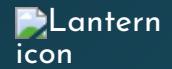


Lantern Distributor Program Brief



A concise partner handout for introducing Lantern Academy to hospital facility teams.

What Lantern Is

Lantern Academy provides practical medical gas training for hospital technicians and facility teams. The program pairs short video lessons with real equipment context, repair walkthroughs, and a certificate path that helps teams discuss training more clearly.

VIDEO-FIRST

EQUIPMENT CONTEXT

CERTIFICATE PATH

BEST-FIT CUSTOMERS

- Hospitals and health systems with in-house maintenance, biomed, plant operations, or facilities teams.
- Teams that want medical gas training without relying only on travel or informal knowledge transfer.
- Leaders who need clearer training conversations around NFPA 99 responsibilities.
- Facilities planning maintenance, renovation, inspection, or documentation cleanup.

Simple Distributor Talk Track

Lantern is not a replacement for your service relationship. It is a training resource you can point customers to when they ask how their own team can better understand, maintain, and document medical gas system knowledge.

Recommended next step: share the free video page at lanternacademy.com/videos/. If the facility wants to proceed, accept the PO and coordinate setup with Lantern.

Conversation Starters

FOR LEADERS

"Lantern gives your technicians a structured way to build medical gas confidence without pulling them off-site for every learning need."

FOR TECHNICIANS

"It is video-first training with real equipment context, so lessons connect to the systems your team services."

FOR COMPLIANCE

"Lantern helps teams standardize training conversations and keep documentation easier to discuss."

USEFUL LINKS

- Free videos: lanternacademy.com/videos/
- Med Gas Technician course: lanternacademy.com/med-gas-technician/
- Resource hub: lanternacademy.com/resources/
- Contact: lanternacademy.com/contact/

POSITIONING REMINDER

Lead with practical training and customer support. Avoid overpromising compliance outcomes; Lantern helps teams train, document, and communicate more clearly.