

The Benefits of IntelliCentrics for Vendor Reps

IntelliCentrics SEC³URE is designed to help you be more productive and efficient, so you can:

- Fully meet the policies, credentials, and requirements online for each facility you need access to – *we verify and maintain the records for all necessary requirements*
- Access a single solution for over 10,000 facilities – *your membership covers all IntelliCentrics SEC³URE locations*
- Be proactive and current on all your requirements - *you will get regular reminders when there are facility changes or approaching due dates*
- Protect yourself from radiation exposure – *monitor and report your cumulative exposure to all the facilities you service*
- Work the way you want to - desktop, laptop, mobile - *whatever platform works best for you, at home, in the office, or on the go!*
- Build and strengthen business relationships - *you will have a proven track record of meeting requirements and following facility policies*

About IntelliCentrics

IntelliCentrics is the premier provider of comprehensive services and software dedicated to the complete compliance life cycle. The IntelliCentrics SEC³URE service enables you meet your operational and financial goals. Join the IntelliCentrics community of professionals, patients and their families, and facilities, working together to achieve a safe and SEC³URE healthcare experience.



SPEED UP COMPLIANCE ONBOARDING

The key to success in healthcare sales is compliance. If your representatives don't follow the credentialing requirements of the facilities they service, they won't be able to sell.

Follow these tips to ensure your sales reps are out in the field and bringing in revenue as soon as possible.

PRE-ONBOARDING CHECKLIST

Before your new employee starts, provide them with:

- A list of required immunizations to ensure the new team member can quickly become compliant.
- Contact information for your SEC³URE corporate administrator or your credentialing team.

DAY ONE CHECKLIST

On the first day, have the following credentialing information ready:

- Access to your online credentialing document library.
- Credentialing requirement checklist. Refer to the SEC³URE Credential Requirements table for a list of requirements typically required by facilities based on representative categories.
- List of training courses the new rep will need to complete. Provide unlimited access to SEC³URE University. As soon as the sales rep passes a course, the training certificate will automatically and immediately upload to their IntelliCentrics SEC³URE account. Plus, SEC³URE University certificates are accepted by all the major vendor credentialing services.
- Access to the SEC³URE Criminal Background Check. Once screened, the new employee's SEC³URE account is automatically updated with a Certificate of Completion that includes the background check's effective date and the type of access approved: Patient Care, Pharmaceutical, General Access, or Administration.
- Drug screening information, if applicable.
- Medical provider list for any missing immunizations if your company requires specific providers.
- Reimbursement policy on credential fulfillment.
- Steps for SEC³URE registration (and other vendor credentialing companies as necessary).
- Remind the new team member to download the SEC³URE mobile app, so they can manage compliance on the go. Provide other tools to enhance productivity.