

PROMPT PACK 3

VAC Dominator

25 AI prompts for the full VAC submission workflow — building the submission, aligning stakeholders, designing the pilot, presenting to the committee, and navigating every outcome. Built for medical device sales professionals.

How to use this pack: Start every session by pasting the Train Your AI First prompt below. This configures your AI tool with your specific device, account, and field context — so every output is relevant to your situation, not generic. Then run any prompt in any order based on where you are in the VAC process.

START HERE — DO THIS FIRST

Train Your AI First

Before you run any prompt in this pack, paste the following into your AI tool (ChatGPT, Claude, or Copilot) at the start of every new session. This configures the AI to respond like an expert in your specific field — not a generic assistant.

"You are an expert assistant for a medical device sales professional. Here is my context:

- My name is [Your Name]
- My company is [Company Name]
- My device/product is [Device Name — include what it does in one sentence]
- My target specialty is [e.g., cardiovascular surgery, point-of-care diagnostics, orthopedics]
- My target account is [Hospital/Health System Name]
- The VAC or Value Analysis Committee at this account meets [frequency, e.g., monthly]
- My key clinical champion is [Name/Title if known, or 'not yet identified']
- My primary competitors at this account are [Competitor names]
- The main clinical problem my device solves is [describe in 1-2 sentences]

- Key clinical data I have available: [e.g., published studies, internal data, case results]

Use this context in every response. Write in a professional, clinical tone appropriate for hospital administration and medical staff. Always flag if any content could raise compliance concerns."

Once you've pasted that, you're ready to run any prompt in this pack. The AI now knows your world.

SECTION 1 · 6 PROMPTS

Building the Submission

Clinical evidence, cost models, competitive analysis, and executive summary

PROMPT 01

Clinical Evidence Summary

THE SITUATION

You need to anchor your VAC submission in clinical evidence. The committee will ask for published data, outcomes, and peer-reviewed support. This prompt builds that section fast.

PASTE INTO AI

"Write a clinical evidence summary for a VAC submission supporting the adoption of [device name] at [hospital name]. Include: a summary of key published clinical outcomes, relevant peer-reviewed studies (I will provide citations — format them professionally), patient safety profile, and a closing statement on clinical superiority or equivalence to current standard of care. Tone: formal, evidence-based, suitable for a physician-led committee."

WHAT YOU GET

A polished clinical evidence section ready to drop into your submission document. Structured for physician reviewers.

CUSTOMIZE IT

- Replace [device name] and [hospital name] with your specifics
- Paste your actual study titles and citations after the prompt for accurate formatting

- Add "Focus on [specific clinical outcome, e.g., reduced time-to-result, lower complication rate]" to sharpen the output

PROMPT 02 **Cost-Per-Outcome Model**

THE SITUATION

The CFO or supply chain rep on the VAC will ask about cost. This prompt builds your economic argument — not just price per unit, but cost per patient outcome.

PASTE INTO AI

"Build a cost-per-outcome analysis for [device name] to include in a VAC submission at [hospital name]. Compare the total cost of care using our device versus [competitor/current standard]. Include: acquisition cost, procedure time savings, staff time impact, complication/readmission cost avoidance, and a 12-month total cost comparison. Present as a clear, executive-readable summary. Use placeholder numbers I can replace — label each one clearly."

WHAT YOU GET

A structured economic argument with labeled placeholders. Shows the committee the full financial picture, not just sticker price.

- Add "The committee is especially sensitive to [supply chain cost / OR time / readmission rates]" to focus the analysis
- Replace placeholder numbers with your actual data before submitting

PROMPT 03 **Competitive Comparison Matrix**

THE SITUATION

The committee will want to know why your device over the incumbent or a competitor. This prompt creates a side-by-side comparison that puts you in the best light without being promotional.

PASTE INTO AI

"Create a competitive comparison matrix for a VAC submission comparing [device name] against [competitor name] and current standard of care. Categories to compare: clinical performance,