**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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