

A Guide for Manufacturers— Benefits of Working with ECRI Institute

Gain Exposure for Your Medical Products in the International Marketplace

Hospitals and health systems worldwide rely on ECRI Institute's objective evidence-based guidance and resources to inform their purchasing decisions. Two of these popular resources include our comprehensive health technology databases, [Healthcare Product Comparison System \(HPCS\)](#) and [Sourcebase](#). For you, as a manufacturer or distributor of medical products, we offer a free opportunity to display your products in front of thousands of potential buyers and key influencers, including supply chain managers, purchasing directors, and clinical/biomedical engineering staff.

▶ Healthcare Product Comparison System

The [HPCS](#) online database is an international purchasing guide for capital medical equipment and clinical laboratory instrumentation, listing thousands of model specifications for more than 550 types of medical devices. Potential buyers gain quick and easy access to **detailed technology overviews** and side-by-side comparison charts which help purchasers evaluate technologies under consideration.

Manufacturers supply their product specifications and images contained in [HPCS](#) comparison charts. No evaluations or judgments about the relative merits of brands or models are made.

▶ Sourcebase

[Sourcebase](#), our exclusive online database of medical device manufacturers and distributors, places your company's details at the fingertips of thousands of healthcare purchasers who want to locate medical products, contact suppliers, and **follow company mergers and acquisitions**.

Detailed records on more than 21,500 North American and international medical products, manufacturers and distributors, including those in China, Europe, India, and Southeast Asia, help purchasers to narrow their selections.

Data in the [HPCS](#) and [Sourcebase](#) databases are updated frequently and new products are added continuously, at *no charge to manufacturers*. Suppliers are welcome to view their information in our databases at any time to ensure its accuracy by contacting our hotlines at hpcs@ecri.org or sourcebase@ecri.org.

What We Need From You

To ensure that we are displaying the most accurate and up-to-date information about your products, please provide:

- ▶ A contact person who can help us keep current on your product specifications and updates
- ▶ A description of products your company manufactures or exclusively distributes
- ▶ Device specifications for your products
- ▶ A list of countries in which your products are marketed
- ▶ Electronic copies of relevant product literature, photos, and cut sheets
- ▶ Any other materials that would help us describe your technology and applications

ECRI INSTITUTE IS AN INDEPENDENT NONPROFIT ORGANIZATION WITH GLOBAL REACH

ECRI Institute has a long history of acting on behalf of patients and health systems throughout the world. More than 5,000 hospitals, health systems, public and private payers, ministries of health, associations, and accrediting agencies worldwide rely on ECRI Institute to deliver trusted independent, evidence-based research and technology decision-making support.

Headquartered in Plymouth Meeting, Pennsylvania, USA, ECRI Institute has more than 400 full-time employees whose interdisciplinary backgrounds include medicine, nursing, epidemiology, biomedical science, clinical engineering, health physics, health law, healthcare management, information technology, medical informatics, and many other areas. The value of our services is evidenced by our membership renewal rates that **have exceeded 95%**, year after year, for almost five decades.

More than half of all acute care hospitals in North America are members of ECRI Institute's information systems. Internationally, we provide products and services to Africa, Asia Pacific region, Europe, Middle East, and South America through our offices in the United Kingdom, Malaysia, and the United Arab Emirates. Refer to [ECRI Institute International](#) for more information on featured products, speaking engagements, and success stories.

STRICT CONFLICT-OF-INTEREST GUIDELINES TO ENSURE OBJECTIVITY

ECRI Institute accepts no advertising and does not take gifts or grants. ECRI Institute does not permit use of its name or studies in advertising or for promotional purposes by medical device or pharmaceutical companies. This policy upholds ECRI Institute's strict Code of Ethics and Business Conduct and helps us maintain our international reputation of objectivity.

PURCHASING OPTIONS FOR INDUSTRY AND MANUFACTURERS

Medical product manufacturers may access ECRI Institute's public databases by subscribing to one of our paid membership services. You can also purchase single issue technology reports and other online content with permission from ECRI Institute. Many manufacturers purchase our content in order to support their market research and stay up-to-date on competitive products and services. The information is also valuable for education and training of their employees and equipment users.

To subscribe to any of our membership services, or to purchase specific reports or content, please contact us at clientservices@ecri.org.

QUESTIONS?

To learn more about the benefits of working with ECRI Institute, or to submit your product details for inclusion in our *HPCS* and *Sourcebase* databases, please contact us at (610) 825-6000, ext. 5565, or e-mail hpcs@ecri.org.

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