

15 Important Questions To Ask Before Purchasing A Veterinary Digital X-Ray System

1) How do I determine which type of digital system is the best fit for my in office practice?

A. Practice type stationary

- a. Small animal
- b. Large Animal
- c. Mixed Animal

2) How do I determine which type of digital system is the best fit for my ambulatory or Mobile practice?

A. Practice type ambulatory or mobile

- a. Small animal
- b. Large Animal
- c. Mixed Animal

3) Does your company offer multiple Digital systems?

A. Digital Modalities

- a. DR flat panel
- b. CR
- c. CCD

4) How many Flat panel options does your company offer?

A. DR Flat Panel types

- a. Selenium
- b. Silicon

B. DR Flat Panel Size

- a. 8 X 10"
- b. 10 X 12"
- c. 14 X 17"

5) Is this system Open Architecture?

A. Digital modality Integration

- a. X-ray
- b. Ultrasound
- c. Nuclear medicine
- d. CT.

6) Will it integrate with my practice management software?

A. Practice Software integration

- a. Avamark
- b. Cornerstone
- c. DVM solution
- d. Other

7) How will my images be stored?

A. Image storage

- a. Dicom
- b. Tiff
- c. Bit map
- d. Jpeg
- e. Other

- 8). How will I be able to access my images?
 - A. Image access
 - a. Network drive
 - b. E-mail
 - c. Wireless
 - d. Server
 - e. workstation
- 9). What are the differences in image quality?
 - A. Image quality measurement
 - a. DR flat panel 3-4 line pair/ mm
 - b. CR systems 4-10 line pair/mm
 - c. CCD system 3-5 line pair/mm
- 10) How do differences in image quality relate to my practice needs?
 - A. Image resolution requirements
 - a. More is better
 - b. Is Cost Verses quality a real issue
- 11) What level of service and support can I expect?
 - A. Sales service support short term
 - a. Specialize in Veterinary radiological medicine
 - b. Years of experience working with Veterinary Medicine
 - c. Capable of making the choices for your practice
 - B. Sales service support long term
 - a. Specialize in Veterinary radiological medicine with a history of performance
 - b. Years of experience working with Veterinary Medicine with success
 - c. Capable of making the right choices for your practice now and will they be around in the future
- 12) Warranty with the system?
 - A. Warranty
 - a. Parts
 - b. Labor
- 13) Determine the cost of a system?
 - A. Film Verses Digital Costs
 - a. Lease rate and cost
 - b. Digital savings over film usage
- 14) When will I see a return on my investment?
 - A. radiology Positive cash flow
 - a. Profit after lease payment
 - b. Profit after lease is through
- 15) What do veterinarians that have bought this system say about the product and the service?
 - A. Reference list
 - a. DR Flat panel
 - b. CR system
 - c. CCD system

DIS with 27 years of veterinary radiology expertise has the knowledge and the digital equipment product selection for you to make the right Digital radiographic system purchase for you practice.