



SPARROW SOLUTIONS  
GROUP



# Making the Most of Mobile Medical

Are you a PMC, considering adding mobile medical services to your brick and mortar? Or are you considering being a mobile only PMC?

As the only leadership/sonography training organization that has served as staff on a mobile unit, we are uniquely positioned to strengthen your mobile service platform.

It is important for an umbrella mobile organization to provide education related to mobile acquisition, mobile maintenance, mobile service locations, and mobile marketing. This need is addressed in various levels, depending on the mobile organization's approach to training.

We work with clinics that have selected from a variety of mobile vendors. As a training company, we appreciate those who invest in training, have a proven track record, have longevity in mobile, have a large mobile fleet, invest in continued education for themselves and people they serve, host an annual conference for those PMCs specializing in mobile services, host a retreat for those PMCs considering mobile, specialize in strategic locations, and have a team committed to quality, faith-based health-care. We currently partner with an organization that meets all of the above criteria: [ICU Mobile](#).

Our experience in serving as staff on a mobile unit has shown us that mobile medical

- Is a needed service in some communities
- Requires a different approach than brick and mortar
- Has its own unique risks and benefits to be considered by PMC leadership

Our experience provides a window of service that equips us to optimize the day-to-day clinical operation as well as support with decision-making regarding mobile.

**This course is customized based on your organization needs.**

We provide a **foundational course** for a team transitioning from a brick and mortar to mobile. Our foundational course is designed to assist your leadership and key team members as you determine if mobile medical is for you, or to enhance your approach to mobile medical services. It is prepared in a customized fashion to incorporate the areas of expertise we have and how PMC ministry is impacted through mobile medical services.

In addition to our foundational course, we provide a more **advanced course**, also customized, for those who have mobile and want to educate their team in how to message the following services:

- STI testing
- Infant and fetal loss outreach
- Use of decision-aid in patient discussion
- Optimization of daily operations

We have customized training packages related to this unique course.

## **Program Overview**

### **Mobile Basic Course**

Scope of Service:

- 4 hours on-site training, with one Sparrow instructor
- 1 hour distance consultation, post training
- Can be scheduled in conjunction with other on-site training
- Training should include everyone from the PMC who will be or is interested in being part of building and serving on the mobile unit, as well as leaders wanting insight as to how mobile medical will impact the existing team

Objectives:

- Participants will list the difference between mobile and brick and mortar services
- Participants will describe how to message mobile services
- Participants will outline the need for mobile medical
- Participants will consider the mobile service platform and how it relates to the medical director
- Participants will identify risks associated with mobile medical
- Participants will discuss service platform and patient flow on mobile unit
- Participants will discuss ergonomics and imaging on mobile unit
- Participants will produce a plan for mobile team inclusivity

### **Mobile Enhancement Course**

Scope of Service:

- 12 hours on-site training, with two Sparrow instructors
- Includes Risk Management Course, 2 hour webinar with emphasis on mobile service, taught by attorney
- Can be scheduled in conjunction with other on-site training
- This course focuses on adding perinatal hospice support and STI testing
- Training should include everyone from the PMC who will be serving on the mobile unit, as well as leaders wanting insight as to how mobile medical will impact the existing team

## Objectives:

- Participants will assess and optimize patient flow.
- Participants will develop a routine approach to perinatal hospice in mobile setting.
- Participants will develop a routine approach to STD/STI services messaging in mobile setting
- Participants will determine needed team members and credentials (if applicable) to provide new services

## Certificates

Each *Making the Most of Mobile* student will receive a certificate of completion.

## Materials

Training manual created by *Sparrow Solutions Group* is provided for 10 participants and is included in the fee set forth below. Additional manuals may be purchased.

## Fees

The following fees for *Making the Most of Mobile* training:

### 1) Mobile Foundation Course

a) *Making the Most of Mobile* training fee of \$1,200.00 includes:

- Training for your entire team (limit of 10 people)
- Training at clinic's location with training tailored to clinic's specific needs

b) A \$600.00 deposit is required to schedule training

### 2) Mobile Enhancement Course

a) *Making the Most of Mobile* training fee of \$3,200.00 includes:

- Training for your entire team (limit of 10 people)
- Training at clinic's location with training tailored to clinic's specific needs

b) A \$1,600.00 deposit is required to schedule training

### 3) Expenses to be invoiced separately:

- a) Air fare for training staff
- b) Accommodations for training staff
- c) Rental car for training staff
- d) Per diem for training staff

**Scholarships and packages available.** Please complete application for consideration.

We wish to provide quality training to all medical clinics that desire to work with our team.

If you have any questions or concerns regarding our services, please contact Ginnie Wilson (702) 925-8737.