

If a surveyor walked in tomorrow,

could you defend every piece of equipment in your facility?

*Most administrators can't. Not because they're not doing their jobs — **because nobody owns the full picture.***

I've spent 22 years inside this industry — Pfizer, Bayer, Siemens, Stryker, Hill-Rom. I've sat across from administrators, clinical directors, and OR leadership at hundreds of facilities. And the same gap shows up every time:

Equipment compliance isn't broken. It's just **owned by everyone and accountable to no one.**

HERE IS WHAT YOUR FACILITY IS DEALING WITH RIGHT NOW

1 Ownership is scattered — not missing.

Your biomed team owns some of it. Vendors own a slice. Clinical staff track pieces of it. Nobody owns all of it. When a surveyor asks one question, the answer requires three departments and a phone call.

2 PM compliance is assumed, not verified.

Vendors say they completed it. You have no independent confirmation. Documentation lives in their system, not yours. If they can't produce it fast, that's your finding — not theirs.

3 Staff turnover is a compliance liability.

Your last administrator knew where everything was. The one before that knew who to call. That institutional knowledge is gone. It walked out with them — and nobody wrote it down.

4 You don't know what you don't know.

There is no dashboard. No single source of truth. No score. You are operating on the assumption that things are fine — until a surveyor or an equipment failure tells you otherwise.

5 Surveys don't give you warning.

The Joint Commission doesn't schedule bad days. The gap between 'we think we're compliant' and 'we can prove it in 60 seconds' is exactly where facilities get cited.

This is not a staffing problem. It is not a training problem. **It is an ownership problem — and it requires an ownership solution.**

Sightline Compliance doesn't consult. We don't audit and walk away. We take permanent ownership of your equipment visibility and compliance readiness — so you can focus on running your facility.

WHAT WE DO — AND WHAT YOU RECEIVE

→	On-Site Assessment — We come to your facility, verify what you actually have, and deliver a complete picture of your risk exposure. This is where it starts.
→	Master Asset Register — Every piece of critical equipment — documented, located, assigned, and current. Built on-site. Yours permanently.
→	Survey Readiness Score — A five-category, objective score of where your facility stands today. The number your board should be asking for.
→	Vendor Accountability Map — Who owns what, when they last serviced it, and who is responsible when something falls through the cracks.
→	Ongoing Monthly Oversight — Quarterly on-site verification, PM drift detection, vendor accountability tracking, and a monthly executive summary — continuously. Not annually.

The facilities that get cited are not the ones with broken equipment.

They are the ones who couldn't prove it was fine.

15 minutes. That's all I'm asking for.

Let me show you exactly what your facility is exposed to right now — at no cost, no obligation.

Reply to this email or book directly: sightlinecompliance.com

Dan Cunningham

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22 years in healthcare | Pfizer · Bayer · Siemens · Stryker · Hill-Rom

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