

# VENTILATOR TRAINING ALLIANCE MESSAGING

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# KEY MESSAGES

KEY MESSAGE	PROOF POINTS
<p><b>The Ventilator Training Alliance (VTA) is an industry-wide effort with ventilator manufacturers to provide healthcare professionals one central location for training across all ventilator models.</b></p>	<ul style="list-style-type: none"><li>▪ Alliance member companies recognize that the challenges we're facing are industry-wide and, together, we can help provide a solution.</li><li>▪ To date, Dräger, GE Healthcare, Getinge, Hamilton Medical, Medtronic, Nihon Kohden, and Philips have joined together to form this alliance.</li><li>▪ Allego, provider of a learning and readiness platform, developed a free mobile app and platform available for all ventilator manufacturers to review instructional content for end-users (medical professionals) on front lines to access.</li></ul>
<p><b>The VTA app, powered by Allego — available online and offline — will provide technical training of all ventilator types to help save time and, consequently, lives.</b></p>	<ul style="list-style-type: none"><li>▪ There are an estimated 43 million healthcare workers in the world, and few have working knowledge of the various ventilators now coming to market as manufacturers start publicly sharing design specifications for their ventilators. Healthcare workers need an easy way to get information on how to use any ventilator on the market.</li><li>▪ Speed and ease of access to ventilator training is a need and anticipated gap given the current COVID-19 situation.</li><li>▪ Respiratory therapists receiving a lot of new vents that they're not familiar with.</li><li>▪ Due to the projected respiratory therapist shortage relative to supply, nurses and other frontline medical professionals will likely also have to operate ventilators with limited prior training.</li></ul>

# TALKING POINTS

## GENERAL

- With many new and unfamiliar ventilator models appearing in care settings following open sourcing and the shortage of respiratory therapists resulting in new users, quick access to information on operating the devices is a current pain point for many healthcare workers.
- Due to the projected respiratory therapist shortage relative to supply, nurses and other medical professionals will likely also have to use ventilators with limited prior training.
- Speed and ease of access to ventilator training content is a need and anticipated gap given the current COVID-19 situation.

## VENTILATOR TRAINING ALLIANCE (VTA)

- The medical device manufacturing industry has rapidly come together in unprecedented ways to help heroes on the front lines of this pandemic.
- The Ventilator Training Alliance (VTA) is an industry-wide effort with ventilator manufacturers to provide healthcare professionals one central location for training across all ventilator models. Dräger, GE Healthcare, Getinge, Hamilton Medical, Medtronic, Nihon Kohden, and Philips have joined together to form this alliance. More are still joining post-launch.
- The VTA creates a training solution to meet the emerging crisis related to training on ventilators due to new manufacturers and increasing shortages in respiratory therapists during the COVID-19 crisis.
- The VTA and its affiliated partners have no direct financial gains at stake. This is an altruistic effort.

## VTA APP

- The [VTA](#) app, launching April 15, 2020, aims to bring ventilator companies together around one source of healthcare-provider training across ventilator models from participating companies.
- The VTA app connects frontline healthcare professionals with resources from ventilator manufacturers, including instructional how-to videos, manuals, troubleshooting guides, and other ventilator-operation expertise critical to treating patients suffering from COVID-19-related respiratory distress.
- The app is web-based and compatible with iOS and Android devices — even in environments with little to no Wi-Fi access. It is a single source for training content with built-in transcribing/translation, and off-line use — a critical feature considering common connectivity challenges in staging areas.
- There is no cost to use the VTA app.

**ALLEGO**

- Allego is a software provider that ensures employees have the skills and timely knowledge to succeed in their jobs. Using Allego, employees can learn, collaborate, and share content, all within an easy-to-use mobile app.
- Hundreds of thousands of professionals use Allego to onboard faster, deliver consistent messaging, rapidly adopt best practices, coach and practice more frequently, and collaborate more effectively.
- Allego offered to partner with the VTA to build a free platform specifically for its app.
- The companies providing the information are responsible for the content shared in the VTA app, not Allego.

# FREQUENTLY ASKED QUESTIONS

**Q: What is the Ventilator Training Alliance?**

**A:** The Ventilator Training Alliance is a group of ventilator manufacturers that have joined forces to create an app-based ventilator-training solution for frontline medical professionals. The app aims to meet the emerging crisis related to training on vents due to new manufacturers and increases in new users due to shortages of respiratory therapists. It provides a central location for all manufacturers to share their content so anyone administering a ventilator can access information on how to use it — available online and offline.

**Q: Why was the Ventilator Training Alliance started?**

**A:** In working through the complexities with broad access to necessary training content, Medtronic recognized that we are not alone in some of the challenges we face and perhaps have larger problems we can help solve. Medtronic reached out to an app developer, Allego, to identify a solution for training respiratory therapists and other frontline medical professionals quickly on new vents they may not be familiar with and invited other manufacturers to join the effort.

**Q: Which manufacturers are onboard?**

**A:** Dräger, GE Healthcare, Getinge, Hamilton Medical, Nihon Kohden, and Philips have joined Medtronic to form this alliance. Additional manufacturers will be joining as well.

**Q: What is the cost for being part of this?**

**A:** There is no cost. Yuchun Lee, CEO of Allego, has agreed to build this app for free. He volunteered his company to build a solution for the sake of humanity. This is truly altruistic, with no commercial intent from parties involved. The app will be free for manufacturers to upload content and free for the general public to download from the Apple store (partnering on expedited approval of app). There will not be any registration or login requirements for users.

**Q: Will Medtronic or Allego charge other manufacturers or healthcare workers to use the Ventilator Training Alliance?**

**A:** No, this is an altruistic effort to get healthcare professionals the information they need when they need it. It's a non-profit alliance.

**Q: Who is the audience for the Ventilator Training Alliance?**

**A:** The app was built for respiratory therapists who may need guidance on equipment they are unfamiliar with using. However, as need grows and other healthcare workers are required to use ventilators, the app is intended to help them as well.

The ventilator training need is prevalent in regions in crisis mode who might be trying to spare minutes to save a life, as well as in regions that are focused on training nurses, anesthesiologists and other hospital staff in preparation for a potential surge in respiratory compromised patients.

**Q: How will this app be promoted? Only by manufacturers? Does it have any official backup from AARC?**

**A:** We have a workstream dedicated to marketing/PR, which includes:

- Public relations
- Social
- Digital
- Coalitions
- Associations.
- Government

**Q: Is training material created or existing material used?**

**A:** The app uses existing materials from alliance manufacturers. They are uploading content to this Allego platform. Each manufacturer will have its own “channel” that can be updated by assigned company administrator at any time

**Q: How will this app be catered for non-healthcare workers and healthcare workers?**

**A:** The app is guided by a search feature that sorts by manufacturer. Once selected, the app will highlight the “start here” material with progression that will serve even the most advanced users. Each company joining the alliance will have the ability to control how their “channel” is managed via direct administration. We encourage content to be sorted by ventilator model, and then by features (basic to advanced).

**Q: How is the Ventilator Training Alliance different than the ventilator training information available on medtronic.com?**

**A:** The Ventilator Training Alliance is an app-based solution for training respiratory therapists — and others who may need to use ventilators with no prior training — to get information they need to use any ventilators they are not familiar with, not just Medtronic ventilators. It contains information from several ventilator manufacturers. Being app-based, it's also available offline when respiratory therapists may need it most.

**Q: If Allego doesn't own the content, how can we guarantee the accuracy of the IFOs we're sharing?**

**A:** We are sharing public content. Language on the app clearly states that Allego is not responsible for this information.

**Q: How can employees help?**

**A:** Create awareness! If you have a loved one who is a nurse, respiratory therapist, or other healthcare hero on the front lines, share this app. And use these links to download the app from the [Apple App Store](#) or [Google Play store](#) — and use the hashtag #HelpingHeroes in social media posts.

**Q. How did you test this app? Did you pilot it at a hospital?**

**A:** This app is built with existing training materials from manufacturers on the proven Allego platform. Because of the urgent and widespread need of this training solution, we are foregoing the typical pilot phase and making the app immediately available to all.

**Q. Because the app hasn't been pressure tested, are you concerned it could crash or include inaccurate/incomplete information?**

**A:** The Allego platform – which the app is built on – has been pressure tested by hundreds of thousands of users over several years. The information on the app is comprised of existing materials and is uploaded directly by the device manufacturers.

**Q. I've looked at the app and not all of the manufacturers listed have training materials there. Why is it incomplete? What about other manufacturers?**

**A:** Manufacturers are continuing to upload their information by the day. Because of the urgent and widespread need for this solution, we felt it was important to get the app in the hands of medical professionals as soon as possible. Additional manufacturers may request to join the alliance by writing to: [VTA-Join@allego.com](mailto:VTA-Join@allego.com).