

# PenRad

## MAMMOGRAPHY INFORMATION SYSTEM

*... for facilities with greater expectations...*

### Cost Savings Worksheet

The comprehensive PenRad mammography system automatically generates complete narrative mammographic reports, procedural reports and patient letters while systematically capturing all related information for medical auditing purposes. The reports are designed to provide a local common voice from your facility to the referring physician and a common voice for national reporting as established by the ACR lexicon and BI-RADS.

Reports and letters are tri-fold formatted for easy insertion into a double windowed envelope, eliminating labeling and mailing errors. Complete reports are available for mammographic and ultrasound procedures as well as all common related breast imaging procedures.

Information for each report is generated by simple taps on the examination screen to create a complete narrative report with an electronic signature. To enhance communications with your referring physicians, graphic presentations of the breasts appear on all abnormal reports and visually identify the area or areas of concern.

Patient letters are instantly generated along with the original report letter and a copy of the report is sent to any additional physicians associated with the examination. A multiple selection of patient letters can be created to include recall, follow-up, work-up, reminders, etc. For each examination, the number of copies and printer location can be specified. Additionally, the system can automatically print recall, reminder, past due and final recall letters for patients as well as generating resolved and unresolved physician letters with a copy of the original report.

The integrated appointment scheduling module optimizes facility and staff utilization. Appointments may be scheduled at a glance by a simple tap on the scheduling screen. Patient reminder letters include examination preparation information and directions to the specific room location (parking, location, floor, etc.).

PenRad pays for itself and more. The typical return on investment is one year or less. The system instantly creates efficiency, accuracy and cost savings while automatically providing information for MQSA auditing requirements as well as a complete analysis of your breast imaging practice, referral patterns and self-auditing procedures. Your individual savings may vary based on your regional costs. To help you calculate your annual savings, simply multiply your number of annual examinations by the suggested savings per examination on the attached worksheet.

PenRad provides many areas of cost savings for a breast imaging practice. As indicated in the attached worksheet, we have identified specific areas that our customers have exhibited proven cost savings and the estimated value associated with each line item. Unfortunately, you can not identify one specific line item when calculating your cost savings, however, you can readily appreciate the instant cost savings when you take into account the many cost items that contribute to an efficiently operating breast imaging practice. PenRad is the most comprehensive mammography information, medical auditing and tracking system that is available and provides the complete solution for your practice.

#### **Annual renewable site-license fee**

The PenRad maintenance fee is represented as a very reasonable annual site license charge for the mammography system. The annual fee includes all real time on-line support via modem connection and continued upgrades to the software system. MQSA and site requirements continue to evolve and change. When you purchase the PenRad system, you are assured that your facility will always have the most current software available for your breast imaging practice. **There are no hidden costs with PenRad.** Our goal is that every PenRad customer will always be supplied with the current leading edge technology for measuring and auditing your breast imaging practice.

|   | <b><u>Suggested Savings</u></b> | <b><u>Your Savings</u></b> |
|---|---------------------------------|----------------------------|
| <b><u>MAMMOGRAPHY INFORMATION SYSTEM</u></b>  |                                 |                            |
| <b>CAPTURES PATIENT DATA ONCE</b><br>All patient information is part of the permanent electronic data file.                       | .20 per exam                    | _____                      |
| <b>BAR-CODE AWARENESS</b><br>Instant recognition of patient ID and all history records.   | .10 per exam                    | _____                      |
| <b>EMULATES AND COMPLIMENTS WORK FLOW</b><br>Designed by and for radiologists and technologists to enhance work flow.             | .10 per exam                    | _____                      |
| <b>PAPER-LESS PATIENT FILES</b><br>No need to sort through film jackets for previous reports.                                     | .10 per exam                    | _____                      |
| <b>INTERACTIVE PATIENT INTERVIEWS</b><br>Creates real-time dialogue between patient and technologist, for a complete exam.        | .10 per exam                    | _____                      |
| <b>SIMPLIFIES MANAGEMENT</b><br>Instant access to patient, radiologist, referring physician and staff data.                       | .10 per exam                    | _____                      |
|   | <b>TOTAL: .70 per exam</b>      | _____                      |
| <b><u>ITS MORE THAN A REPORTING SYSTEM</u></b>  |                                 |                            |
| <b>VALUABLE MARKETING TOOL</b><br>Monitors referral patterns and creates instant reports and correspondence.                      | .10 per exam                    | _____                      |
| <b>GUARDIAN ANGEL FOR YOUR FACILITY</b><br>Tracks unresolved cases and generates reminder/recall letters for patients.            | .20 per exam                    | _____                      |
| <b>IMPROVES QA AND QC FOR MQSA</b><br>Automated reports for MQSA compliance and inspection.                                       | .10 per exam                    | _____                      |
| <b>STATISTICAL ANALYSIS OF YOUR PRACTICE</b><br>Instant access to complete self-auditing of staff, exams, practice and pathology. | .10 per exam                    | _____                      |
| <b>MONITORS FACILITY PERFORMANCE</b><br>Complete analysis of staff functions and personnel performance.                           | .10 per exam                    | _____                      |
|   | <b>TOTAL: .60 per exam</b>      | _____                      |
| <b><u>COMMUNICATION SYSTEM</u></b>  |                                 |                            |
| <b>COMMON VOICE RADIOLOGIST REPORTS</b><br>Utilizes ACR lexicon for instant interpretive reports.                                 | .10 per exam                    | _____                      |
| <b>AUTOMATED REPORTS</b><br>Mail-ready and Auto-fax correspondence instantaneously.   | .20 per exam                    | _____                      |
| <b>ADDENDUM AND DICTATION CAPABILITIES</b><br>Modification of reports for unusual cases.  | .10 per exam                    | _____                      |
| <b>GRAPHIC REPORT PRESENTATION</b><br>Visual indicators of abnormalities for referring physician.                                 | .10 per exam                    | _____                      |
| <b>LESION LOCATION</b><br>Calculates depth, clock, and quadrant of lesion.  | .10 per exam                    | _____                      |
| <b>LESION DESCRIPTION</b><br>Provides concise description and recommendation for abnormality.                                     | .10 per exam                    | _____                      |
| <b>WINDOWED ENVELOPE REPORT FORMAT</b><br>Reports created for windowed envelopes to eliminate mailing errors.                     | .10 per exam                    | _____                      |
| <b>AUTOMATED PATIENT CORRESPONDENCE</b><br>Generates patient exam, follow-up and reminder letters.                                | .10 per exam                    | _____                      |
|   | <b>TOTAL: .90 per exam</b>      | _____                      |

## **INCREASES ACCURACY AND EFFICIENCY**

### **TOUCH SCREEN TECHNOLOGY**

Tap-not-type methodology increases speed & accuracy.

### **ELIMINATES DICTATION AND TRANSCRIPTION**

Reduces turnaround time to virtually instant, eliminates duplication.

### **FILM FLASHER COMPATIBILITY**

Saves technologist time by not reentering patient data.

### **ELECTRONIC SIGNATURE**

Saves time by eliminating report review and transfer costs.

### **SELF AUDITING CAPABILITIES**

Calculates predictive values and repeat rates.

### **INCREASED PRODUCTIVITY**

One tap normals increase radiologist throughput.

### **BAR-CODE IDENTIFICATION**

No film mix-ups and eliminates identification errors.

### **AUTOMATIC RECALL**

Automatically enters patient recall information based on ACR/ACS guidelines.

### **DETAIL OF ABNORMALITIES AND PROCEDURES**

Tap keywords to generate complete and concise ACR lexicon report text.

### **AUTOMATIC CODING**

Calculates CPT and ICD-9 codes for instant billing and distribution.

### **SYSTEM INTERFACES**

Uploads report and downloads patient demographics.

| <b><u>Suggested Savings</u></b> | <b><u>Your Savings</u></b> |
|---------------------------------|----------------------------|
| .10 per exam                    | _____                      |
| 2.00 per exam                   | _____                      |
| .10 per exam                    | _____                      |
| 1.00 per exam                   | _____                      |
| .10 per exam                    | _____                      |
| .50 per exam                    | _____                      |
| .10 per exam                    | _____                      |
| .10 per exam                    | _____                      |
| .30 per exam                    | _____                      |
| .20 per exam                    | _____                      |
| <b>TOTAL: 4.50 per exam</b>     | _____                      |

## **INTEGRATED APPOINTMENT SCHEDULING**

### **AT-A-GLANCE PRESENTATIONS**

Instant viewing of all rooms and procedures.

### **DAILY QUICK VIEW SCREEN**

Displays status of each room for any day, any month or any year selected.

### **LETTER DISPLAY SCREEN**

Prints reminder letters with directions for each specific room and exam.

### **SCHEDULE LIST**

Prints complete daily schedule with film jacket pull list.

### **OPTIMIZES FACILITY UTILIZATION**

Instantly identifies all appointments, procedures and patient information.

|                            |       |
|----------------------------|-------|
| .10 per exam               | _____ |
| .10 per exam               | _____ |
| .10 per exam               | _____ |
| .10 per exam               | _____ |
| <b>TOTAL: .50 per exam</b> | _____ |

**GRAND TOTAL: 7.40 per exam** \_\_\_\_\_

|   |       |   |
|---|-------|---|
| Total from: Mammography Information System    | _____ | Take your estimated grand total savings by exam and multiply by your number of annual exams. Sample: \$7.00 per exam X 24,000 per year = \$168,000.00 a year savings. |
| Total from: Its More Than A Reporting System  | _____ |   |
| Total from: Communication System              | _____ |   |
| Total from: Increases Accuracy And Efficiency | _____ |   |
| Total from: Integrated Appointment Scheduling | _____ |   |
| <b>Your estimated savings per exam total:</b> | _____ | Savings per exam _____  |
|   |       | # exams per year _____ X  |
|   |       | <b>= Annual savings \$</b> _____  |

## System Cost Analysis

|                   | First year | Second year | Third year |
|-------------------|------------|-------------|------------|
| System cost       | _____      | _____       | _____      |
| Estimated savings | _____      | _____       | _____      |
| Net               | _____      | _____       | _____      |

NOTES:

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*... The mammography information specialists ... Keeping you in touch ...*