

PAD PATIENT AND INCOME ANALYSIS

Your practice may have many more patients with peripheral artery disease (PAD) than either you or they realize. Few patients come in saying “I have intermittent claudication” but based on current studies, many will have PAD if tested and questioned more closely.

HOW MANY PAD PATIENTS MIGHT THE PRACTICE HAVE?

	Example*	Your Practice
A) How many patients are in the practice?	10000	_____
B) Estimated % that are high risk for PAD: Diabetics or smokers over age 50 or anyone over age 65	12%	_____
C) Number of patients at high risk for PAD = A x B	1200	_____
D) Number likely to have PAD (30% of high-risk patients) = C x .30	360	_____

Your PAD patients trust you to find their PAD because 25% of them will have an MI, stroke, amputation, or die within five years. They have a 21% increased risk of these outcomes within one year. Early recognition and treatment can improve their outcomes including their quality of life.

*Example reflects an average practice of 5 physicians, each seeing about 2000 patients per year. (2017 average, per the AAFP: 6.6 physicians per practice, 2194 patients per physician). 12% high risk reflects the national average, some practices will be higher or lower.

TYPICAL INCOME FROM TESTING THESE PAD PATIENTS

Average annual income from testing = D x \$95.30 **\$34,308** \$ _____
 (2021 National CMS reimbursement for CPT code 93922 is \$95.30)

Bonus: Medicare Advantage Plan (MAP) Patients. Many of the largest MAP insurers are paying primary care practices to test all their patients for PAD. When found, early treatment can improve patient outcomes and generate an average increased payment of more than \$3400 per patient through risk adjustment modifiers. This testing creates a return to the insurer of almost \$1000 for each \$100 test.

Newman Medical simpleABI vascular diagnostic testing systems can screen your high-risk patients and find the patients with PAD quickly and easily. Ask your Newman diagnostic equipment specialist for more information or a demonstration today.

Call **800-267-5549** or visit **WWW.NEWMAN-MEDICAL.COM**

FIND YOUR PERFECT SYSTEM



simpleABI[™]
with CUFF:LINK[™]

	SINGLE LEVEL		MULTI-LEVEL	
	SimpleABI 400CL	SimpleABI 450CL	SimpleABI 500CL	SimpleABI 600CL
PC-BASED - Easy to learn and use - Direct to full page reports - Easy to share, attach to EMR	★	★	★	★
PVR WAVEFORMS - Reduce operator error - Not sensitive to calcified arteries - ideal for diabetics	★	★	★	★
SIMPLE REMOTE	★	★	★	★
POWERED CUFF INFLATION	★	★	★	★
BUILT-IN POWERED CUFF SELECTOR	★	★	★	★
MAXIMUM NUMBER OF CUFFS	4	4	8	8
REPORTS:				
ABI SCREENING REPORT Quickly screen for hidden PAD	★	★	★	★
ABI WITH AUTO CALCULATIONS Basic gold standard ABI Doppler test for PAD	★	★	★	★
ABI REPORT WITH PPG Toe pressure test when artery is incompressible	★	★	★	★
POST EXERCISE REPORT Resting ABI normal but symptoms exist		★		★
MULTI-LEVEL SEGMENTAL REPORTS Locate region of occlusion			★	★
EXERCISE TEST USING TREADMILL Resting ABI normal but symptoms exist-FULL TREADMILL PROTOCOL				★

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