

OSCE

Candidate information

The ED director has asked you to meet with them regarding the need for a new ultrasound machine. Your department currently has an ultrasound machine which is roughly 15 years old, and the director is keen to discuss buying a new ultrasound machine.

They have arranged to meet with you to discuss writing a business case for a new ultrasound machine (in order to show this to management) and would like to discuss how you would decide on which new ultrasound machine to purchase.

Domain	%
Medical expertise	
Prioritisation and decision making	30
Communication	30
Teamwork and collaboration	
Leadership and management	50
Health advocacy	
Scholarship and teaching	
Professionalism	

Actor (ED director) information

You have arranged to meet one of the FACEMs to discuss buying a new ultrasound machine. You want the FACEM to write a business case for the purchase, and to discuss how you would choose a new ultrasound machine.

The department currently has a 15 year old ultrasound machine, which although currently working, is now sadly out of date.

Prompts:

- What elements would you include in a business proposal for a new ultrasound machine?

Assess need – for ED and hospital, numbers, new or replacement

Which model and why – consult other departments, staff, best cost for use

Compatibility with other equipment/departments

Funding – annual budget, special funding, maintenance, running cost

Purchase – and delivery time

Implementation – physical location, power supply

Education – staff, ongoing training

Trial – set time, staff feedback

Assess benefit – audit, cost-benefit analysis

- What factors would you consider in choosing an ultrasound machine?

Consult other departments

Functions, size

Upgrades available?

Fulfil standards?

User friendly

Support – services, spare parts

Best cost for use

Compatible with other equipment/departments

Marking:

	Mark
Clearly sets out several factors involved in business plan	2
States at least four requirements for an ultrasound machine for ED	2
Organised approach to answers	1
Considers need for audit cycle or similar and states components	2
Global approach to purchase – recognises local needs and needs of department budget	1
Approach to colleague – open, active listening etc	2