

Start with the clinical service

A focused buying conversation connects people, equipment and information.

Define the encounter

Describe who provides care, where the patient is located and which clinical information the team needs. Include how the service reaches a remote clinician and what happens to the record after the encounter.

Service requirement	Starting point
Deployable patient-side work	LifeBot Link
A treatment-location workspace	LifeBot Core
Remote physician or specialist participation	LifeBot Command
Received-record review and administration	LifeBot Matrix
Medical equipment and supporting accessories	Medical Arsenal and Link accessory packs
Clinical software and communications	DREAMS OS and LifeBot ICM

Specify the customer arrangement

Equipment, displays, power and communications are selected for each customer. The proposal should identify the systems, software functions, medical accessories, installation needs, training and support that make up the service.

Make the demonstration relevant

Use a representative encounter to walk through patient selection, the desired monitoring and media views, consultation, documentation and record output. Include the people who will operate and support the system.

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Prepare a useful requirements brief

Bring these inputs to the LifeBot discussion.

Topic	Information to provide
Mission and locations	Care settings, mobility, geography and operating hours
Users and roles	Patient-side staff, remote clinicians, records users and administrators
Clinical capability	Monitoring, examination, imaging and treatment equipment
Systems and quantities	The required Link, Core, Command and Matrix roles
Consultations	Clinical coverage and expected simultaneous use
Information	Documentation, hospital APIs, records and retention needs
Infrastructure	Network services, hosting, power and physical installation
Support	Training, maintenance, spares, consumables and service contacts

Agree the delivery package

The system proposal should bring together the equipment list, software arrangement, interfaces, services and responsibilities. Review the physical installation and the planned clinical workflow before agreeing the delivery schedule.

Plan beyond installation

Include staff familiarization, daily use, maintenance, replenishment and support. A system that fits the mission also needs a clear plan for the people who will operate and sustain it.

Discuss your requirement with LifeBot Inc.: info@LifeBot.us | www.lifebothealth.com

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Make the demonstration answer the buying questions

A mission-based demonstration should follow the people, equipment and record.

Demonstration segment	What the program team should examine
Patient-side setup	The Link or Core arrangement, selected equipment and working position
Encounter context	Patient and call selection, history and observations
Clinical information	Monitoring, ECG and the selected examination or imaging media
Remote participation	Command case context, conversation and shared views
Documentation	Care forms, narrative, signatures and record output
Local continuation	The patient-side workflow during unavailable remote access
Records service	Selected package transfer and review at Matrix
Deployment support	Power, network, accessories, training and service responsibilities

Leave with a defined proposal

Leave the evaluation with a configuration record: selected equipment and software, local and remote roles, interfaces, power and network arrangements, service owners, training and support. For each agreed demonstration, record the observation, supporting evidence, exception and next action. Agree acceptance criteria for the selected configuration; a demonstration observation is not a claim of clinical validation.

Plan the mission lifecycle

The acquisition discussion should cover deployment preparation, familiarization, normal use, interruption response, maintenance, replenishment and retirement or replacement. This helps the customer budget for the complete service.

Request a mission-focused demonstration: info@LifeBot.us | www.lifebothealth.com

[Editable configuration and evaluation worksheet](#)

[LifeBot Public Release Set v1.3 — all documents and formats](#)