


Name of Policy: Observers/Medical Sales Representatives in the Cardiovascular/EP Lab Policy Number: 3364-102-03 Approving Officer: Chief Operating Officer Responsible Agent: Director of Cardiovascular Services, Medical Director, Cardiovascular Lab Scope: University of Toledo Medical Center		 Effective date: 03/24/2025 Original effective date: 09/02/2011	
Key words: Observers, Medical Sales, Representatives, Cardiovascular Lab			
<input type="checkbox"/>	New policy proposal	<input type="checkbox"/>	Minor/technical revision of existing policy
<input type="checkbox"/>	Major revision of existing policy	<input checked="" type="checkbox"/>	Reaffirmation of existing policy

(A) Policy statement

To ensure that every patient's privacy is protected in the Cardiovascular Lab/Electrophysiology (CVL/EP) Suites and Holding area before, during, and after a procedure.

(B) Purpose of policy

To establish specific guidelines for individuals to observe procedures in the Cardiovascular/EP suites and Holding area.

(C) Procedure

- (1) All observers in the Cardiovascular/EP suites and/or Holding area will:
 - (a) Wear identification. All observers without UTMC identification badge must have authorization by Suite Coordinator or designee prior to entering the room.
 - (b) Be accompanied by CVL/EP staff member or physician staff member at all times.
 - (c) Be admitted for specific case or other specific purpose.
 - (d) Adhere to CVL/EP policies and procedures as advised.

- (2) Medical Sales Representatives will be permitted during a Cardiovascular/EP/Vascular procedure when:
 - (a) They are providing training for their product.
 - (b) They are providing evaluation of their product.
 - (c) They are providing technical assistance in the use of their product. Medical Sales Representatives will not be permitted to scrub in on any surgical procedures or have direct contact with a patient.
 - (d) They must register with Vendor Mate prior to entering the Lab.

<p>Approved by:</p> <p>/s/</p> <hr/> <p>Todd Korzec, RN, BSN Director, Cardiovascular Services</p> <p>3/24/2025</p> <hr/> <p>Date</p> <p>/s/</p> <hr/> <p>Ehab Eltahawy, MD Medical Director, Cardiovascular Lab</p> <p>3/24/2025</p> <hr/> <p>Date</p> <p>/s/</p> <hr/> <p>Christine Stesney-Ridenour, FACHE Chief Operating Officer</p> <p>3/24/2025</p> <hr/> <p>Date</p> <p><i>Review/Revision Completed by:</i> <i>Director, Cardiovascular Services</i></p>	<p>Policies Superseded by This Policy:</p> <ul style="list-style-type: none">• <i>None</i> <p>Initial effective date: 9/2/2011</p> <p>Review/Revision Date:</p> <p>09/2011 07/2014 03/2017 03/2020 03/2022 03/24/2025</p> <p>Next review date: 3/24/2028</p>
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