



GE HealthCare

Training the next generation of ultrasound users

Versana: An easy-to-use, efficient, and affordable system

“Our approach emphasizes rapid diagnosis over rigid protocols. When a student is given 10 seconds to obtain an image, they need a system that allows for immediate navigation. GE HealthCare’s user-friendly interface and intuitive key layout enable them to work quickly, focus on the image, and make efficient diagnostic decisions—without unnecessary delays.”

Karen Nussbaumer

Founder and Lead Instructor,
Academy of Diagnostic and Osteopathic Medicine, Danbury, Connecticut



The Academy of Diagnostic and Osteopathic Medicine (ADOM) provides hands-on ultrasound training led by experts in the field, preparing medical students, ultrasound technologists, doctors, and practitioners to deliver the most rapid diagnosis with confidence and efficiency. They also train exceptional individuals for new career opportunities, with a goal to eventually make same-day diagnosis the standard in patient care.

The challenge

Finding an ultrasound system that strikes the perfect balance between efficiency, affordability, and quality for training and instruction.

Sonography schools and all other organizations that teach ultrasound need a system that's easy to use for efficient and seamless instruction, offers optimal image clarity for the highest-quality and most accurate lesson application, and is affordable enough for high-volume purchase.

Unfortunately, many of these institutions feel they have to sacrifice at least one of these elements and choose between purchase price, ease of use, and picture quality. These sacrifices not only delay and erode

the quality of ultrasound instruction but can also render future users less confident to perform scans once they complete their training.

Offering a comprehensive array of specialized ultrasound courses, including vascular, MSK, OBGYN, and more, ADOM needed an affordable system that could accommodate a wide range of scanning applications to accommodate their breadth of instructional options.

The solution

Versana ultrasound: Budget-friendly systems that offer an easy-to-use and intuitive interface, image optimization tools, and GE HealthCare's classically reliable scan quality.

ADOM Founder and Lead Instructor Karen Nussbaumer first learned about Versana ultrasound systems while searching for new consoles to support the academy's large-scale expansion. She needed additional consoles to accommodate two days a week of onsite learning. While ADOM had been using another vendor for in-person instruction, they wanted to incorporate GE HealthCare systems for uniformity, performance, and to expose students to a diverse range of ultrasound machines.

"The Versana stood out for its excellent image quality, ease of use, and affordability. Since we provide Vscan™ units for all our students, we wanted to stay within the GE HealthCare family when selecting systems for onsite instruction. I didn't even know Versana existed, but when I tried it, I was blown away by the image quality, user-friendliness, and price point. I also found Scan Coach to be a great extra tool for teaching."

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Quality = Value

Price and budget are always essential factors in selecting an ultrasound system, but Karen reiterates that they are, by no means, the only ones. As educators, she and the rest of the ADOM team understandably place a high premium on efficiency and quality as pillars of their value assessment. They needed a system that could minimize exam time and maximize efficiency whenever possible. "Seconds count, especially for urgent exams, and we're timing everything our students do—something that sets us apart from other training programs," she says.

Meet Scan Coach

One of many workflow and learning tools designed to increase proficiency and diagnostic confidence, Scan Coach offers real-time reference information to help locate the desired scan plane.



3D animation shows the target anatomy, suggested probe placement and direction, ultrasound beam, and more, using standard textbook colors.



Illustrations show the target anatomy with major features labeled (for example, the heart chambers, septum, and valves).



Side-by-side placement of reference and live images help users compare while scanning and verify that the image they are acquiring is on target.

Scan Coach is not only a great clinical feature but also an excellent reference of information to help refresh instruction/education already received.





At the same time, they needed a system that stood out in image quality. While their current systems for in-person training were priced similarly to Versana ultrasound systems, there was a noticeable difference in certain key features. They found that **Versana's color flow imaging, particularly for areas like the proximal aorta, provided exceptional clarity with minimal artifact—something that stood out compared to other options.**

"Versana really brought all the right elements together, making it the best choice for ADOM education."

The importance of scalability and service

The rapid expansion also demands an easy "cut-and-paste" solution for training, service, and implementation as ADOM branches out to different campuses. "As we move to different locations, I like that I can reach out and say we need these systems and that it's repeatable," adds Nussbaumer. GE HealthCare has the largest team of service and training professionals in the country and offers assistance with unparalleled speed.

What specifically sets Versana ultrasound apart?

The ADOM team cites the user interface as one of their distinguishing factors for selection. "I really like the user interface. The image quality is beautiful. The color flow is beautiful, and I really like the large screen for teaching," says Nussbaumer. "Normally, we have these little laptop screens, and we have to hook it up to a big monitor. We don't need them with the Versana."

Karen also highlights the game-changing benefits of B-flow as a key reason she continues to choose GE HealthCare. "I'm a big fan of B-flow. It enables the detection of even the smallest dissections and helps students gain a deeper understanding of blood flow. It's an extraordinary advancement in imaging. It's underutilized and should be used more frequently in practice. I haven't seen anything like it in ultrasound."

In addition to ease of use and image quality, Karen frequently cites GE HealthCare's service and support as a difference maker. "I really felt supported. It was less pressure. They weren't telling me what to do or what to buy. It was what worked."

It turns out you *can* have it all...

Ultrasound education requires a system that can set future clinicians up for success with high-quality scan references and intuitive systems while also allowing organizations to affordably accommodate expansion when needed. Versana ultrasound systems provided Karen and the rest of the ADOM team with a budget-friendly, reliable, and user-friendly system that met all of their current and future needs as they train future generations of ultrasound users.



Learn more:

Scan Coach is a reference tool to help users obtain their desired scan planes while scanning and is available across the Versana Ultrasound Family. To learn more about Scan Coach or Versana Ultrasound systems, please contact your GE HealthCare representative or visit:

<https://www.gehealthcare.com/products/ultrasound/versana>

The statements by ADOM described here are based on their own opinions and on results that were achieved in their unique setting. Since there is no "typical" hospital/clinical setting and many variables exist, i.e., hospital size, case mix, staff expertise, etc., there can be no guarantee that others will achieve the same results.

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