

## **A. SITE ACCESS BY INDUSTRY**

The policies detailed below pertain to SIU owned and leased locations. Hospital facilities are covered by their own specific policies.

### **1. Access by Industry Representatives to Provide Product Information – General**

SIU School of Medicine faculty and senior staff members may invite industry representatives to SIU for appointments in non-patient care and non-public areas to provide them with information about company products. Individual faculty members and departments may also host periodic structured, faculty-supervised group conferences at which invited industry representatives provide information about and demonstrations of their products in a setting that allows critical interaction and evaluation among the participants.

When departments or faculty members host such group conference events, they must invite highly-trained industry representatives, rather than sales and marketing representatives. Highly-trained industry representatives with MD, PhD, or Pharm D degrees would be best suited for transmitting such scientific information in these settings. These conferences will be restricted to SIU faculty, staff, students, and trainees. Industry representatives who participate are not permitted to use such conferences for sales and marketing purposes, nor may they provide any gifts, including, but not limited to, devices, products, food, beverages, and pens.

Industry representatives may be invited to participate in Accreditation Council for Continuing Medical Education (ACCME)-accredited courses managed by SIU's Office of Continuing Professional Development (OCPD) to explain and help operate complex equipment or devices. While physician faculty will be required to teach the indications for use of the equipment and the clinical use and interpretation of data from the equipment, industry representatives may provide the technical information and support to operate the equipment. This type of training is allowable when it is administered by the OCPD in accordance with ACCME guidelines.

### **2. Access by Pharmaceutical Representatives to Provide Product Information**

To protect patients, patient care areas, and work schedules, access by pharmaceutical representatives to individual physicians should be restricted to non-patient care areas and should take place only by appointment or invitation of the clinician. Pharmaceutical representatives are not allowed to be a part of a patient service visit and shall not attend any conferences or meetings at SIU facilities where patient specific information (i.e. the information is not de-identified) or quality assurance activities are being discussed.

### **3. Invitations to Industry to Train SIU Personnel on Devices and Equipment**

Industry representatives who are invited to SIU by SIUSOM faculty and senior staff members to provide essential education and training to medical school faculty, staff, students, and trainees on devices and equipment used in research, administrative processes, and clinical practice are expected to be highly trained and appropriately credentialed in their areas of expertise.

Access by device/equipment manufacturer representatives to SIU patient care areas is permitted only when the representatives are appropriately credentialed and should take place only by appointment or invitation of the clinician. In SIU facilities (as defined in the Definitions section above), representatives are not allowed to be present during any patient care interaction unless there has been prior disclosure to, and with written consent from, the patient, and then only to

provide in-service training or assistance with devices or equipment. When the location is one operated by the hospital or other non-SIU clinical entity (such as in a hospital operating room), the rules of those organizations apply regarding the industry representative's visit. Health care product vendors shall not attend any conferences or meetings at SIU facilities where patient specific information (i.e. the information is not de-identified) or quality assurance activities are being discussed.

Student and trainee interactions with representatives should occur only for educational purposes and only with personal faculty supervision.

#### **4. Commercial Exhibits in SIU School of Medicine or SIU HealthCare Buildings**

No commercial exhibits, tables, booths, or posted materials may be set up by industry representatives in SIU School of Medicine buildings and other SIU facilities where SIUSOM faculty, staff, students, and trainees work and/or study without prior approval. Authorization is provided by the SIUSOM Director of Facilities and Services for Springfield campus locations, the Executive Director of Administrative Support Services for SIUSOM sites on the SIU Carbondale campus, and the Family and Community Medicine administrator in the particular residency site location. Authorization will not be given for commercial displays in public areas or in patient care areas.