

# INCREASE YOUR REVENUES ON PERIPHERAL VASCULAR STUDIES WITH SKIP™ : STEPPING KINEMATIC IMAGING PLATFORM

|  | <b>X-RAY<br/>ANGIOGRAPHY</b> | <b>MR-ANGIOGRAPHY<br/>(2D-TOF, NO CONTRAST)</b> | <b>MR-ANGIOGRAPHY<br/>(3-INJECTIONS, 3-STATIONS,<br/>NO MOVING TABLE)</b> | <b>MR-ANGIOGRAPHY<br/>(1-INJECTION USING<br/>SKIP™)</b> |
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| <b><u>TECHNOLOGISTS</u></b><br>(STUDY PERFORMANCE AND PROCESSING)   | # = 2<br>RATE= \$21/hr<br>TIME= 90 mins<br><u>TOTAL= \$63</u>   | # = 2<br>RATE= \$21/hr<br>TIME= 2.0 hrs<br><u>TOTAL= \$84</u>   | # = 2<br>RATE= \$21/hr<br>TIME= 2.0 hrs<br><u>TOTAL= \$84</u>  | # = 2<br>RATE= \$21/hr<br>TIME= 45 mins<br><u>TOTAL=\$31.50</u>  |
| <b><u>PHYSICIAN TIME</u></b><br>(FOR STUDY PERFORMANCE/ INTERPRETATION)   | # = 1<br>RATE = \$200/hr<br>TIME= 60 mins<br><u>TOTAL= \$200</u>  | # = 1<br>RATE = \$200/hr<br>TIME= 15 mins<br><u>TOTAL= \$50</u> | # = 1<br>RATE = \$200/hr<br>TIME= 15 mins<br><u>TOTAL= \$50</u>  | # = 1<br>RATE = \$200/hr<br>TIME= 15 mins<br><u>TOTAL= \$50</u>  |
| <b><u>CONTRAST-<br/>BASED ON MAX</u></b>  | OMNIPAQUE<br>\$331.62/1,250cc<br>200 cc MAX<br><u>TOTAL = \$53</u>  | <u>0</u>  | OMNISCAN<br>\$630/200cc<br>3- 20cc vials<br><u>TOTAL = \$189</u>   | OMNISCAN<br>\$630/200cc<br>50 cc MAX<br><u>TOTAL = 157.50</u>  |
| <b><u>CONSUMABLES</u></b>   | SELDINGER<br>NEEDLE= \$5.18<br>GUIDEWIRE<br>= \$12.75<br>SYRINGE=\$0.30<br>PIGTAIL CATH<br>= \$12.50<br>IV-LINE=\$1.00<br>ANGIOCATH=\$0.50<br>SALINE(1L)=\$0.64<br><u>TOTAL = \$32.87</u> | <u>0</u>  | ANGIOCATH<br>= \$.50<br>IV-LINE=\$1.00<br>SALINE(.25L)<br>= \$.62<br>2-50cc SYRINGES<br>= \$.60<br><u>TOTAL = \$2.72</u> | ANGIOCATH<br>= \$.50<br>IV-LINE=\$1.00<br>SALINE(.25L)<br>= \$.62<br>2-50cc SYRINGES<br>= \$.60<br><u>TOTAL = \$2.72</u> |
| <b><u>REGISTERED<br/>NURSE</u></b>  | # = 1<br>RATE = \$24/hr<br>TIME= 60 mins<br><u>TOTAL = \$24</u>   | <u>0</u>  | <u>0</u>   | <u>0</u>   |
| <b><u>INDIRECT COSTS</u></b><br>(FROM DEPARTMENT<br>PROCEDURE COUNTS-<br>MICHIGAN HOSP.,<br>AVERAGED OVER<br>2-YEARS) | <u>TOTAL = \$283</u><br>over a 90-min. time<br>period   | <u>TOTAL = \$442</u><br>over a 2.0 hr time<br>period            | <u>TOTAL = \$442</u><br>over a 2.0 hr time<br>period   | <u>TOTAL = \$165</u><br>over a 45-min. time<br>period  |

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| <b><u>A.) TOTAL COSTS</u></b><br>(DIRECT+INDIRECT)                            | <u>\$655.87</u>   | <u>\$576</u>   | <u>\$767.72</u>  | <u>\$406.72</u>  |
| <b><u>B.) REIMBURSEMENT</u></b><br>FOR STUDY<br>(TECH'L+PROF'L)               | <u>\$1326.94</u><br>Based on average<br>of BC/MEDICARE<br>CPT 75625(X-RAY AORTOGRAM)<br>PLUS 75716( X-RAY ANGIO -LOWER EXT) | <u>\$1063</u><br>BASED ON AVERAGE OF 24 MICHIGAN INSURANCES<br>CPT CODES : 74185(MRA of ABDOMEN) PLUS<br>73725 (MRA LOWER EXTREMITIES) | <u>\$1063</u>  | <u>\$1063</u>  |
| <b><u>NET PROFIT</u></b><br>PER STUDY (B – C)                                 | <u>\$671.07</u>   | <u>\$487</u>   | <u>\$295.28</u>  | <u>\$656.28</u>  |
| <b><u>AVERAGE STUDY</u></b><br><b><u>TIME</u></b>                             | 90 mins   | 2.0 hours  | 2.0 hours  | 45 mins  |
| <b><u>NET PROFIT</u></b><br><b><u>PER STUDY</u></b><br><b><u>PER HOUR</u></b> | <u>\$447.38</u><br>X-RAY ANGIOGRAPHY  | <u>\$243.50</u><br>MR-ANGIOGRAPHY<br>(2D-TIME-OF-FLIGHT)<br>(NO CONTRAST)  | <u>\$147.64</u><br>MR-ANGIOGRAPHY<br>(3-INJECTIONS)<br>(3-STATIONS)<br>(NO MOVING TABLE) | <u>\$875.04</u><br>MR-ANGIOGRAPHY<br>(1-INJECTION WITH<br>SKIP™) |