

PHYSICIAN OFFICE LAB REVENUE POTENTIAL

Prothrombin Time Test

CPT Code	85610QW
Average Medicare Reimbursement	\$5.49
Average Private Insurance Reimbursement	\$9.50 ¹

Physician Evaluation and Management

CPT Code	99211
Average Medicare and Private Insurance Reimbursement	\$21.60 ²

¹Reimbursement from private insurers ranges from \$7 to \$12

²Average Medicare reimbursement rate for 2005

Payments are intended as a reference. Payment rates are updated annually. Please refer to the Physician Fee Schedule at <http://www.cms.hhs.gov/providers> for more details.

EXAMPLE

Medicare Reimbursement

85610QW	\$ 5.49
99211	<u>21.60</u>
Total Reimbursement	\$27.09
Minus Average Cost of Test	\$ (5.00) ³
TOTAL INCOME POTENTIAL PER PATIENT	\$22.09

³Includes cuvette (with built in controls) and Tenderlett[®] Plus fingerstick device

ProTime and Tenderlett are registered trademarks of ITC.



8 Olsen Avenue • Edison, NJ 08820 USA
tel: 732.548.5700 • fax: 732.248.1928
www.itcmed.com

a subsidiary of Thoratec Corporation



CONTRACT LAB MODEL



Venous Sample Drawn



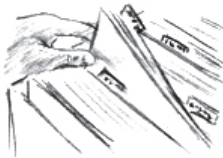
Transport to Lab



Testing at Lab



Call or Fax Lab for Results



Pull Patient Chart



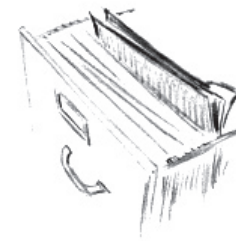
Review Results



Contact Patient



Document Advice



File Chart

POINT-OF-CARE (POC) MODEL



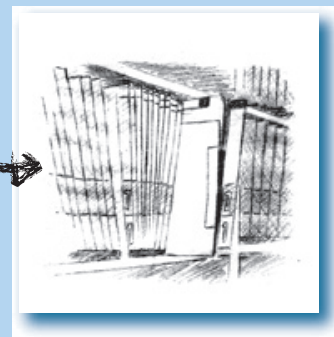
Fingerstick



Test Results in Minutes with ProTime



On-Site Face-to-Face Consultation with Patient, Therapy Decision and Documentation



File Chart

BENEFITS OF POC TESTING

- Immediate medication adjustments can aid in reducing strokes
- Improved patient flow and increased office revenue
- Face-to-face consultation for greater patient peace of mind
- Improve patient outcomes