

Physiologic Testing Reimbursement

Financial Analysis

Reimbursement for vascular exams based on 20 working days per month and the number of studies you do per day.

Procedures per Month (ABI's)

# of Studies	1 per day 20/month	2 per day 40/month	3 per day 60/month	4 per day 80/month
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Income per Month

*** \$100 per exam	\$2,000	\$4,000	\$6,000	\$8,000
\$125 per exam	\$2,500	\$5,000	\$7,500	\$10,000
\$150 per exam	\$3,000	\$6,000	\$9,000	\$12,000
\$175 per exam	\$3,500	\$7,000	\$10,500	\$14,000
\$200 per exam	\$4,000	\$8,000	\$12,000	\$16,000

*** **CPT Code 93922** – (ABI's) – One study per day = \$2,000 a month; at \$100 per study **VascuLab** would be paid for in 15 months.

*** **CPT Code 93923** – BP's, Doppler wave forms and VPR - Reimbursement of approximately \$150.00 per study. **VascuLab** would be paid for in 10 months.

*** **CPT Code 93924** – Add Exercise to ABI – Reimbursement increases to approximately \$200 per study. **VascuLab** would be paid off in half the time or 7 ½ months.

*An ABI with Auto Sequence takes about 7 minutes for an experienced sonographer.

The exercise test takes approximately 20 minutes longer than the ABI when performed by an experienced sonographer. Patients with claudication who test normal with minimal loss of pressures in the ankles, will usually exhibit disease upon exercise resulting in the need for balloons, stents, etc.

Performing tests pay for the equipment. Finding disease can result in angioplasties, stents, bypass grafts and other procedures, thereby adding additional revenue. The real benefit is in improving vascular performance for patients.

Marketing Target

Flo-Lab Tests Capability: Doppler, Volume Pulse Recording, Photo Plethysmography (PPG), Segmental Blood pressures (ABI), Digital Pressures (TBI)

Specialty Exams: Raynaud's, Thoracic Outlet, Allen's Testing (Palmar Arch), Reactive Hyperemia, Penile Studies, Venous Reflux

Referral Base: Vascular Surgeons, Cardiologists, Internal Medicine, Nephrologist, Orthopedic Surgeons, General Surgeons, Podiatrists, Wound Care, Family Practice, Interventional Radiologist.

Purpose of Exam: Cost effectively manage or R/O PVD, claudication, leg pain, non-healing lesions/ulcers, monitor disease progress, Pre-Op, Post-Op (Establish baseline), healing potential, vasospastic disorders, arterial compression, and patency