

Main Question	Sub-Question	Intended Purpose
How is a doctor/nurse alerted when the need arises?	What are the cases where a doctor/nurse should be alerted? Any rules defined for this?	Alert mechanism
How is a patient handled in an ambulance?	How data/reports handover happens between a hospital and an ambulance	Ambulance SOPs
	What are the devices used in an ambulance?	
	Can a patient be proactively enrolled from the ambulance?	
What are the data analytics practices being currently used in your hospital?	What are the different types of data visualizations prevalent/required in patient health monitoring?	Data Analysis
	Types of analysis performed on the data points?	
	How is patient's health status classified based on data points being tracked? Any predictive mechanism that can be developed here? Risk Score	
What are the data points currently measured, monitored & reported for a patient? Any standard practices being followed here for identifying and reporting red flags.	Who does the first checkup of the patient?What all data points are being looked at when the patient is assessed for the first time? How is the criticality and deparment defined of an admitted patient and by whom? What are the major red flags?	Data points
	What are the data points that these devices measure in Labs and Wards?	
	Frequency of checking different data points?	
	Are the important vitals and red flags same across the departments? If not, what are the important vitals and red flags for different departments?	
How is demand-supply of devices being managed in a hospital currently?	What are the devices that you are operating, How you manage its services/susbcription?	Demand-Supply of the Hardware
	How you manage your supplies for machines and consumables	
	How is demand-supply of devices being managed in a hospital currently?	
How do different stakeholders in your hospital communicate amongst them? Any platform being used for sharing of information.	How are the interactions between doctor and nurse happening?	Doctor <> Staff communication
	How is the doctor notified? What if the doctor is off-duty.	
	How do nurses or doctors interact amongst themselves in case of any emergency?	
What are the standard SOPs/Protocols being used in your hospital?	Any pre-defined SOPs to entertain a patient from enrollment to discharge?	Hospital SOPs
	Any SOPs around pre-op, operative and post-op stages?	
	Touchpoints of EHR in the entire ecosystem? Costing?	
	How are drug infusions managed? Any data points measured and monitored here?	
	How is anaesthesia controlled? Any data points measured and monitored here?	
	Have you come across cases where a person admitted to ICU has to be shifted to HDU or vice versa after initial admission to one of those	
	Is any device provided by the hospital for monitoring?	
	Format of history undertaking from the patient?	
	How is a nurse assigned to a patient? How many patients can 1 nurse be assigned at a time? Is this number same for HDU, ICU etc	
	How is is determined that a patient to be discharged? Who determines this?	
	Interdepartments and Intradepartments	
How you maintain the patient history for the previous visits in your facility.		
What are the different & most common types of lab tests that can be done on a patient?	What are the different & most common types of lab tests that can be done on a patient?	Lab tests
Ask for generic pain points here, allow the user to freely speak around issues he thinks that are prevalent in the medical ecosystem	What is the problems that you face in this entire journey? Do you see any solution for your issues or do you know how this problem is being solved elsewhere more efficiently?	Pain Points
	Why have you not automated your processes? (If they haven't)	
	What is the core issue behind this? (Orthodox power sponsors, money, lack of technical expertise, lack of trust on tech, any other)	
	What are the possible mistakes and losses that can take place in present solution?	
How does patient enrollment works? Can you explain in detail when the patient arrives in the hospital for the first time	How is a patient enrolled?Are you currently using any tool or software you're using? Who is responsible for this tool's implementation?	Patient Enrollment
	How is a patient identified in the entire ecosystem? Any patient ID generated?	
	Do you use any Patient Admission Prediction tool?	
	Where and how is the entire journey of a patient recorded and manged?	
	Is all the data available at a single place(Physically or on cloud)	
What are the different & most common types of reports being generated for a patient?	Is there a transfer report generated when the patient is assigned to a department? Format of the report?	Patient Reports
	When a doctor arrives to look at the patient for the first time, what are the reports/data points that he looks at? Any summary report?	
	Format of lab reports?	
	How are the lab reports generated and shared with different stakeholders? Where are these reports maintained?	
	Any specific reports are that are tough to understand and can be simplified? Eg - ECG	
	How are the reports handed over to the patient? Physical docs or via mail, cloud?	
Do you currently monitor your patients remotely? If yes, can you tell us how?	Is remote monitoring currently happening? What is remote monitoring for you	Remote Monitoring
	What information according to you is needed for remote monitoring.What information is needed from each device in assessing a patient?	
How does shift management is handeled in various departments/wards? Any formalities being done by the staff here related to the patient when the shift is completed?	How is the patient status info transferred amongst nurses at the end of each shift? How are the nurses managed across shifts and patients? As we know they are informed about their rosters in advance so are you using any tool to manage the nursing staff or	Shift Management
Any learning management system used for training staff?	Any learning management system used for training staff?	Staff Training
Who are the stakeholders in a patient's journey? Eg - doctor, nurse, labs, pharmacy	Who are the stakeholders in a patient's journey? Eg - doctor, nurse, labs, pharmacy	Stakeholders involved
What are the different & most common types of devices used for a patient?	Methods, devices used for systematic examination	Types of devices used
	What are the types of devices used in these different wards?	
	What are the types of devices used in the lab tests?	
	How many bedside monitors do you have? Which company, their model no. etc? Bedside monitor to beds ratio?	
	What all devices are connected to the Patient Monitor? Are the devices compatible with any CMS or they need a specific one?	
How does a department work as a whole? Devices used, lab reports generated, data points monitored, etc	What are the types of wards/departments where a patient can be transferred?	Understanding hospital departments
	How is patient managed within the department? Does management differ across the departments?	
	When multiple deparments involved how do they interact amognst themselves? How is the information stored and shared?	
	Check for devices used in Neonatal department	