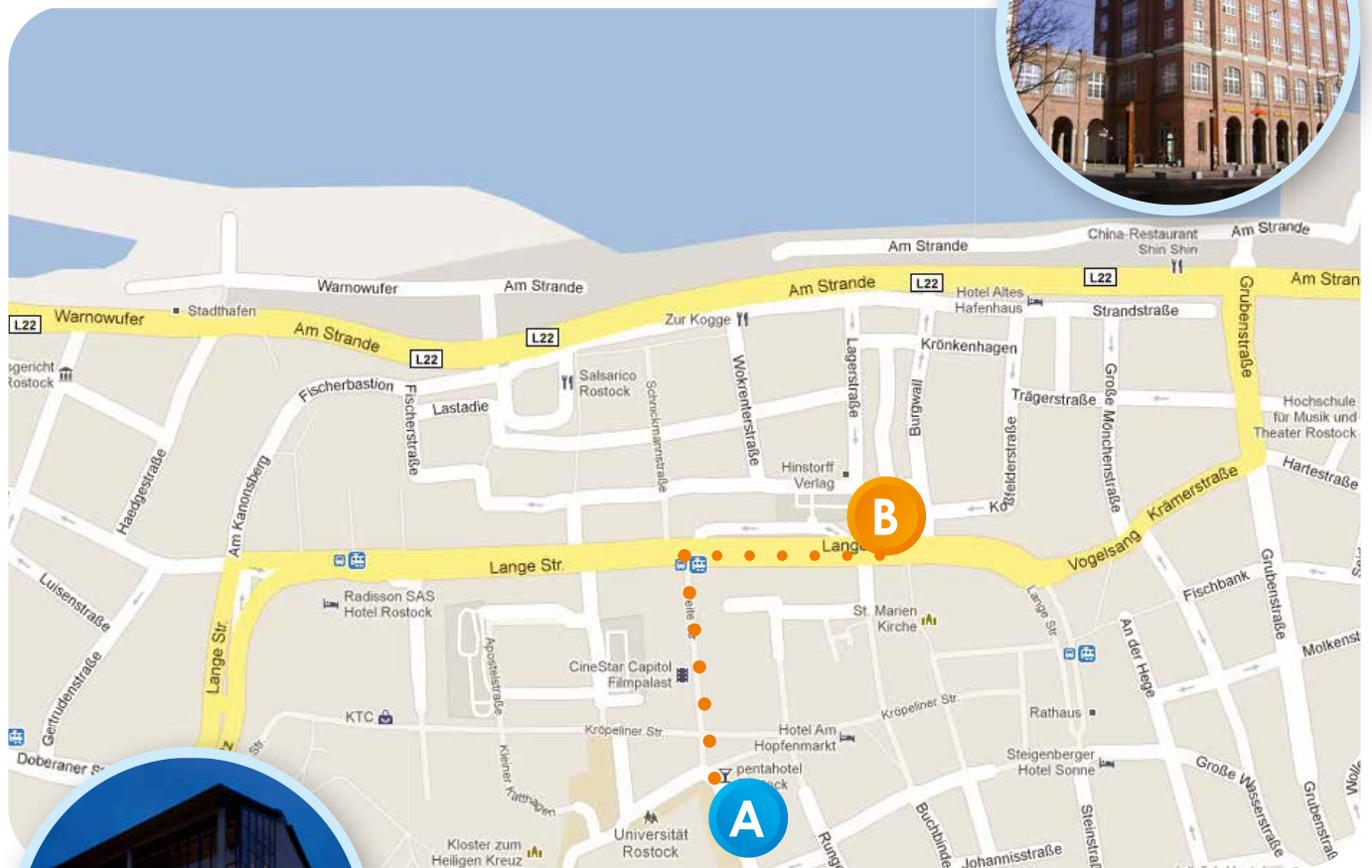
Learn how to setup iQ-WORKLIST and how regular expressions help your customers.

Preview of Products, Q&A, Final Exam

Find out about products to come in the next years.

Success Cases

HOW TO GET FROM THE PENTAHOTEL (A) TO IMAGE'S OFFICES (B)



Hotel information

The sales partner training will take place at the Pentahotel in Rostock, Germany.

Pentahotel Rostock
Schwaansche Straße 6
18055 Rostock
Germany
+49 381 49700
info.rostock@pentahotels.com

How to make your reservation

The hotel has blocked rooms for us at a rate of 149 EUR for a single room per night (including breakfast) and 167 EUR for a double room per night (including breakfast). Please book your room by August 26, 2022 by sending an email to reservations.rostock@pentahotels.com (with the subject "IMAGE") or by phone via +49 381 49700 (selection 1).

Travel information

Please note the current regulations for travel to Germany (<https://www.auswaertiges-amt.de/en/coronavirus/2317268>).