

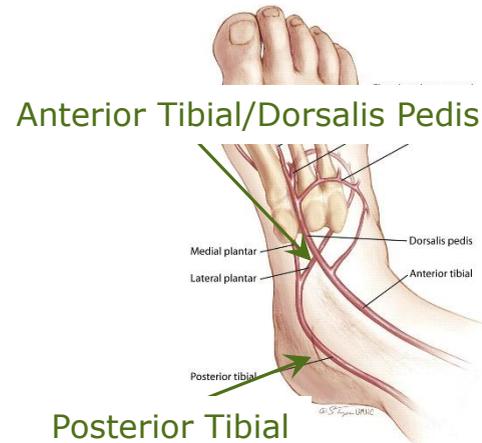
# FAQ's & Sales Questions

## Aren't all ABI/Vascular systems PC-based?

**NO!** When you finish an exam on a simpleABI system, just press "FILE → Save As..." Our competitors only connect to a PC with multiple steps to download and complete the report after the exam is completed. Make sure to ask us to create a PDF (or any of 6 electronic formats) for you – and ask the same of our competitors!

## Why do I have to use a Doppler for an ABI?

CMS guidelines require **DUAL ANKLE PRESSURES** for CPT codes 93922 and 93923. This requires pressures be taken at both the DP and PT arteries. Systems using Duo-Sense, Digital ABI, or Digital Fourier Oscillometry may not meet reimbursement requirements. Further, a recent American Heart study<sup>1</sup> determined that non-Doppler based systems are likely not accurate on diseased patients.



## PVR versus Doppler waveforms

simpleABI systems use PVR waveforms. These are recognized as easier to obtain. They are not susceptible to artifact due to junk signals caused by obesity, scar tissue, and venous interference. The recent "bible" of physiologic testing says: ...the biggest disadvantage of Doppler waveforms is the high skill requirement. With poor technique, waveforms can be made to appear abnormal on an otherwise normal individual. Also, the transducer might be over the wrong artery. **DOPPLER PROTOCOL IS LESS "EFFICIENT" THAN PVR PROTOCOLS.**<sup>2</sup>

## Why PVR is clinically better than bidirectional for physiologic testing

PVR waveforms perform a comprehensive assessment of the blood flow of the **ENTIRE** limb at a certain level. Bidirectional Doppler waveforms only assess a certain artery at a certain spot. Physiological testing is a diagnostic test of blood flow at levels and PVR waveforms assess the entirety of the limb.

	PVR	Bidirectional
Subjective – not quantitative	✓	✓
Multiphasic	✓	✓
User Independent	✓	
Easily Captured	✓	
Require skilled training		✓
Allow localization		✓

1. Measurement and Interpretation of the Ankle-Brachial Index : A Scientific Statement from the American Heart Association: Circulation, Nov 2012.
2. Daigle, R.J., The Pocket Guide to Physiologic Arterial Testing, p.104: Summer Publishing, 2013.

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## **ABI Stress – 1 page Automated Stress Reporting**

Our ABI Stress Report is a **TRUE ONE PAGE ABI STRESS** Examination that includes pressures, waveforms, and a time study graph of pressures over time. This reports fits ABI stress workflow. It's not a kludge that attempts to try and run multiple ABI exams with opening, closing, and reopening exams all while trying to perform an exam.

## **When is the PPG used?**

The PPG is used on the toe to take a toe pressure during the toe/brachial (TBI) exam. This is useful in patients that have diabetes and their large arteries in the leg have become so stiff that they are "uncompressible". The small vessels are not affected and a TBI may be performed. Note TBI exams have different guidelines included on our reports.

## **Can I use my own computer?**

Yes, our simpleABI systems will allow you to use your own Windows based computer, if desired. Systems currently ship with Windows® 10. Windows XP, 7, and 8 (or 8.1) will also support our software.

## **Can I edit the report after the exam is completed?**

Of course. simpleABI software allows interpreting physicians to easily open a report and to add post-exam notes. This can be done on the system computer or on the doctor's own desktop computer.

## **What about EMR compatibility?**

Since the simpleABI systems are PC-based it is easy to adapt them to your EMR system and attach our reports to patient records. You can email or store the reports in several electronic formats. We can assist your IT department or consultant in implementing your solution.

## **Does the simpleABI do any venous tests?**

Although the Doppler and cuffs can be used for some venous tests, there are no reports provided and venous testing is operator dependent and requires significant expertise for accurate results.

## **Does the simpleABI perform upper extremity testing?**

Although the simpleABI hardware is capable of performing upper extremity testing, at this time simpleABI systems do not have upper extremity reports implemented in software.