

Introduction to the RAD-AID Radiology-Readiness™ Survey

Welcome to the Radiology - Readiness[™] Survey. This survey was developed by RAD - AID[™] International, a nonprofit nongovernmental organization committed to improving access and quality of radiology services in resource - limited parts of the world. The contents of the Radiology - Readiness[™] Survey were modified through a collaboration with the World Health Organization (WHO).

This Radiology Readiness™ Survey is designed to help RAD - AID™:

- 1. Understand the healthcare benefit and impact your facility is delivering to the local community
- 2. Identify the potential wider benefit that your institution could provide with radiology services, and how augmenting or introducing medical imaging may help achieve your patient care goals
- 3. Understand the infrastructural, epidemiological, educational, administrative, logistical, financial and clinical features of your institution in order to optimize radiology service delivery to your patients

All information in the survey will be considered **privileged and confidential**. The following topics are covered in the survey:

- 1. Community involvement and patient satisfaction
- 2. Disease epidemiology
- 3. Non-radiology clinical resources (including lab testing and referrals)
- 4. Training and continuing medical education
- 5. Engineering, communications, and information technology infrastructures
- 6. Mechanisms for ensuring and evaluating medical image quality and patient safety
- 7. Medical Imaging device inventory, use, maintenance and repair
- 8. Facility finances and economic needs/resources of your patient population



General and Background Information

Name of person filli	ng out assessment:
Date assessment w	as completed:
1 Diagram and a facility	the many and to add a
	ity name and location.
Facility Name:	
Address 1:	
Address 2:	
City/Town:	
State/Province:	
Postal code:	
Country:	
2. Please provide tl	ne names of any other health organizations
(national or interr	national) that serve your community.
3. Who will be RAD	-AID™'s primary contact person at your facility?
Name:	
Title:	
Address 1:	
Address 2:	
City/Town:	
State/Province:	
Postal code:	
Country:	
Email Address:	
Phone Number:	

4. Facility ownership and affiliations. Sele	ct all that apply.			
☐ Public/government	☐ University affiliated			
□ Privately owned	□ Religious entity or religious charity			
□ Corporate	□ Other			
□ Non - profit	If Other, please specify			
5. How would you classify your facility? Please select the single best classification	ntion.			
 Tertiary referral center 	 Free - standing imaging center 			
 Community or district hospital 	 Small health post or village clinic 			
 Community health center or 	o Other			
ambulatory clinic	If Other, please specify			
6. What is the approximate size of the population. 7. Please list the top three challenges fa importance. Please explain the nature of each problematic for your facility.	ced by your facility in order of			

8. Additional comments?	



1. Facility Name:

radiography)

Community Involvement and Patient Satisfaction

2. Does your facility support, sponsor, or organize any community service projects?									
o Yes									
o No									
If Yes, Please desc	If Yes, Please describe								
3. Do you have a sthe services it offer newspaper advertises.	s? If so, p	olease briefly	y describe y	•	•	•			
o No									
If Yes, please desc	ribe								
·									
4. How many of yo preventative med	•								
	None	Less than 10%	10% - 33%	34% - 66%	67% - 99%	All			
Breast cancer (mammography)	•	•	0	0	•	•			
Osteoporosis (DEXA)	O	O	O	O	O	O			
Pregnancy (ultrasound)	•	•	O	O	•	•			
Tuberculosis and other lung	Tuberculosis o o o o o o and other lung								

5. On average, how long must a **patient wait** before getting the following services performed on an **outpatient/ambulatory** basis?

	Not available	Within 24 hours	2 - 3 days	Within 1 week	Within 1 month	More than 1 month
See a physician	<u>O</u>	0	•	0	0	o
СТ	0	O	0	O	0	O
Plain Film Radiography	0	•	•	•	•	•
Ultrasound	\circ	O	0	0	0	O
MRI	0	0	0	0	0	0
Mammography	0	O	0	O	0	O
Nuclear Medicine	0	0	•	0	0	0
Interventional Radiology	O	O	O	0	0	O
GI Fluoroscopy	<u>•</u>	•	•	•	•	•

6. How long do i	patients typica	lly wait to see a	physician for	emergent care?
J		<i>3</i>	1 2	.

- c Less than 30 minutes
- o 30 minutes to 1 hour
- o 1 hour to 2 hours
- 2 hours to 6 hours
- o 6 hours to 10 hours
- More than 10 hours

7. Do yo	u have methods	and procedures	in place to assess	patient satisfaction?
----------	----------------	----------------	--------------------	-----------------------

- Yes
- o No

A. What methods do you use to assess	patient satisfaction?)
Please select all that apply.		

Paper survey or questionnaire filled by patient
Computer or web - based survey or questionnaire filled by patient
Phone call to patient
Email to and from patient
In - person discussion with patient
Other

If Other, please specify

8.	What	are	your	goals	for	improving	patient	servi	ce?	
9.	Additi	iona	l comr	ments?						



Disease Epidemiology

1.	Facility Name:	

2. How frequently do you treat patients with the following **infectious diseases?**Never Infrequently Sometimes Frequently

	Never	Infrequently	Sometimes	Frequently
Diarrheal Illness	O	•	•	O
HIV/AIDS	O	О	O	O
Lower respiratory infections	•			
Tuberculosis	0	O	0	0
Viral Hepatitis B or C	•	•	•	•

3. How frequently do you treat patients with the following **neglected tropical diseases?**

diseases?	Never	Infrequently	Sometimes	Frequently
Buruli Ulcer	0	•	O	•
Chagas disease (American trypanosomiasis)	O	O	O	O
Cysticercosis	O	•	O	O
Dengue/Severe dengue	O	0	0	O
Dracunculiasis (guinea - worm disease)	•			•
Echinococcosis	O	О	O	O
Fascioliasis	0	•	0	<u></u>
Human African trypanosomiasis	О	O	O	O
Leishmaniasis	0	•	O	O
Leprosy	O	O	O	0
Lymphatic filariasis	•	•	•	•
Onchocerciasis	O	O	O	0
Rabies	0	•	O	O
Schistosomiasis	0	O	0	0
Soil transmitted helminthiasis (Ascaris lumbricoides, Trichuris trichiura and the hookworms)	•			
Trachoma	O	О	0	0
Yaws	•	•	•	•
Podoconiosis	0	O	O	O
Strongyloidiasis	•	•	•	•

4. How frequently do you treat patients with the following **PRIMARY cancers?**

1 3	Never	Infrequently	Sometimes	Frequently
Bladder cancer	•	O	0	0
Breast cancer	0	0	O	O
Cervical and uterine cancer	•	•	•	•
Colon and rectum cancers	О	O	O	0
Esophageal cancer	0	•	•	•
Leukemia	0	0	O	O
Liver cancer	0	•	0	0
Lung, bronchus, trachea cancers	О	O	O	0
Lymphomas and multiple myeloma	0	•	•	•
Melanoma and other skin cancers	0	O	O	O
Mouth and oropharynx cancers	0	•	•	•
Ovary cancer	0	0	0	O
Pancreas cancer	0	•	0	•
Prostate cancer	0	O	O	O
Stomach cancer	•	•	O	O

5. How frequently do you treat patients with the following **chronic**, **noncommunicable illnesses?**

	Never	Infrequently	Sometimes	Frequently
Alcohol use disorders	•	•	•	•
Alzheimer and other dementia	О	O	O	C
Cerebrovascular disease	•	•	•	•
COPD/Emphysema	0	0	0	0
Diabetes mellitus	0	<u> </u>	<u> </u>	O
Ischemic or hypertensive heart disease	O	O	O	С
Unipolar depressive disorders	•	•	•	•

6. How frequently do you treat patients with the following maternal/fetal and traumatic medical conditions?

	Never	Infrequently	Sometimes	Frequently
Pregnancy	O	•	0	•
Peripartum hemorrhage	O	0	0	O
Neonatal infections	0	•	•	•
Birth asphyxia and birth trauma	О	O	O	O
Prematurity and low birth weight	0	•	•	•
Trauma and Musculoskeletal Injury	О	O	O	O
Road traffic accidents	O	•	•	•

 7. Which of the following procedures are available at your facility? Please select all that apply. Cesarean section delivery of pregnancy Image - guided biopsy Surgical biopsy Percutaneous fluid/abscess drainage
8. Additional comments?



Patient Demographics, Capacity, and Referral Patterns

1.	Facility Name:	

2. What percentage of your patients belong to each of the following demographic categories?

	None	Less than 10%	10%-33%	34%-66%	67% - 99%	All
Patients under 18 years of age	•	O	O	•	•	•
Patients over 50 years of age	0	O	O	0	O	O
Female patients	0	0	0	0	0	•

3. How many **inpatient beds** are in your facility?

4. What is your average inpatient bed occupancy rate at any given time?

- o N/A
- 0 <10%
- o 10 33%
- 0 34% 66%
- 0 67% 90%
- 0 >90%

5. On average, how many **outpatients (ambulatory patients)** are seen in your facility each day?

6. How often do your **physicians** practice medicine outside their area of residency or fellowship training (for example, internists performing surgeries)?

- Infrequently
- Sometimes
- Frequently

o Yes
○ No
If Yes, please list the hospitals and clinics where you refer your patients. Please also note the distance from your facility to these places.
8. Additional comments?



Clinical Tests

1. Facility Name:
2. Which of the following clinical microbiology tests are available at your facility? Please select all that apply.
□ Fecal culture
☐ Urine culture and analysis
☐ Mycobacterial culture
□ Acid Fast Bacillus (AFB) stain
□ Tuberculosis PCR
□ Bacterial culture
□ Bacterial antibiotic sensitivity
□ HIV ELISA
□ HIV Western Blot
□ HIV PCR
3. Which of the following clinical chemistry tests are available at your facility? Please select all that apply. □ Electrolytes (Na,K,HCO3,CI,Ca,Mg,Fe,PO4)
☐ Kidney Function Tests (BUN,Cr)
□ Glucose
□ Albumin and Total Protein
□ Liver Function Tests (AST,ALT,GGT,Alk Phos,Bili)
□ Blood gases (O2,CO2)

	ich of the following clinical hematology tests vailable at your facility? Please select all that apply.
□ Не	ematocrit/Hemoglobin
□ W	hite blood cell count
□ Pla	atelets
□ WI	hite cell differential
□ Blo	ood smear
□ IN	R/PT
□ PT	Т
are av	ich of the following clinical pathology resources vailable at your facility? Please select all that apply. Irgical pathology (microscopic)
□ Су	rtopathology
□ Au	utopsy pathology
□ Co	olposcopy
□ Pa	p smear
6. Ad	ditional comments?



Pharmaceutical Agents and other Clinical Consumables

1. Facility Name:	
2. Which of the following general pharm	
are available at your facility? Please selection ☐ Intravenous Fluids ☐ Oxygen ☐ General anesthetics ☐ Local anesthetics ☐ Sedation for short - term procedures (e.g. midazolam, propofol, fentanyl, etc.)	 □ Disinfectants and antiseptics (e.g. alcohol, iodine, etc.) □ Oral rehydration □ Antacids and other antiulcer medicines □ Thyroid hormones and antithyroid medicines
3. Which of the following antimicrobials Please select all that apply.	are available at your facility?
☐ Anthelminthics (e.g. antischistosomals)	☐ Systemic antifungal medicines (e.g. Fluconazole)
☐ Antibacterials (e.g. penicillin)	☐ Antiretrovirals (HIV)
☐ Antituberculosis medicines (e.g. Isoniazid)	Antimalarial medicines (e.g. Mefloquin)
4. Which of the following cardiovascular are available at your facility? Please sele	ect all that apply.
☐ Antianginal medicines (e.g.	☐ Lipid - lowering agents (e.g. statins)
nitroglycerin)	□ Diuretics
Antiarrhythmic medicines (e.g. amiodarone)	☐ Antiasthmatics and medicines for chronic obstructive pulmonary disease
☐ Antihypertensive medicines	·
5. Which of the following anti - inflamma are available at your facility? Please selec □ NSAIDs	
□ Corticosteroids	

Please select all that app	ccines are avallable at your ly.	racility?
☐ Hepatitis B vaccine	☐ Live Polio vaccine	☐ Human Papilloma Virus
☐ Hepatitis A vaccine	□ Influenza vaccine	vaccine
☐ Diphtheria, Tetanus,	□ Measles, Mumps,	□ Rabies vaccine
Pertussis vaccine	Rubella vaccine	☐ Yellow Fever vaccine
☐ Haemophilus influenza	□ Varicella vaccine	☐ Typhoid vaccine
type B vaccine	☐ Meningococcal vaccine	□ Dengue vaccine
□ Pneumococcal vaccine	□ Rotavirus vaccine	☐ Japanese Encephalitis
☐ Inactivated Polio vaccine		vaccine
☐ Chlorine bleach	Please select all that apple (e.g. autoclave) (e.g. ethylene oxide, ozone) hyde, Ortho - phthalaldehyde	ly.



Human Resources

1.	Facility	Name:

2. Please indicate the number of **non - radiology physicians** you have in your facility in each specialty shown below.

you have in your racinty in each.	None	1 - 4	5 - 10	>10
Anesthesiology	0	0	0	0
Allergy & Immunology	O	0	0	0
Breast Surgery	0	0	0	0
Cardiology	O	0	O	O
Cardiothorac Surgery	O	O	O	0
Dermatology	O	0	O	O
Emergency Medicine	O	•	O	0
Endocrinology	O	0	O	O
Gastroenterology	O	•	O	0
General Internal Medicine	O	0	O	O
General Surgery	O	O	O	O
Gynecology (non - obstetrical)	O	O	O	O
Hematology	O	O	O	O
Infectious Diseases	O	O	O	O
Intensive Care/ICU	O	O	O	O
Mastology	O	0	O	O
Maxillofacial surgery	O	O	O	O
Neonatology/NICU	O	0	O	O
Nephrology	0	0	0	0
Neurology	O	0	O	O
Neurosurgery	0	0	0	0
Obstetrics	O	0	O	O
Oncology, Medical	0	0	0	<u>•</u>
Oncology, Surgical	O	0	O	O
Ophthalmology	0	0	0	<u>•</u>
Orthopedic Surgery	0	0	0	0

Otorhinolaryngology (ENT)	O	•	0	•	
Pathology	0	O	0	0	
Pediatrics	0	0	0	•	
Physical Medicine & Rehabilitation	0	O	0	O	
Plastic Surgery	0	0	0	•	
Podiatric Medicine	0	O	O	O	
Psychiatry	0	O	0	•	
Pulmonology	0	O	O	O	
Radiation therapy	0	O	0	•	
Rheumatology	0	O	O	O	
Urology	0	O	0	•	
Vascular Surgery	0	O	O	O	
3. Please indicate the number of radiology personnel					

3. Please indicate the number of **radiology personnel** you have in your facility in each category shown below

	None	1 - 4	5 - 10	>10
Radiologists (all)	•	0	•	0
Specialty/Fellowship trained radiologists (please list in comments section)	O	O	0	0
X - ray Technicians/Technologists/ Radiographers	•	•	•	•
Sonographers	0	O	O	O
Medical Physicists	0	0	•	0

Please list radiology specialties here (if any)

4. Are radiologists in your facility allowed to work at other non-affiliated facilities (for example, both a public and a private hospital)?

0	VAS
•	1 (7.3

o No

5. Please indicate the number of non - physician staff you have in your facility in each category shown below. 5 - 10 None >10 Nurses 0 <u></u> 0 0 Midwives 0 0 0 0 Health Extension Worker, Medical 0 0 0 0 Assistant, or other ancillary clinical personnel Pharmacists/pharmacy technicians 0 0 0 0 Information technology 0 0 0 0 personnel, Computer technicians Non - radiology Lab Technicians 0 0 0 0 Administrators, bookkeepers, 0 0 0 0 accountants, and other managerial or business staff 6. What types of personnel work at your facility? Select all that apply. ☐ Full - time or part - time employees □ Volunteers ☐ Resident or fellowship physicians who are in training (just out of medical school) □ Medical students 7. Is your facility currently **under - staffed** in any of the above positions? If so, select "Yes" and please describe below in "Comments". Yes \circ No Comments

 8. Does you facility have high employee turnover in any of the above po so, select "Yes" and please describe below in "Comments". Yes No 	sitions? If
Comments	
9. Additional comments?	



Training and Continuing Education

1. Facility Name:								
2. Please indicate the highest level for each of the following professions	2. Please indicate the highest level of training required for each of the following professions.							
	l don't know	High School/ Vocational Training	Associate Degree (usually 2 years after high school)	College/ University				
Radiologist	O	•	0	•				
X - ray Technologist/Technician/ Radiographer	O	O	O	O				
Sonographer	0	•	0	O				
Nurse	O	0	O	O				
Radiation safety officer	0	•	0	O				
Medical Physicist	O	0	O	O				
3. Which of the following careers requirements□ Radiologist		.						
□ Xray Technologist/Technician/Radiographer								
□ Sonographer								
□ Nurse								
□ Radiation safety officer	□ Radiation safety officer							
☐ Medical Physicist								

4. How accessible are the following forms of **continuing medical education** to **Radiologists** at your facility? You may elaborate on the specific reasons for your selections below under "Comments". **Please leave blank if you do not have any radiologists at your facility**.

radiologists at your	Rarely or never accessible	Accessible but in limited supply	Usually accessible	Always or nearly always accessible
Training (in person)	•	•	•	•
Training (online)	О	O	C	O
Paper Journals	•	•	•	•
Online Journals	О	О	O	0
Local conferences/ meetings	•	•	•	•
National conferences/meetings	0	O	O	O
International conferences/meetings	•	•	0	•

\circ	Offifficities			

Comments

5. How accessible are the following forms of **continuing medical education** to **Xray Technologists/Technicians/Radiographers** at your facility? You may elaborate on the specific reasons for your selections below under "Comments". **Please leave blank if you do not have any technologists/technicians at your**

facility.	Rarely or never accessible	Accessible but in limited supply	Usually accessible	Always or nearly always accessible
Training (in person)	•	•	O	•
Training (online)	O	0	0	0
Paper Journals	O	•	O	•
Online Journals	0	0	0	0
Local conferences/ meetings	•	•	O	•
National conferences/meetings	C	0	O	O
International conferences/meetings	•	•	•	•

Comments			

6. How accessible are the following forms of **continuing medical education** to **Sonographers** at your facility? You may elaborate on the specific reasons for your selections below under "Comments". **Please leave blank if you do not have any**

technologists/technicians at your facility.

teermologists/ teerm	Rarely or never accessible	Accessible but in limited supply	Usually accessible	Always or nearly always accessible
Training (in person)	•	•	•	•
Training (online)	0	0	O	0
Paper Journals	•	•	•	•
Online Journals	0	О	C	0
Local conferences/ meetings	•	•	•	•
National conferences/meetings	0	0	0	0
International conferences/meetings	•	•	9	•

Co	m	m	Δn	to
\sim	111	111	CII	ιı

7. Do you train radiation saicty officers at your facili	adiation safety officers at your facility?
--	--

- Yes
- o No

8. Do you train **medical physicists** at your facility?

- Yes
- o No

9. Please describe any suggestions you have for future training and development programs you would like at your facility.	ent
10. Additional comments?	



Structural, Electrical, Climate Control, and Transportation Infrastructure

1. Facility Name:		
2. How reliable is your primary power source ?)	
 Power is available 100% of the time 		
o Power is available 75 - 99% of the time		
o Power is available 50 - 74% of the time		
Power is available <50% of the time		
3. How stable is your primary power source ?		
o Always Stable		
 Sometimes Stable 		
 Frequently Unstable 		
4. Are your electronic devices connected to vol	tage stabilizers?	
· Yes		
o No		
5. Do you have a source of back - up power 1	?	
o Yes		
o No		
A. What source(s) of backup power are	e used at your facility?	Select all that apply
□ Battery	□ Sunlight	
□ Diesel or gasoline	☐ Hydroelectric	
□ Natural gas	□ Geothermal	
□ Propane		
B. What is the typical working power ou backup energy source (kW)?	tput of your backup	generator/

6. What is your facility's total floor area in square meters?
7. Approximately what percentage of this space is devoted to radiology?
8. What material(s) are used in the frame(s) of your building(s)? Select all that apply.
□ Steel frame
□ Wooden frame
□ Stone or brick frame
 9. What material(s) are used in the walls of your building(s)? Select all that apply. □ Lead shielding □ Sheet rock □ Plaster
□ Wood
□ Brick or stone
 10. What type(s) of sub - flooring do you have on the lowest level of your building (s)? Select all that apply. □ Concrete flooring □ Dirt flooring
11. Does your facility have capacity (size and load - bearing limit) to install heavy equipment in excess of two metric tonnes, such as a CT or MRI unit? • Yes
o No
o Unsure

12. What is your indoor Please enter the yearly lo Yearly Indoor Low (degree	w and the year es centigrade)	•	s centigrade.	
Yearly Indoor High (degree	es centigrade)			
13. How often are the fol Always alv		e? of the time Some	of the time	Rarely or never
Air conditioning (cooling)	•	•	•	•
Air heating	<u> </u>	O	0	O
Dehumidification	<u> </u>	•	0	•
 14. Do you have a proble or equipment at any time Yes No 15. Do you have a proble Yes 	e during the yea	ar?		/
o No				
	ability of each	of the following a	at your facilit	у.
No16. Please rate the avail	ability of each Unavailable	of the following a Usually in short supply	Usually	y. Always available
	-	Usually in	Usually	Always
16. Please rate the avail Potable water (not	Unavailable	Usually in	Usually	Always available
16. Please rate the avail . Potable water (not necessarily sterile)	Unavailable	Usually in short supply	Usually available	Always available
Potable water (not necessarily sterile) Sterile water An intact, functional plumbing system for automatically distributing	Unavailable	Usually in short supply	Usually available ©	Always available

18. How often are the following **modes of transportation** used by patients to reach your facility?

	Infrequently	Sometimes	Frequently
Helicopter/Medivac	•	0	•
Medical Ambulance	O	O	O
Car or truck (including taxis)	•	•	•
Boat	0	O	O
Bus	•	0	•
Motorcycle	O	O	O
Train	•	•	•
On Foot	O	O	O
Non - motorized bicycle	•	•	•
Animal (e.g. mule, donkey, horse, ox)	О	O	О

19.	Comments?



Unsure

Communications

1. Facility Name	: :			
2. Which of the following telephone service. • Available conti	e at your facility	y? Mobile telepho	,	
 Available with 	infrequent to occ	asional interrupti	ons	
 Available with 	frequent interrup	otions		
 Usually to alway 	iys unavailable			
3. Is the numberYesNo	of land - line t	elephone lines	adequate to me	eet your needs?
4. Are you able to international calYesNo	Is on your land	d - line telepho	nes?	, of the following
5. Which of the following mobile/cellular	•		,	y or the following
	Available continuously (24/7/365)	Available with infrequent to occasional interruptions	Available with frequent interruptions	Usually to always unavailable
Voice transmission	•	•	•	•
Text messaging	0	O	0	О
Data transmission	•	•	•	•
6. Do you have 30 • Yes	G or 4G mobile	internet access?		

7. Is the number of mobile lines among your staff adequate to meet your facility's needs?
o Yes
o No
o N/A
8. Are you able to easily (financially and logistically) make international calls on your mobile telephones?
o Yes
o No
9. Which of the following best describes the availability and reliability of Internet access at your institution?Available continuously (24/7/365)
 Available with infrequent to occasional interruptions
 Available with frequent interruptions
 Usually to always unavailable
10. What are the available type(s) of internet connectivity at your institution. Please select all that apply.□ Dial - up modem
□ DSL
□ Cable
□ T1 or other dedicated, unshared high - speed access line
☐ Mobile broadband access (e.g. WiMAX, 3G, 4G)
□ Satellite Internet
11. What is your maximum Internet bandwidth (Mbps)?
12. Is your Internet bandwidth adequate to meet your needs?
o Yes
o No
13. Do you have access to web conferencing technology? © Yes
⊙ No

1. Additional comments?



Information Technology

1. Facility Name:
2. Do you have general - use computer workstations available for staff?YesNo
3. Do you have access to email?YesNo
4. Do you have access to electronic file sharing, such as FTP, Microsoft Sharepoint, group web storage, etc.?Yes
O No
5. Do you have basic word processing capabilities (e.g. Microsoft Word)?YesNo
6. Do you have the ability to create basic electronic presentations (e.g. Microsoft Powerpoint)?YesNo
7. Do you use an electronic medical record (EMR) system?Yes
o No
If so, please describe it.

things as radiology workflow management, radiology result(s) entry, and radiology report (s) output. Yes
o No
If so, please describe it.
 9. Do you use an electronic Health Management Information System (HMIS or HIS) that helps you keep track of administrative issues like patient registration, appointment scheduling, admission/discharge/transfer, bed management, and billing? Yes No If so, please describe it.
10. Are there existing government standards for patient record privacy in your country?YesNo
11. How many digital radiology image viewing workstations does your facility have? o 0 o 1 - 5 o 6 - 10 o 11 - 20 o >20
12. Do you have a Picture Archiving and Communication System (PACS) to store, retrieve, and distribute medical images?YesNo
If Yes, please specify PACS vendor, software and version

13. Does your facility use teleradiology ? Teleradiology is defined as the transmission of medical images electronically from your facility to another location for the purposes of interpretation and/or consultation.
o Yes
o No
14. Additional comments?



Medical Imaging Capabilities and Limitations

1.	Facility Name:	
		•

2. Please indicate for each of the following modalities whether or not your facility uses **digital image acquisition (CR or DR)** instead of plain film.

3	We do not have this modality	Already digital	We have a firm plan to change to digital	No firm plan to change to digital
Radiography	•	•	O	•
Mammography	О	О	0	O
General Fluoroscopy	•	•	•	•
C - arm Fluoroscopy (e.g. interventional radiology)	0	O	O	0
Planar Nuclear Medicine	•	•	•	•
Bone Densitometry	O	O	O	O

3. Please indicate for each of the following modalities whether or not your facility uses

a PACS (Picture Archiving and Communication System) .

	We do not have this modality	Already using a PACS	We have a firm plan to install a PACS	No firm plan to install a PACS
Radiography	•	•	•	•
Mammography	О	O	O	O
CT	•	<u></u>	0	•
MRI	О	O	O	0
General Fluoroscopy	•	•	•	•
C - arm Fluoroscopy (e.g. interventional radiology)	O	0	O	0
Sonography	•	•	•	•
Planar Nuclear Medicine	O	0	0	O
PET	•	•	•	•
SPECT	О	O	C	0
Bone Densitometry	•	•	•	•

4. How often is **final image interpretation** performed by a...

	Never	Infrequently	Sometimes	Frequently	Always
Radiologist?	•	•	0	O	•
Non-radiologist physician?	0	O	O	O	0
Non - physician?	0	O	0	O	•

5. Do you think it is necessary to train **physician extenders** (physician assistants (PA), radiologist assistants (RA), nurse practitioners (NP), etc.) in medical image interpretation?

0	Yes

o No

Maybe

6. Please indicate the average **availability** of each modality

	Unavailable	7 days a week	6 days a week	•	4 days a week	•	•	1 day a week
Radiography	O	0	0	0	<u></u>	0	0	•
Mammography	0	0	0	0	0	0	0	\circ
СТ	0	0	0	•	•	•	0	<u>•</u>
MRI	0	0	0	0	0	0	0	0
General Fluoroscopy	•	•	0	0	0	0	•	•
C - arm Fluoroscopy (e.g. interventional radiology)	O	O	O	C	C	C	O	0
Sonography	O	0	0	0	0	0	0	•
Planar Nuclear Medicine	0	0	0	0	O	O	O	0
PET	O	0	0	0	•	0	0	•
SPECT	0	0	0	0	0	0	0	O
Bone Densitometry	•	•	•	•	0	•	•	0

7. Please indicate the **availability** of the following **radiology consumables** .

	Unavailable or not used	Usually in short supply	Usually available	Always available
Iodinated Contrast	•	•	•	•
Gadolinium Contrast	O	0	0	O
Barium oral contrast	0	•	0	•
Water soluble oral contrast	O	0	О	O
Film	0	<u> </u>	•	•
Film Cassettes	O	0	0	О
Radiopharmaceuticals	0	•	•	•
Catheters and sheaths	0	O	0	O
Needles	•	•	•	•
Ultrasound probe sleeves	O	0	О	O
Ultrasound jelly	•	•	•	•
Gloves	0	0	0	О
Gauze	O	<u> </u>	•	•

8. Please indicate how often patients are **referred to your facility** to undergo each of the following types of medical imaging.

	Rarely to never	Sometimes	Frequently to always
Radiography	•	O	O
Mammography	O	C	O
CT	•	•	•
MRI	0	0	0
General Fluoroscopy	•	•	•
C - arm Fluoroscopy (e.g. interventional radiology)	O	O	C
Sonography	<u> </u>	•	•
Planar Nuclear Medicine	O	O	O
PET	•	•	•
SPECT	О	0	0
Bone Densitometry	•	•	•

9. If you received a donated piece of medical imaging equipment, would you be willing and able to accept the full responsibility of customs clearence? This could include filling out necessary forms and possibly also having a representative present at the port of entry (among other requirements that vary by country).

Yes

o No

10. Please select the maximum **weight of medical imaging equipment** you could safely transport from port of entry to final destination.

• We are unable to transport equipment and would require assistance

- Up to 100 kg
- O Up to 500 kg
- o Up to 1000 kg
- o Over 1000 kg

	equipment(s) are you interested i select all that apply.	n receiving through donation?
□ Film r	radiography	□ MRI
□ Digita	al radiography	☐ Conventional fluoroscopy
□ Film r	mammography	□ C - arm fluoroscopy
□ Digita	al mammography	□ PET
□ Ultras	sound/Sonography	☐ Planar/SPECT scintillation camera device
_ 0.		□ Other
		If Other, please specify
	ndiology personnel at your facility υ or their exposure to radiation ove	-
•	ou have an adequate supply of inta rons, leaded gloves, leaded shields	act personal radiation protection equipment s, etc.)?
	nere radiation safety standard ned by your local or national gover	
	A. If Yes, please identify the gove	erning/regulating body here.
	B. Are you able to comply with theYesNo	ese radiation safety standards?

15. Is there regulation requiring registrat in your country?	ion of radiologic and medical devices
o Yes	
⊙ No	
16. For each of the following types of imag of working (not broken) units at your film Radiography	ing equipment, please indicate the number facility?
Film Developer	
Computed Radiography (CR)	
Direct Digital Radiography (dDR)	
Mammography	
Ultrasound	
CT	
MRI	
Standard Fluoroscopy Unit	
C - Arm/Angiography Fluoroscopy Unit	
PET	
SPECT Gamma	
Non - SPECT Gamma	
Bone Densitometer	

ing equipment, please indicate the number t your facility?
your facility for each of the following swer. For example, "patients per day",
j c
j c
j c
j c
j c
j c
j c
j c
j c
•

19. Please indicat	te how many of each type of CT scanner
•	ve at your facility.
320 slice	
256 slice	
128 slice	
64 slice	
32 slice	
16 slice	
8 slice	
4 slice	
2 slice	
1 slice	
	te how many of each type of MRI scanner ve at your facility. If you do not have MRI, leave blank.
21. Additional Cor	nments?



Medical Imaging Device Maintenance

1.	Facility Name:	

- 2. Who is in charge of radiology **quality control (QC)**? A radiology QC program involves regularly testing the various components involved in creating medical images to make sure they are functioning properly.
- We do not have a radiology QC program
- Medical Physicist
- Radiation Safety Officer
- Technician
- o Physician
- Nurse
- Other

(If Other, please specify)

3. What is the **affordability of radiology repair** at your institution for each of the following. We do not have

	We do not have this equipment	Unaffordable	Difficult to afford	Affordable
Film Radiography	•	•	•	•
Film Developer	0	O	0	0
Computed Radiography (CR)	•	•	•	•
Direct Digital Radiography (dDR)	O	0	O	0
Mammography	•	•	•	•
Ultrasound	O	C	O	O
СТ	•	0	•	•
MRI	0	O	O	0
Standard Fluoroscopy	0	•	•	•
C-Arm/ Angiography Fluoroscopy	0	O	0	O
PET	•	O	•	•
SPECT Gamma	0	O	0	0
Non - SPECT Gamma	•	•	©	•
Bone Densitometry	0	O	0	О

4. How much **time** does it usually take to repair the following pieces of equipment?

We do not have Less than 1

1 to 4 weeks

While a puipment the following pieces of equipment?

	We do not have this equipment	Less than 1 week	1 to 4 weeks	More than 4 weeks
Film Radiography	•	•	•	•
Film Developer	O	О	O	0
Computed Radiography (CR)	•	•		•
Direct Digital Radiography (dDR)	0	0	0	0
Mammography	•	•	0	•
Ultrasound	О	О	O	0
СТ	•	•	•	•
MRI	O	О	O	0
Standard Fluoroscopy	•	•	•	•
C - Arm/ Angiography Fluoroscopy	0	0	O	0
PET	•	•	•	•
SPECT Gamma	O	О	O	0
Non - SPECT Gamma	•	•	•	•
Bone Densitometry	0	O	O	0

5. Who repairs the following pieces of medical equipment at your facility?

We do not have Usually repaired by manufacturer access to repair this equipment by our staff or other outside services for this repair service equipment

			repair service	equipment
Film Radiography	•	•	•	0
Film Developer	0	О	O	O
Computed Radiography (CR)	•		•	•
Direct Digital Radiography (dDR)	O	0	O	0
Mammography	•	•	•	•
Ultrasound	O	O	O	0
CT	0	•	•	0
MRI	0	О	O	O
Standard Fluoroscopy	•	•	•	•
C - Arm/ Angiography Fluoroscopy	0	O	0	O
PET	•	•	•	•
SPECT Gamma	0	О	О	0
Non - SPECT Gamma	•	•	•	•
Bone Densitometry	0	0	O	О

6. Please indicate approximate cost of repairs each of the following. Please indicate currency "RMB" etc.)	for
Film Radiography	
Film Developer	
Computed Radiography (CR)	
Direct Digital Radiography (dDR)	
Mammography	
Ultrasound	
CT	
MRI	
Standard Fluoroscopy	
C - Arm/Angiography Fluoroscopy	
PET	
SPECT Gamma	
Non - SPECT Gamma	
Bone Densitometry	
7. Additional Comments?	



Patient Financial Issues

1.	Facility Name:	

In the following pages, we ask several questions regarding the finances of your patients. We recognize the sensitive nature of this information and only seek it to assist you in developing a financially sustainable radiology practice. All information collected in this financial section will be kept strictly confidential unless you provide us with permission to do otherwise. Our shared goal is to provide the highest quality sustainable care to your patients by helping you:

- 1. Optimize your ability to serve more patients in your community
- 2. Create options to make radiology more accessible to your patients
- 3. Design marketing tools to help educate your community about the potential benefits of radiology

for the following radiology services? For this and the following questions, Please indicate which currency you will be using to make your estimates For example "US Dollars", "Euros", "RMB", etc. Please use the same currency throughout.	S .
Single view radiograph	
Screening mammogram (Bilateral CC and MLO views)	
Complete abdominal ultrasound	
Chest CT without intravenous (IV) contrast	
Brain MRI without intravenous contrast	
Whole body skeletal scintigraphy (" bone scan ")	
Diagnostic mesenteric angiography (without intervention)	
2. What is the price charged to the patient's insurance provider for the following radiology services? Single view radiograph	
Screening mammogram (Bilateral CC and MLO views)	
Complete abdominal ultrasound	
Chest CT without intravenous (IV) contrast	
Brain MRI without intravenous contrast	
Whole body skeletal scintigraphy (" bone scan ")	
Diagnostic mesenteric angiography (without intervention)	
3. How much does it cost you to perform the following radiology services? Single view radiograph	
Screening mammogram (Bilateral CC and MLO views)	
Complete abdominal ultrasound	
Chest CT without intravenous (IV) contrast	
Brain MRI without intravenous contrast	
Whole body skeletal scintigraphy (" bone scan ")	
Diagnostic mesenteric angiography (without intervention)	

1. What is the out - of - pocket price charged to the patient

4. How is the price of radiology service determined?	Select all that apply.
□ Regulated by the government	
□ Determined by the marketplace	
$\hfill\square$ Set by third party non - government payers (insur	rance)
□ Other	
If Other (please specify)	

1. Given the **average annual income** for your country, please rate how commonly your facility cares for **patients with each of the following incomes.**

	Very Common	Common	Uncommon	Very Uncommon	Never
More than 3 - times the average national income	•		•	•	•
2 - 3 times the average national income	0	0	O	O	O
About equal to the average national income	•	•	•	•	•
1/3 - 1/2 the average national income	0	O	0	0	0
Less than 1/3 the average national income	•	•	•	•	•

2. What percentage of your patients live in a household with \dots

	None	Less than 10%	10% - 33%	34% - 66%	67% - 99%	All
a television?	0	0	<u> </u>	0	0	0
a car, van, or truck?	\circ	\odot	O	0	•	0
a boat?	0	0	0	0	0	O
a bicycle, scooter, or motorcycle?	0	0	O	0	O	0
a sewing machine?	0	0	<u>•</u>	0	0	0
a pressure cooker or pressure pan?	O	0	0	0	О	0
an electric fan?	0	0	•	0	0	0
livestock?	0	O	O	O	0	0

 3. How many healthy, working age people (over 17) does your average patient household contain? 4 or more 2 - 3 1 0 4. What percentage of your patients have the following as their household's 						
principal occupation?	None	Less than 10%	10% - 33%			All
Unemployed	0	•	•	0	O	<u>•</u>
Farmers	0	0	0	0	0	O
Low - skill laborers (e.g. janitors, street sweepers)	•	0	0	•	O	0
Skilled laborers (e.g. construction, plumbing, electrician)	O	O	O	0	O	O
Clerical office workers (e.g. secretary, clerks)	•	0	0	•	•	•
Professionals (e.g. technicians, managers, executives, directors, supervisors, teachers, physicians, nurses, attorneys)	0	O	O	O	O	0
Others	0	<u>•</u>	<u>•</u>	•	•	<u>•</u>
If Others, please specify						

- 1. Approximately what percentage of your patients pay some amount of their medical care costs **out of pocket** (i.e. using their own money with no insurance reimbursement)?
 - None
 - Less than 10%
 - 0 10% 33%
 - 0 34% 66%
 - 0 67% 99%
- 2. On average, what **percentage** of a patient's total medical cost is paid **out of pocket?**
- 3. For those patients who pay some or all of their bills out of pocket, how often do you receive **timely and/or sufficient payment**?
- Never or nearly never
- Sometimes
- Always or nearly always
- 4. What usually happens when a **patient who cannot afford services** visits your facility?
- They are provided services anyway
- They are referred to a different facility for services
- They are not provided services
- 5. What percentage of patients who come to your facility receive **pro-bono (free) medical services?**
 - Very few
 - About 5%
 - About 10%
 - About 15%
 - o More than 15%

 6. Are patients allowed to pay their medical bills in installments as opposed to paying everything at one time? Yes No
7. Do you charge patients interest
if they choose to pay their medical costs through installments?
o Yes
⊙ No
o N/A

 1. What entities underwrite health insurance or pay for health care in your region (not necessarily at your facility)? Select all that apply. ☐ Government (including national health care systems) ☐ Private, for - profit ☐ Private, non - profit ☐ Co - operative (patients grouping together) ☐ Other
If Other, please specify
 2. What percentage of your total revenues are from funds paid by a third party payer (i.e. not paid by the patient)? Example third party payers include insurance companies, cooperatives, and the government. None
c Less than 10%
0 10% - 33%
o 34% - 66%
o 67% - 99%
o All
3. How often do you or your patients receive timely and/or sufficient reimbursement from third party payers like insurance?
 Always or nearly always
o Sometimes
o Uncommonly
Never or nearly never
If difficulty is significant, please describe potential reason for difficulty
4. How many of your patients lack insurance because they are not fully aware of available insurance options ?
 None or nearly none
o Some
o Many

5. How many of yNone or nearlSomeMany	-	c insurance	e because they	cannot af	ford it ?
6. How many of yNone or nearlSomeMany	-	c insurance	e because they	do not qu	alify for it?
7. Please rank the not qualifying for	•	•	•	cility	
not qualifying i	Most common (1)	2	3	4	Least common (5)
Patient income is too high	•	0	•	O	•
Patient has a pre - existing medical condition	0	O	0	0	O
Patient income is too low	•	O	•	•	•
Patient lives/ resides in the wrong area/region of the country	O	O	O	©	O
Patient is not a citizen of your country or region	•	•		•	•
8. What could you insurance?	ur facility do (or	has your fa	acility done) to a	ıssist patieı	nts in obtaining
9. Do your patienYesNo	ts have nation	al identifi	cation number	rs?	

 1. Does your facility use tiered pricing? Tiered pricing is the practice of pricing your services differently based on patient income and ability to pay. Yes No
 2. Does your facility offer special additional patient services based on the patient's ability to pay? Select all that apply. □ Special accommodations (e.g. single room, more food options, air conditioning) □ Special scheduling options (e.g. faster appointment scheduling) □ Providing care at the patient's home □ Other
If Other (please specify)
 3. Does your facility accept alternative forms of payment other than cash, check, insurance, or credit? For example, bartering for goods. Yes No
If Yes, please describe

community that your patients can use to finance their own medical expense or help them with their businesses?	S
o Yes	
o No	
If Yes, please describe.	
5. What percentage of your patients receive non - insurance payment assistance, such as subsidies and loans?None	
o Some	
o Many	
o Most	
6. Additional Comments?	

4. Are there any **microfinance** or other finance organizations active in the



Financial Infrastructure

1.	Facility Name:	

In the following pages, we ask several questions regarding your facility's business plan, finances, and financial infrastructure. We recognize the sensitive nature of this information and only seek it to assist you in **developing a financially sustainable radiology practice**. All information collected in this financial section will be kept **strictly confidential** unless you provide us with permission to do otherwise. Our shared goal is to **provide the highest quality sustainable care to your patients**. Your financial and business data will be used to:

- 1. Enhance your current financial management infrastructure to regional standards
- 2. Provide you with useful templates for financial documents
- 3. Create a sustainability plan for your facility's radiology practice
- 4. Incorporate business and finance topics of interest to you and your management team as part of a tailored "health care entrepreneurship" educational program
- 5. Help you develop an effective approach to applying for loans and other forms of capital financing to fund the purchase, operation, and maintenance of radiology equipment
- 6. Identify the most useful borrowing options for you as your institution grows

1. What is the typical length of your billing cycle with suppliers (i.e. "accounts payable")?
o 1 month
o 2 months
o 3 months
 More than 3 months
2. What is the typical length of your billing cycle with patients and insurers (i.e. "accounts receivable")?1 month
o 2 months
o 3 months
o More than 3 months
3. Do you have business professionals working to help your facility?
o Yes
○ No
 Sometimes, but not on a regular basis
4. Do you have a dedicated person/department for billing, accounting and finances?Yes
o No
 Sometimes, but not on a regular basis
5. Do you have personnel trained to handle capital financing from banks or other financial institutions?
o Yes
 No Sometimes, but not an a regular basis
 Sometimes, but not on a regular basis

1. Does your facility receive financial assistance from the government in the form of loans, grants, or other forms of monetary support?Yes
o No
 2. Do other facilities in your country receive financial assistance from the government in the form of loans, grants, or other forms of monetary support? Yes No
3. Does your facility receive tax benefits from the government?YesNo
 4. Is your facility interested in approaching your government for more financial support to purchase, repair, or maintain medical imaging equipment? Yes No

1. What types of financing sources is your facility legally able to approach for a loan or grant to purchase, repair, or maintain medical imaging equipment? Select all legal possibilities, no matter how remote the likelihood of success. ☐ National, regional, or local government
□ Conventional banks
☐ Microfinance institutions
□ NGO's
☐ Medical imaging device vendors or manufacturers☐ Private individuals
2. What types of financing sources does your facility actually use or has your facility used in the past (not just for radiology)? Please selct all that apply. □ National, regional, or local government
□ Conventional banks
 ☐ Microfinance institutions
□ NGO's
□ Medical imaging device vendors or manufacturers □
□ Private individuals
3. What additional types of non - governmental financing sources is your facilit interested in approaching for financial support to purchase, repair, or maintain medical imaging equipment? Select all that apply. □ Conventional banks
□ Microfinance institutions
□ NGO's
□ Medical imaging device vendors or manufacturers□ Private individuals
4. How would you rate the accessibility of credit to your facility?Credit is usually easy for us to get
 Credit is usually difficult for us to get
5. Does your facility currently have a relationship with a bank or other non - governmental financing institution?
o Yes
○ No

6. Is your facility legally able to receive donated equipment and/or service from non - government sources?YesNo	ès.
If Yes please provide any necessary details	
7. Has your facility received donated equipment and/or services from non - government sources in the past? • Yes • No	
8. Is your facility expecting to receive any donated equipment and/or services this year?YesNo	
If Yes, please specify	

 Are you required to periodically file financial statements with a regulatory authority?
o Yes
o No
2. Have you ever shared financial statements with an organization outside of your facility other than your own government? These would include banks, NGO's, foreign governments, etc. • Yes
O No
3. Do you have financial statement templates (income statement, balance sheet, statement of cash flows, ratio analysis, etc)?Yes, we have some or all of these templates
 No, we do not have any of these templates, and we have not planned to develop any
 No, we do not have any of these templates, but we are currently developing some or all of them
4. Would you be willing to share blank copies of these templates with us so we can better understand your current accounting methods?Yes
o No
o N/A
5. Would you be willing to share some or all of your financial statements with us so that we can help you better understand your ability to expand the radiology services your facility can offer, and serve more patients? • Yes
 We can decide after some more discussion
o No
o N/A

6. What revenue and expense statistics and ratios do you track? Select all that apply.
□ Debt to income ratio
Dept to income ratio
☐ Debt to total retained earnings
□ Debt to total equity
☐ Gross/net margin
□ Revenue and expense per patient
$\hfill\Box$ Percent of expenses that are non - medical vs. medical
□ Tax costs
☐ Insurance reimbursements
☐ Percentage of billed patients charged off/never paid
7. Are you willing to share some or all of these ratios or their components with us?
o Yes
o No
o N/A

1. What kind of financial assistance, payment plan structures, or donation structures would you find most helpful at your facility?			

The below list is a brief summary of some requirements that lenders and grantors will request in considering applications for financial assistance. Many of these have been mentioned in previous questions. Our goal is to help you develop the tools you need to optimize your financial management and lending profile.

You do not need to provide these documents to RAD - AID™ or its partners. When we meet, we will review this list with you. At that time, or in future correspondences, you may share with us whatever items you deem helpful.

1. Ability to Demonstrate Profits:

- · Annual gross and net profitability of the facility
- Distribution of profits
- Retained earnings

2. Ability to Show Sound Financial Budgeting:

- Monthly and annual budgets for the radiology department
- Monthly and annual budgets for the facility as a whole which could help support a loan application for radiology equipment
- Financial statements

3. Ability to Demonstrate Historical Financial Statements (3 Years):

- Cash flows
- Balance sheets
- Income statements

4. Leverage Available to your Institution:

- Who provided the initial investment for the facility?
- Who provides for additional investment in resources and technology (government or private)?
- What was the initial capital investment?
- What is the ongoing annual capital investment?
- · Annual retained earnings from operations
- · All outstanding loans and obligations
- · Debt to income ratio
- Debt to total retained earnings
- · Debt to total equity
- Detailed breakdown of existing funding, including domestic and foreign loans, hard or soft currency, interest rate risk and amortization schedule of funding.

5. Financial Data routinely tracked and calculated:

- Gross/net margin
- Revenue and expense per patient
- Percent of expenses that are non medical vs. medical
- Tax costs
- Insurance reimbursements
- Percentage of billed patients who never pay

6. Annual fixed operating costs:

- Labor
- Loan repayment
- Equipment depreciation

7. Annual variable costs:

- Power
- Water
- · Temporary labor
- Consumables (medical supplies)

8. Management Team and Board of Directors

- Background
- Level of Involvement
- Political Affiliations



Funding of Medical Imaging Services

1.	Facility Name:	

In the following pages, we ask several questions regarding your facility's current ability and methods of financing medical imaging. We recognize the sensitive nature of this information and only seek it to assist you in **developing a financially sustainable radiology practice**. All information collected in this section will be kept strictly confidential unless you provide us with permission to do otherwise.

Our shared goal is to **provide the highest quality sustainable care to your patients** .

The data gathered in this section will be used to:

- 1. Create a sustainability plan for your institution's radiology practice
- 2. Help you develop an effective approach to applying for loans and other forms of capital financing to fund the purchase, operation, and maintenance of radiology equipment
- 3. Identify the most useful borrowing options for you as your facility grows

1. Please identify the individual (name, occupation, and title) who makes the final decision on whether or not to acquire medical imaging equipment. If multiple people make this decision, please identify the primary or most senior decision - maker in the group
Name
Occupation
Title
2. Has your facility ever purchased medical imaging equipment in the past?Yes
o No
3. Has your facility ever paid all or part of the cost for purchasing medical imaging equipment with cash funds (i.e. funds other than a loan or some other form of capital financing)?Yes
o No
 4. If you answered "Yes" to the previous question, what cash sources has your facility used to pay all or part of the cost for purchasing medical imaging equipment? Please select all that apply. □ Hospital/clinic revenue, endowment, or assets
□ Government funds
□ Donated funds
□ Other
If Other, please specify
 5. Has your facility ever paid all or part of the cost for purchasing medical imaging equipment with loans or other forms of financing? Yes No

6. If you answered "Yes" to the previous question, what loan/financing underwriters has your facility used to pay all or part of the cost for purchasing medical equipment? Please select all that apply. □ Private bank or financial institution
□ Government
☐ Medical imaging device manufacturer or retailer
□ Private individual
□ Other
If Other, please specify
7. Also, what fund sources has your facility
used to pay the principal and interest? Please select all that apply.
☐ Hospital/clinic revenue, endowment, or assets
☐ Government funds
□ Donated funds
□ Other
If Other, please specify
8. Which of the following ranges of interest rates is most typical of the financing your facility has used to purchase medical equipment?
o N/A
0 - 5%
0 6 - 11%
0 12 - 17%
0 18 - 23%
0 24 - 29%
0 30 - 35%
0 36 - 41%
0 42 - 47%
o 48% or more

	How difficult has it been for your facility to make these loan payments in a timely nner?
0	N/A
0	Not difficult
0	Somewhat difficult
0	Very difficult
for	Does your facility receive any tax benefits or other benefits the interest paid on loans for purchasing medical equipment?
0	Yes
0	No
of	Has your facility paid for maintenance or repair medical imaging equipment in the past? Yes
0	No
ma	How difficult has it been for your facility to afford medical imaging equipment intenance and repair? N/A
0	Very difficult
0	Somewhat difficult
0	Neutral
0	Easy
0	Very easy

The below list is a brief summary of some requirements that lenders and grantors will request in considering applications for financial assistance. Many of these have been mentioned in previous questions. Our goal is to help you develop the tools you need to optimize your financial management and lending profile.

You do not need to provide these documents to RAD - AID™ or its partners. When we meet, we will review this list with you. At that time, or in future correspondences, you may share with us whatever items you deem helpful.

1. Ability to Demonstrate Profits:

- Annual gross and net profitability of the facility
- Distribution of profits
- Retained earnings

2. Ability to Show Sound Financial Budgeting:

- Monthly and annual budgets for the radiology department
- Monthly and annual budgets for the facility as a whole which could help support a loan application for radiology equipment
- Financial statements

3. Ability to Demonstrate Historical Financial Statements (3 Years):

- · Cash flows
- Balance sheets
- Income statements

4. Leverage Available to your Institution:

- Who provided the initial investment for the facility?
- Who provides for additional investment in resources and technology (government or private)?
- What was the initial capital investment?
- What is the ongoing annual capital investment?
- · Annual retained earnings from operations
- · All outstanding loans and obligations
- Debt to income ratio
- Debt to total retained earnings
- · Debt to total equity
- Detailed breakdown of existing funding, including domestic and foreign loans, hard or soft currency, interest rate risk and amortization schedule of funding.

5. Financial Data routinely tracked and calculated:

- Gross/net margin
- Revenue and expense per patient
- Percent of expenses that are non medical vs. medical
- Tax costs
- Insurance reimbursements
- Percentage of billed patients who never pay

6. Annual fixed operating costs:

- Labor
- Loan repayment
- Equipment depreciation

7. Annual variable costs:

- Power
- Water
- · Temporary labor
- Consumables (medical supplies)

8. Management Team and Board of Directors

- Background
- Level of Involvement
- · Political Affiliations

1. Additional Comments?