

Chapter 192

I don't know. Since that year, many teahouses have suddenly sprung up in the tea market. The decoration is of high grade. Of course, the charge is not cheap. The cheapest pot of tea is no less than 80 yuan. It is said that it was picked from a tea tree on the edge of a cliff. It's almost twice a year! The girls who make tea are good at chatting. While slowly performing the tea art, they try to sell their snacks!

After working in the hospital for several years, doctors with a little skill have a common problem, that is, they don't like to eat outside meals, whether in snack bars or hotels, because they have seen too many diseases caused by eating. Urologists don't eat kidney, don't drink outside the liver and gallbladder, and don't smoke in the respiratory department!

After finally making tea, when the little girl making tea went out, Lao Li said with tea: "twenty years ago, I was the first and last batch of doctors to study in the island countries in the frontier. At that time, Japan's medical treatment had a great impact on me. Everything was so advanced and everything was so high-end in their country's medical environment and level."

Zhang Fan silently drinks tea and listens to the opposite Professor recall the past. Zhang Fan didn't expect Professor Li to recall the past to him.

"You know, when I first entered the Japanese operating room and saw the fully automatic operating table, my mood at that time poured out, and I couldn't say it yet! Island medical care pays attention to a systematicness. The concept of traditional Chinese medicine really makes them learn the essence. One doctor can manage up to eight patients. Moreover, since the patient was admitted to the hospital, all examinations and treatments are done by the bed doctor himself. And we! Today we learn from the Soviet Union and tomorrow we learn from the United States. Although we are also moving forward, we still lose our foundation compared with the islanders. Our current doctors and patients are almost assembly line products, without characteristics and pertinence!" With that, he stared at Zhang Fan.

"Maybe we have a large population!"

"No! It is a matter of ideas and ideas. I went to the capital to study last month. I heard that the medical reform will change again, and this is a big move for hospitals and doctors. Especially for young doctors. "

"I won't let young doctors go on to school." Zhang Fan asked curiously, what island country is not an island country? He doesn't care at all. It's too far ~!

"It is estimated that it will take several years of vocational training to really enter the clinic."

"After twenty-four years of training after graduating from University, you will be thirty years old! How long! "

"I can't do without change. After one of my colleagues came back, he was admitted to Japan for a doctor. I still have some contact with him now. You know, their general hospitals will carry out some scientific research projects. And how many projects do we really do medical research every year? "

"Well! I don't know. "

"Take our hospital for example. The state invests a lot every year, but almost none of them has made real achievements for several years. They are repeating some mature experiments in foreign countries or developed cities. Why? One is that scientific research is not easy, and the other is our environmental constraints. The disconnection between universities and hospitals. Do you say your hospital has scientific research projects a year? "

"I don't know. There should be one."

"Nonsense, absolutely not. Even if there is, it imitates other people's mature technology. Then you repeat it again and cheat some funds. Even if the municipal Party committee of chasu city goes to build a building, it will never hand over the funds to you for scientific research. As for you, you are in the prime of life. You have energy and ideas about everything. When you go to a large super hospital, internal strife can make you unable to work at ease, and such Prefecture and county hospitals will not support some of your ideas, such as the reconstruction of your hepatic portal vascular system and the absence of an animal laboratory, Now you still have ideas and have the strength to think. After a few years, you can only be a knife in a small hospital under the influence of the environment! This is not alarmist. " With that, Lao Li drank tea slowly and observed Zhang Fan with the rest of his eyes.

"Is this boy a mask face? He said so much and didn't respond." Lao Li also wondered that Zhang Fan had almost no expression.

"Oh, isn't the big hospital rolling badly!" Zhang Fan knows his own things. With a system, he must not waste. Moreover, medicine is a unified discipline. In this life, God has given him the opportunity to get a specialist, which is really a waste.

"Is that the point!" Lao Li make complaints about his mind, but he still says: "big hospitals, the confrontation of various ideological lines, you know, the battle of ideological line is very cruel. And you're so young, it's not necessary to intervene too early. In fact, this provincial hospital is most suitable for you. Look at me. I'm still a medical professor at di University. If you come, the laboratory and research funds are really free and abundant. " Lao Li is fooling. It's not a big problem to use the laboratory. The research funds are very free and abundant. That's bullshit!

"Oh! Professor Li, I really haven't thought about this for the time being. Thank you!" Zhang Fan is a little embarrassed to refuse.

"Ah! I can't figure out what attracts you here!" What he doesn't know is that Zhang fan can go to county-level hospitals in this area. Almost all surgical operations are monopolized by him. Such a comprehensive surgical operation will never be so comprehensive for him to go to the provincial capital hospital.

"Ha ha!" Zhang fan can't explain exactly.

"Otherwise, I'll take the lead in establishing a scientific research project for the reconstruction of your portal vessel. You can take the time to do animal experiments at Dida. When you have the data, maybe your idea can enter the clinic. If it succeeds, maybe your name will be used in the liver tumor teaching book in the future!" Lao Li retreated and asked for the second place. If he wants to go one step higher, he can't do without tough scientific research projects.

"Is this OK?" Zhang Fan asked after thinking a little.

"Why not? Wait for my news. I'll contact you."

At the end of the conversation, Lao Li didn't have time to go to the dinner. He flew away with two students. The equipment manufacturer had a young man to follow Lao Li, which was regarded as an errand handyman.

After the operation observation meeting, Zhang Fan was really famous. In the past, he was only a little famous in county-level hospitals, but now urban hospitals are also beginning to be famous.

In the past, it was a petty thief in the county hospital. Now it is equivalent to the official giving Zhang Fan an identity. The municipal hospitals also began to prepare to invite Zhang Fan for surgery. In the urban area, only the municipal hospital and traditional Chinese medicine hospital are the third class hospitals, but there are many patients, so many patients choose other medium-sized hospitals for hospitalization. In case of more difficult surgery, they invite experts from bird city to do surgery.

It is estimated that Zhang Fan will be the first to be asked about the operation of general surgery. Zhang Fan is young and famous, and there is no dispute with the doctors in these hospitals. The operation cost will definitely be very cheap. After all, there is a difference between the fees charged by experts at the municipal level and provincial level, and the experts in provincial hospitals leave with money after the operation. There is no friendship, The same city is different, so Zhang Fan's market is growing.

However, there is another top three in the urban area, the Municipal Hospital of traditional Chinese medicine. Even the experts who go to the bird market will not invite Zhang Fan. In the words of the

president of their hospital, there is no face. Anyway, the cost of inviting experts is shared equally by patients, and the hospital doesn't matter.

There is a very special point in the medical industry, which is that it is particularly fond of equalization. Hospitals of the same level have the same income handed over to the State Treasury every year. If there is a big gap, they will be considered unqualified as the president, and the funds distributed every year are also the same. Therefore, grass-roots hospitals do not have a great motivation to study or carry out new projects, Unless the consumables of this project are very expensive.

A cardiovascular stent technology has spread throughout the medical community for several years. Later, it developed to county-level hospitals and began to carry out this kind of surgery. Apart from others, a cardiac stent department does not have a strong cardiac surgical support. Dare you do it? Patients don't understand, don't leaders understand? But because of the consumables, some hospitals set up the cardiac intervention Department early when they don't even have cardiac surgery.

In fact, the medical device manufacturers in China are still in their infancy. They are all second-class traffickers. Their business practices are very rough. They directly open the way for rights and interests. Although the effect is good, it will not last long, and they violate the rules. It's too thick to talk about this topic within the medical industry.

The foreign super medical companies have done quite well. They usually don't use money directly to open the way. First of all, the products are excellent, such as insulin and anti-cancer drugs. Although you can copy them in other countries, they have poor effectiveness, and some can't even reach 40% of the efficacy of the original products.

The second is to carry out a signboard under the guise of learning to gather the directors and technical elites of the Department. Ordinary doctors just entertain them for dinner every year. For these directors and technical elites, they will organize meetings and further study all over the country and even all over the world. For example, the intervention of Cardiology Department, in order to enable the hospital to carry out and buy their equipment, they train high-level surgical talents for the hospital free of charge.

The number of places for one-year study in the golden mean hospital is actually limited. Otherwise, doctors from all over the country pour in and don't work normally. This kind of super hospital can not be contacted by a regional hospital. What to do? Just find this international device agent manager. There is no problem in which hospital and department they want to enter. They have a way.

The third is to set up all kinds of learning meetings. Anyway, you don't need the drugs of our company, and you can use myrrh. It's very charming. Through all kinds of meetings, invite some experts to do clinical trials, and then let these experts publish some papers for mutual benefit. And this kind of company is strong at both ends, high-precision pharmaceutical and a large number of basic pharmaceutical raw materials.

The high end uses monopoly of patents, and the raw materials are killed by price wars, so that you can't live. Then the whole pharmaceutical market has the final say.

In 2010, I got cancer, especially cancer of large organs. I'm not a rich family. I'm waiting to die. For the most effective target organ drugs, there are more than 100000 in a course of treatment, and there can be more than 100000 in ordinary people. In front of these giant pharmaceutical companies, they really don't care about the profits of drug (a).

At present, gaojingduan can't do it in China, R & D can't keep up, machinery and equipment can't keep up, and even imitation can't do it. It can only do some simple basic drugs. Then the pharmaceutical companies all over the country fought a price war, so there was internal friction. The pharmaceutical companies in China have developed for many years, and their income is not as high as that of a health care company. It's really funny!

After Zhang Fan and Professor Li separated, before they arrived at Shaohua's house, they asked the equipment manager responsible for arranging the venue to block the door of Shaohua's community. The female manager has been authorized by the boss. Let her contact her first, and then she will come to Zhang Fan in person recently.

"Ouch! Mr. Zhang, you see, you've had surgery all morning. You won't go if you have a meal. Is it something we made that makes you dissatisfied! You must tell me that I will definitely change it right away. Please give me a chance and let me make up for it. " This manager is not ordinary. She is responsible for the sales of Su, Hai, Xi and frontier provinces. Her annual income is eight streets away from Zhang Fan. But in this way, her attitude is really low. The low ones embarrassed Zhang Fan to refuse.

There is a saying in the pharmaceutical industry that when a doctor is tired of you, you can talk about cooperation with the doctor! How can you be so bored that you don't get bored anymore? No matter whether it's windy or rainy, let the doctor see you every day and don't talk about anything. It's just a greeting. At the beginning, when the doctor hears that you are a medical representative, he absolutely hates it. He doesn't even have the ability to talk to you.

This is not afraid. The doctor will never hit people. Then there is water grinding Kung Fu. One month, two months, one year, two years. Finally, the doctor can't grind it. When he saw you, the expression of disgust became like this: "tell me, what are you going to do!" Yes, you have entered the doctor's circle of friends, and then it depends on the salesman's Eq. why? You want to go yourself~

The regional manager is Yang Lu, from Sujiang. She has been fighting in the medical industry for nearly ten years. Moreover, Sujiang people are also a traditional medicine representative province. Although she is only in her early thirties, Zhang Fan still studied when she entered the medical industry. How to speak and how to deal with such technical professionals, she has a good command of them.

As a woman, she can achieve such a low attitude. Zhang Fan really can't speak, "you see, I'm really tired today. I'm really sorry! It's impolite, it's impolite. " After all, Zhang Fan is still green and astringent. He is not an opponent against this old demon.

"It's our thoughtlessness, really! Hey, Dr. Zhang, I'm really sorry that you didn't even eat a meal. I'm also a cheeky woman. I'd like to ask you to do me a favor. Here are some medical information books and a set of Bayer's special surgical instruments. Our company gives you this kind of high-end surgeon for trial. Please tell me if you have any suggestions. After all, doctors like you put forward their opinions, It's really hard to buy. We have the cheek to get your cheap. "

"This really doesn't work." When Zhang Fan had an operation today, he used this special surgical instrument. It was very easy. Zhang Fan glanced at it, but he didn't dare to ask for it!

"Ouch! My good Doctor Zhang, don't worry. This is either for you or for you to try. We'll take it back after a while. Moreover, this set of surgical instruments has not been produced on a large scale. It's just a sample! Not even a price! " As soon as Yang Lu saw Zhang Fan's realization, she knew that Zhang Fan was moved. There were not 10000 doctors she contacted, but also 5000!

"This is not very good." Zhang Fan wavered. Musicians are good at musical instruments and soldiers are good at guns. Surgeons will definitely love a set of special and easy surgical instruments. If they want to do well, they must first sharpen their instruments. My ancestors have summarized it for others!

"It's really a trial. If you don't feel comfortable, you can return it to us at any time. Here's a trial registration form. We'll have to recycle this set of equipment at that time, and Doctor Zhang must not lose it, otherwise I can only compensate! Moreover, doctors with ordinary technology have no chance to give us advice. After all, our products are the products of international super companies. Professor Li likes to use our surgical instruments very much! " Yang Lu took out a very formal borrowing registration form with poor strength.

Zhang Fan seems to be ok as soon as he hears it. Anyway, it is only for trial use. The form also uses large font, especially indicating that it is damaged after loss or improper use, and the trial user must compensate according to the price.

This is the trick of foreign device giants. They don't want to take back this surgical instrument when they release it, and these companies are also responsible for warranty and replacement. As long as the users keep the surgical level all the time, and this surgical instrument will not be produced and listed on a large scale, each set has a special number, which is a disguised academic identity!

It's very low-end, but people can't say what they do. Some businessmen in China don't even want to use small tricks. They run wild in their own territory. When they are caught one day, they will check one by one! What's in this is so profound that I don't understand it!

After carefully reading the registration form, Zhang Fan found that there was no problem and signed it. This set of equipment works really well. When I operated today, I used a full range of products from their company. Although the equipment is packed in a box as big as three notebooks, it is really valuable. If you really want to compensate, it is estimated that it will take a year to repay according to Zhang Fan's current income.

After Zhang Fan signed, Yang Lu smiled and sent the equipment to Zhang Fan. Zhang Fan weighed the weight, which was not light“ Dr. Zhang, I won't disturb your rest. This is a small gift we give to the probationer. This gift is not for nothing. When returning the equipment, we must put forward reliable and effective suggestions! "

With that, he put a small box on the top of the instrument box, and then walked away without looking back.

Zhang Fan wanted to return the gift to others, but they said it was good. It was an incidental thing, and Zhang Fan shook it gently. It was very light, and it was estimated that it was not worth a few money.

Zhang Fan returns to Shaohua's house. The old couple are stewing Chicken Soup for Zhang Fan. Zhang Fan is really too busy and consumes a lot. The old man and the old lady spend every day making delicious food for Zhang Fan. Zhang Fan eats a lot, but she is not fat. Moreover, some time ago, she lost weight because she wanted to eat periodicals, which made the old lady feel guilty!

"Come on! Zhang Fan, look, this is the watermelon sent by the farm secretary. This is a farm high-tech product. It is said that unlike the previous greenhouse watermelon, this is particularly sweet and pollution-free farm product. Once it is mature, it will be sold abroad! " Because Zhang Fan did a small favor, and people didn't forget it, he sent a lot of watermelons in the name of visiting old workers. Watermelons in cold winter have a large washbasin, which is really rare.

Listening to the sound, Shao Hua came out of his study and took off his glasses. Shao Hua was a little short-sighted and said to Zhang Fan, "wash your hands quickly. You look tired and your lips are dry. Is it another day without drinking water! You really can't do that. " Pulling Zhang Fan into the bathroom to wash his hands, Zhang Fan especially enjoys this nagging, which is the feeling of his family.