

# Rep Categories

The SEC<sup>3</sup>URE HCIR / Rep categories and the Scope of Services questionnaire will ensure reps are in the category that best fits them based on their job description and destination within the healthcare facility. A better fit means credential requirements are more tailored and relevant within each category.

Once reps have taken the Scope of Services questionnaire, they will be placed into one of the rep categories listed below.

## Rep Categories and Definitions

Category	Description
<b>Clinical Contract Personnel</b> with access to <b>OR/Patient Care Areas</b>	Individuals who provide clinical services within main surgical suite or other procedural setting that would include demonstrating product usage on a patient, provide technical training to clinicians regarding the product, assisting with clinical-care product use or set-up including calibration, or performing as the primary user of the product in the care of the patient. This individual would normally require the supervision of a physician, licensed independent practitioner, or department chairman/medical staff leader.
<b>Vendor Rep</b> with access to <b>OR</b>	Individuals who sell, distribute, or train for use of a product or service in, or passing through, an OR environment.
<b>Tissue Rep</b> with access to <b>OR</b>	Individuals who sell, distribute, or train in regards to human tissue in, or passing through, an OR environment.
<b>Service Tech/Manager</b> with access to <b>OR</b>	Individuals who repair or provide maintenance of a product in, or passing through, an OR environment.
<b>Vendor Rep</b> with access to <b>Invasive Labs</b>	Individuals who sell, distribute, or train for use of a product or service in, or passing through, an Invasive Lab environment.
<b>Service Tech/Manager</b> with access to <b>Invasive Labs</b>	Individuals who repair or provide maintenance of a product in, or passing through, an Invasive Lab environment.
<b>Vendor Rep</b> with access to <b>Patient Care Areas/Patient Care Labs</b>	Individual who sell, distribute or train for use of a product or service in, or passing through, a patient care area or patient care lab environment.
<b>Service Tech/Manager</b> with access to <b>Patient Care Areas/Patient Care Labs</b>	Individuals who repair or provide maintenance of a product in, or passing through, a patient care area or patient care lab environment.
<b>Post Acute Care Providers</b> with access to <b>Patient Care Areas</b>	Individuals who are employed by post-acute care facilities, such as rehab centers, nursing homes, hospice, home-health organizations, LTACs (long-term acute care) and SNFs (skilled nursing facilities), and enter facility to evaluate or visit prospective or current patients for their facility.
<b>Durable Medical Equipment Providers</b> with access to <b>Patient Care Areas</b>	Individuals who enter facility to evaluate, measure, fit, or deliver to patients durable medical equipment such as wheelchairs, prosthetic devices, braces, etc.
<b>Instructors/Students/Job Shadowing</b> with access to <b>Patient Care Areas</b>	Individuals who enter a facility solely to instruct, learn or observe. Facility can determine if this would allow access to patient care environments by their choice of requirements.
<b>Clergy</b> with access to <b>Patient Care Areas</b>	Individuals present in the facility for religious counseling to patients or family.
<b>Vendor Rep</b> with access to <b>Lab Admin Offices</b>	Individuals who sell, distribute, or train for use of a product or service solely in an administrative office/purchasing office environment and does not go to, or pass through, an OR, sterile or patient-care area.
<b>Service Tech/Manager</b> with access to <b>Lab Admin Offices</b>	Individuals who repair or provide maintenance of a product solely in a lab office/lab administrative environment that does not include going into, or passing through, an OR, sterile, or patient-care environment.
<b>Vendor Rep</b> with access to <b>Admin Offices/Purchasing</b>	Individuals who sell, distribute, or train for use of a product or service solely in an administrative office/purchasing office environment and does not go to, or pass through, an OR, sterile or patient-care area.
<b>Service Tech/Manager</b> with access to <b>Admin Offices/Purchasing</b>	Individuals who repair or provide maintenance of a product solely in an administrative office/purchasing environment that does not include going into, or passing through, an OR, sterile, or patient-care environment.
<b>Pharmaceutical Rep/Manager</b> with access to <b>Hospital</b>	Individuals who sell, distribute or educate hospital staff on pharmaceutical products.
<b>Delivery Person</b> with access to <b>Hospital</b>	Individuals who enter a facility solely to make deliveries/pickups and do not enter OR/sterile areas.
<b>Facilities Management</b> with access to <b>Hospital</b>	Individuals with general hospital access involved in the facility's building operation, maintenance and security.
<b>Research Personnel</b> with access to <b>Hospital</b>	Individuals who enter a facility for the sole purpose of research. Hospital can determine if this would allow access to patient care environments by their choice of requirements.
<b>Volunteers</b> with access to <b>Hospital</b>	Individuals who give their time/services to the facility without pay or compensation.
<b>Vendor Rep</b> doing business with hospital with <b>no on-site presence</b>	Individuals who represent a company and sell, distribute, train a product or service or repair/maintain a product for a facility but do not have an on-site presence. These individuals would operate virtually, however, may still need to provide competency, insurance or proof they do not exist on government sanction checklists to do business with the facility.