

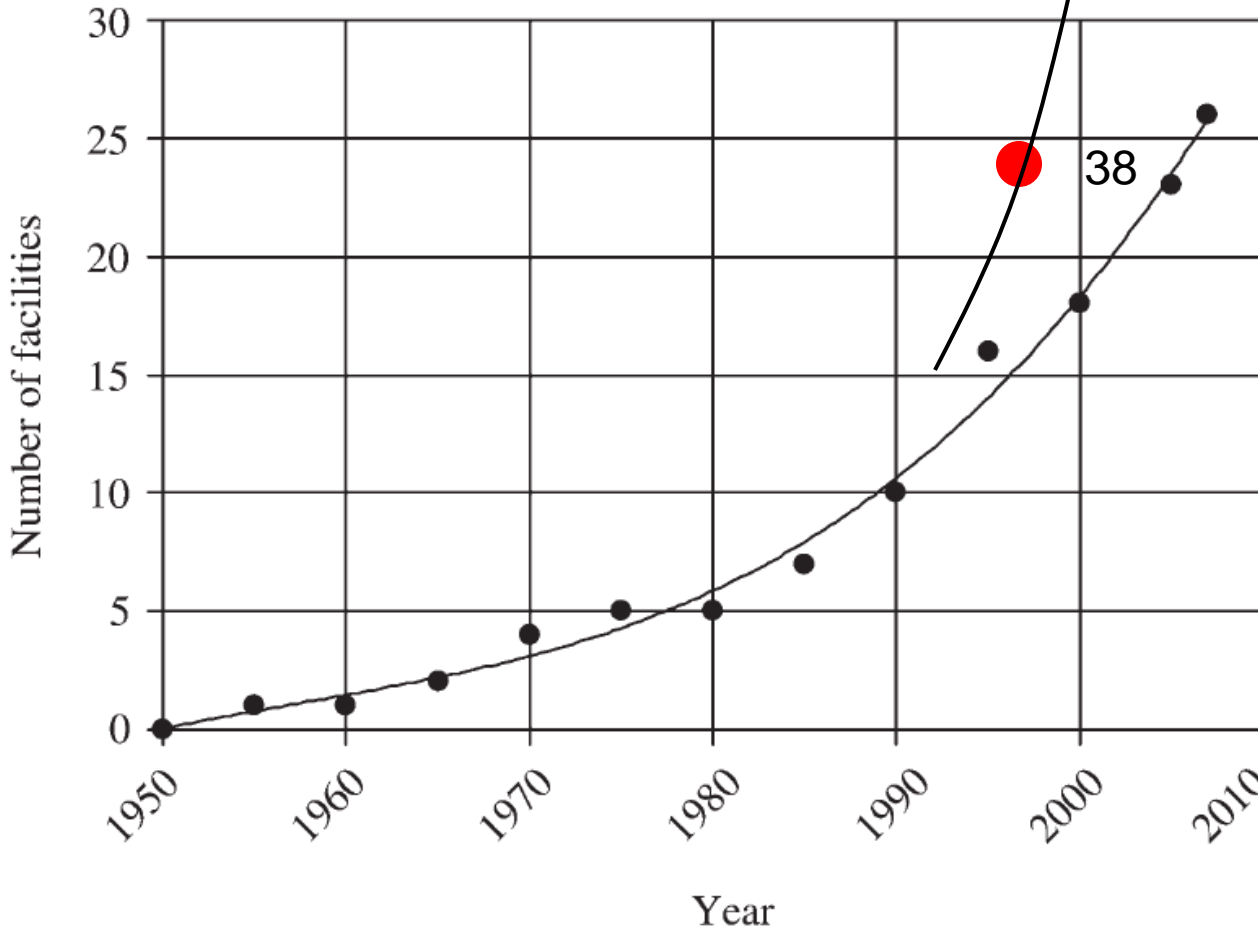


Facility Selection



Håkan Nyström,
Skandionkliniken, Uppsala, Sweden

Number of Particle facilities around the world



ICRU, 2007, Report 78




Selling Proton therapy



The Business Selling Process





A lot of things to keep
in mind when selecting
a proton system...



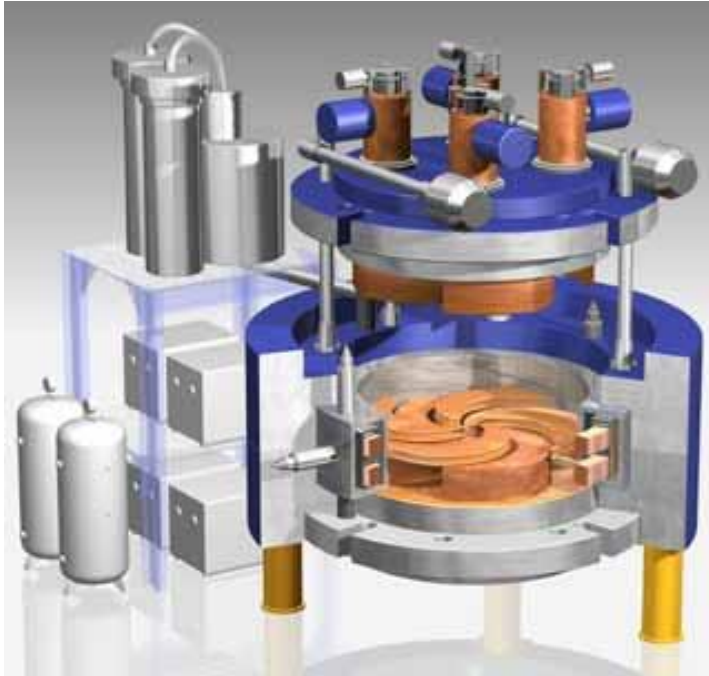
Synchrotron or

Cyclotron...?



Supraconducting or

Resistive...?



Synchrocyclotron or Isochron cyclotron...?



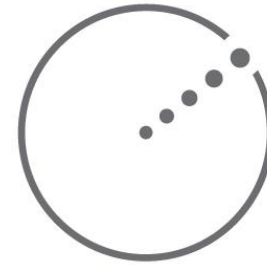


Are there lessons to be
learned from
conventional RT?



OR

VARIAN
medical systems



ELEKTA



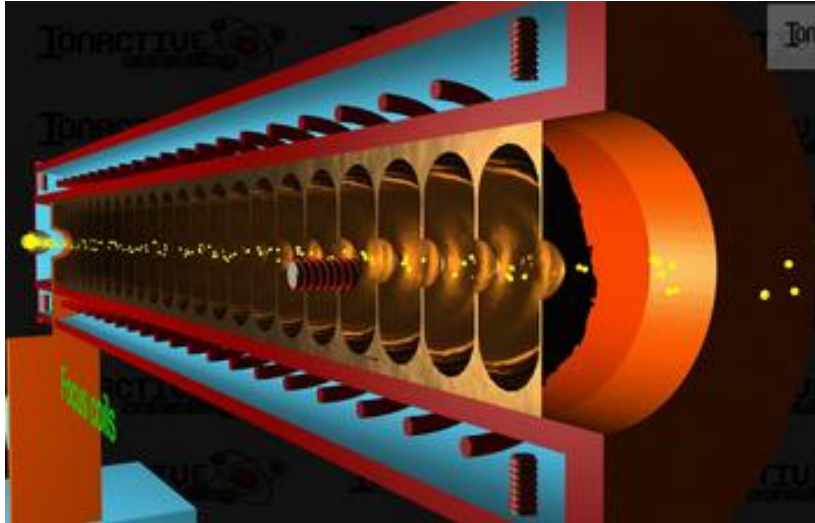
?



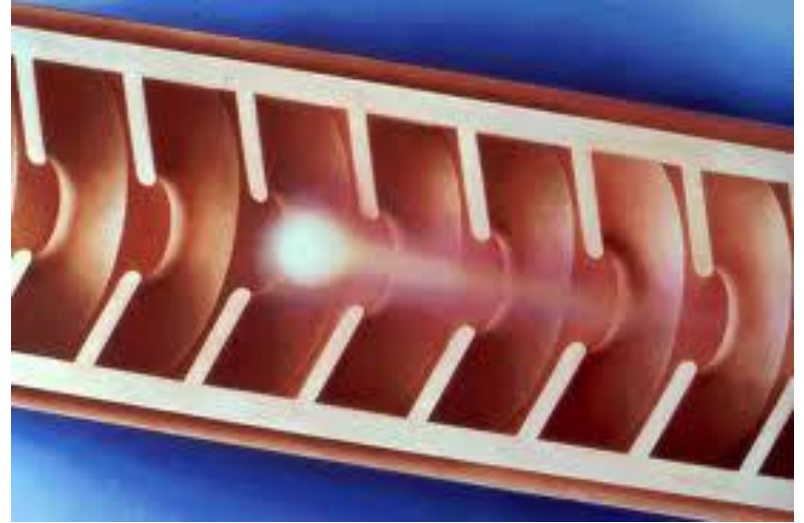

Skandionkliniken



OR

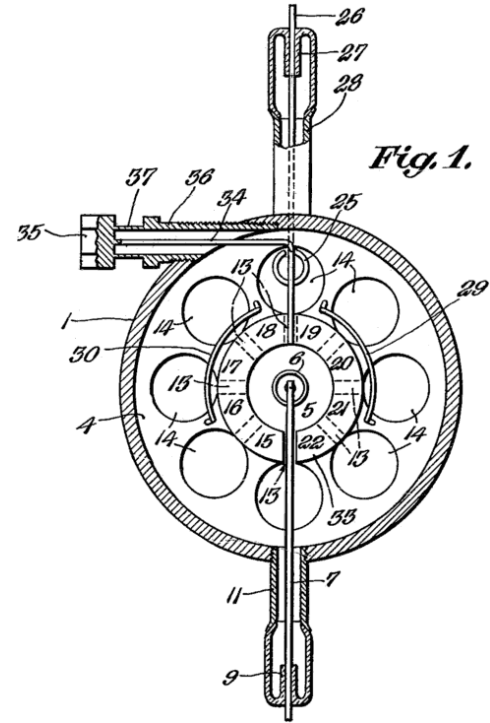
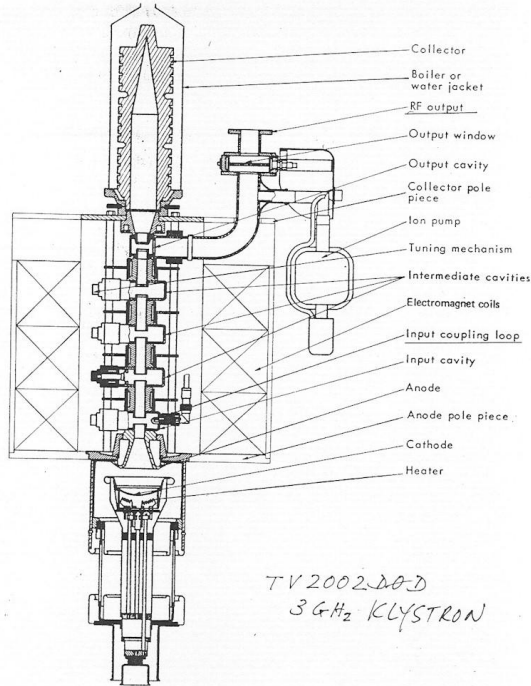


Standing Wave
Linac?



Travelling Wave
Linac?

OR

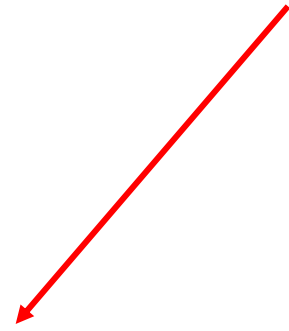
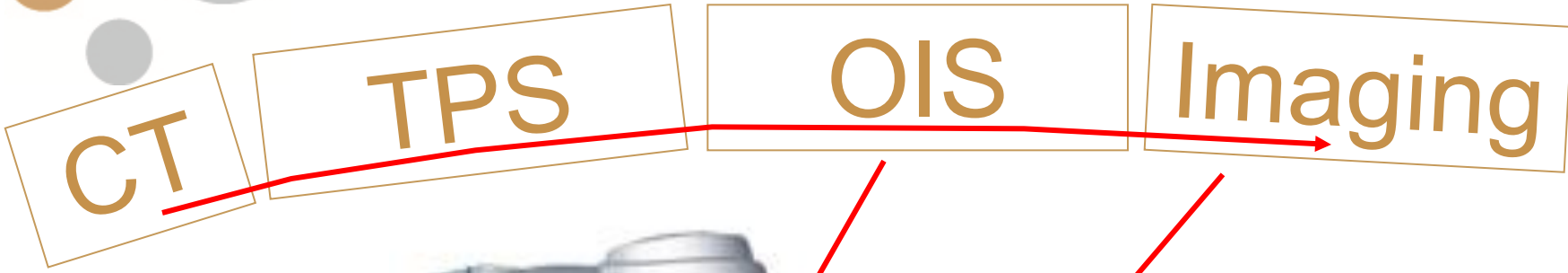


Klystron?

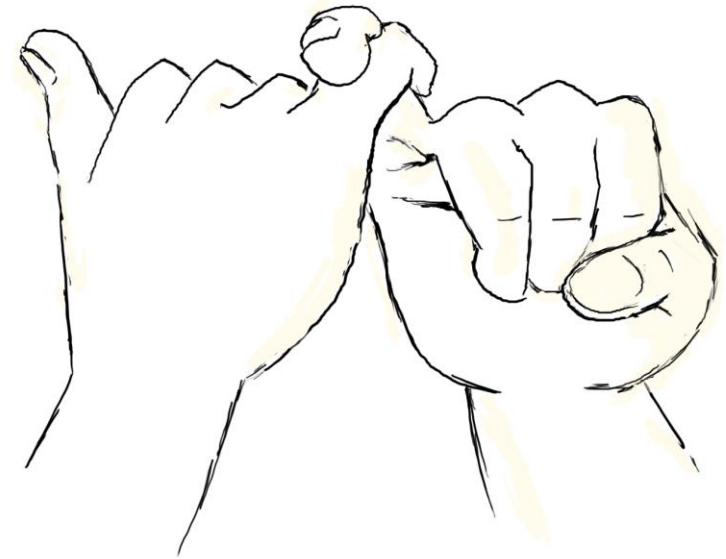
Magnetron?



Do we care?








Skandionkliniken





The time scale!



”The technical evolution
in particle therapy is
rapid”



The time scale!
The size of the deal!
The irreversible nature
of the contract!
The customer!



Not to forget:

- Keep the right focus!
- Demand integration!
- Be careful!
- Don't be naive!



**Is it a public procurement
according to EU-law?**



I wish you good luck!



Thank You!

Soon to be installed
in Uppsala

