

# Checklist for Qualifying a Sharp Kerrison Trial

Rep Name \_\_\_\_\_

Hospital Name \_\_\_\_\_

Cust ID \_\_\_\_\_

GPO Affiliation \_\_\_\_\_

- Sharpness is the Surgeon's Chief Concern
  
- Surgeon Champion has been identified \_\_\_\_\_
  
- Surgeon does not require bone ejector, 15 mm opening, 5 mm tip, or any other feature that the Sharp Kerrison does not offer
  
- Tip price and handle price have been discussed with decision makers (Value Analysis and/or other meetings)
  
- Evaluation parameters have been defined
  - Number of Surgeons Trialing \_\_\_\_\_
  - Number of Cases per Trialing Surgeon \_\_\_\_\_
  
- Trial success has been defined as follows:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- Evaluation agreement has been signed (if four or more surgeons will be trialing the product)