

iQ-SYSTEM PACS

SALES PARTNER
TRAINING 2023

SELF-STUDY ONLINE &
ROSTOCK | SEPTEMBER 26-28

PROGRAM

www.image-systems.biz

Course

REQUIREMENTS

Please make sure using a laptop with Windows, PowerPoint and PDF Reader installed.

Onboarding training

SELF-STUDY ONLINE

Start with the same knowledge base: Take advantage of the comprehensive training materials provided on our online training platform iQ-TRAINING and study the following key topics on your own:

- General Product Overview (PDF, Video)
- Licensing (PDF, Video)
- Support (PDF, Video)
- Installation and Basic Configuration - iQ-VIEW 3D, iQ-WEB & iQ-4VIEW, DICOMReader, iQ-ROUTER (Video)

The materials will be available from July 1. You will receive your corresponding access data by email in advance. The self-study will be concluded with a learning success test (multiple choice, activated from September 1). Passing the test is one prerequisite for obtaining the Medical Device Advisor certificate (1 of 2).

Your advantages:

1. Complete the onboarding training at your own time and pace. Depending on your current knowledge level, you can go slower/faster through the material, repeat it or skip it and proceed to the test.
2. Any questions? Our technical support specialists are pleased to answer them during two online consultations (dates will be sent via email).

Estimated duration:

Beginner level: ~8h
(complete review of course content and test)

Advanced level: ~1-2h
(review of specific, unknown course content and test)

Expert level: ~0.5h
(test only)



— On-site

FOCUS ROSTOCK

A completely redesigned training event awaits you on site, with a strong team and workshop character. The new interactive approach provides input for both beginners and advanced sales partners, as well as time for networking and sharing experiences.

Workflow & pricing

The key points of the PACS planning – shown along the journey from the end customer's requirements and expectations, to the quote calculation.

Application training

Get to know the individual iQ-SYSTEM PACS components and learn what makes them unique, how to explain their functionalities to others and how to demonstrate each of them to your specialists in a train-the-trainer atmosphere.

Data migration & security

Let us show you how to migrate data from a legacy PACS to iQ-WEB and how to set up a security compliant environment.

Success cases

IMAGE Information Systems solutions are proven around the world. Take a look at selected installations and learn more about how our products can meet the requirements of radiological projects and facilities.



— Training

SEPTEMBER 26–28

Tuesday, September 26 | 9 a.m. – 5 p.m. CET incl. breaks

Welcome & introduction round with expectations of IMAGE/Sales Partners

News from IMAGE Information Systems

Current sales topics from Dr. Arpad Bischof

Workshop price lists and preparation for the next training day



Contact persons from management, sales, inside sales and support will always be available for questions and discussions during breaks.

Wednesday, September 27 | 9 a.m. – 5 p.m. CET incl. breaks

Three parallel, full-day workshops address the following sales and technical topics

Workflow & pricing

From the end customer's request to the quote for a PACS: In addition to important tips for PACS planning, we will work on different scenarios together and develop practical examples from your everyday business.

Application training

Learn more about the components of IMAGE's flexible and customizable PACS solution (iQ-WEB, iQ-ROUTER/PRO/PREMIUM, iQ-4VIEW and iQ-VIEW/PRO) and other innovations (iQ-WEB RIS).

Data migration & security

Two topics that play a crucial role in today's projects. With an informative and practical approach, we will explore these issues in detail and discuss measures as well as actions to ensure the security of the implemented system and the data it contains.

6 p.m. – 10 p.m. CET

Cultural evening (outdoor) and **dinner**

Thursday, September 28 | 9 a.m. – 5 p.m. CET incl. breaks

Presentation of the workshop results (incl. topic-specific case studies)

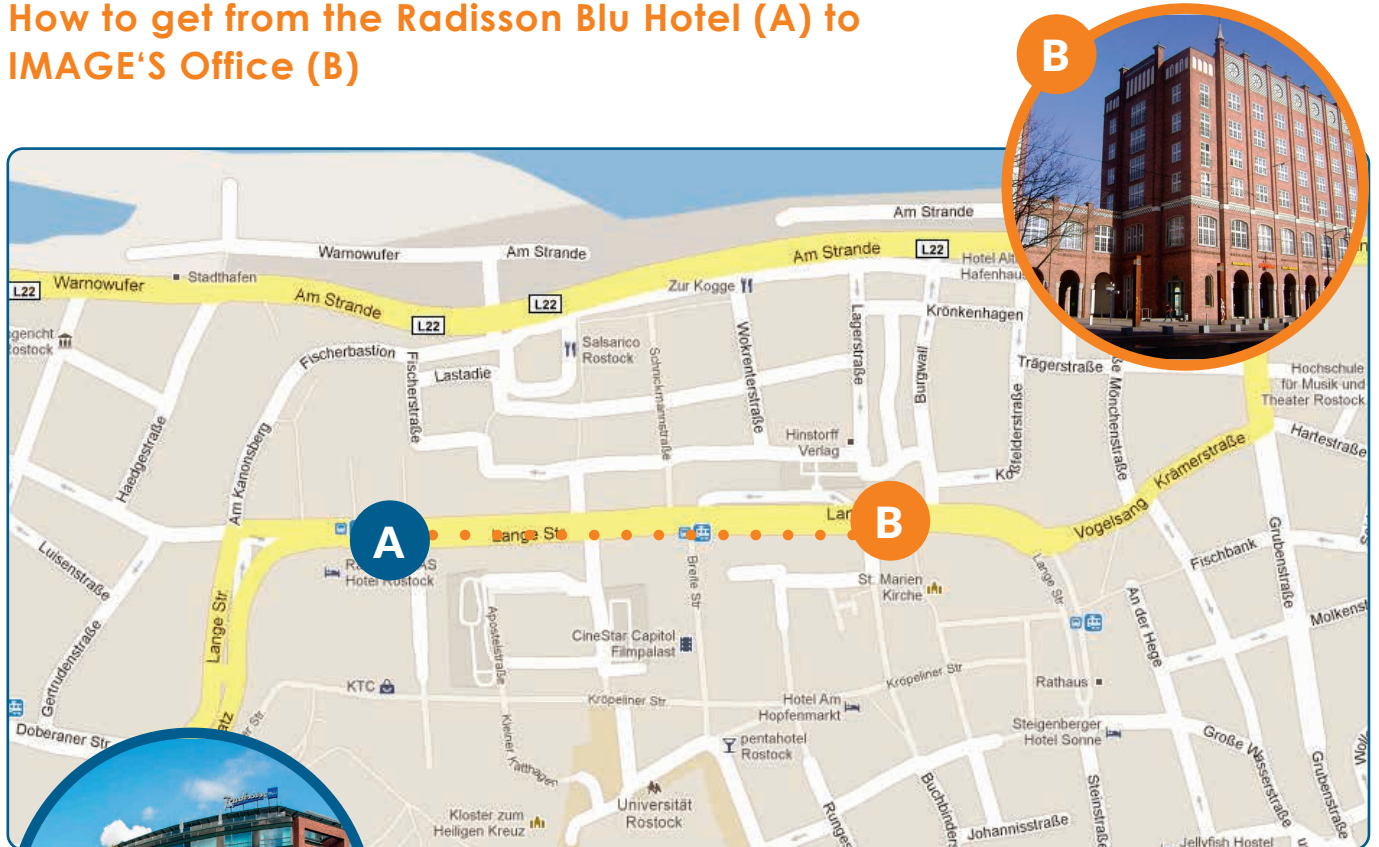
Time for feedback and questions

Taking the final exam online (open until October 6, prerequisite for obtaining the Medical Device Advisor certificate (2 of 2))



— Finding YOUR WAY

How to get from the Radisson Blu Hotel (A) to IMAGE'S Office (B)



Hotel information

The Sales Partner Training 2023 will take place at the Radisson Blu Hotel in Rostock, Germany.

- Radisson Blu Hotel
- Lange Straße 40
- 18055 Rostock, Germany
- Tel. +49 381 37500
- info.rostock@radissonblu.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 169 EUR for a double room per night (including breakfast). Please book your room by August 14, 2023 by sending an email to reservations.rostock@radissonblu.com (with the subject "IMAGE") or by phone via +49 381 3750 3500.

— Time to REGISTER NOW



www.image-systems.biz/SalesPartnerTraining



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