**Getting in the Door Worksheet**

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| Reason to Meet | Customer / Prospect Relevant Problem(s) | Success Story Customer | What We Did |
| Demo features of Simulation IQ | * Scheduling * Disparate systems * Non-trackable, disparate reports * Too resource-intensive to run center * Inability to view video remotely | Florida Hospital | Converted to Simulation IQ Enterprise. Putting nine facilities on one centralized platform. Improved their optimization and workspace drastically. |
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