

Geneva ROI Calculator

Defining the Cost of Excellence in Remote Monitoring

The value of Geneva's contribution cannot be measured in dollars alone, but in what it would take to build an organization capable of delivering the same level care at a reasonable cost.

The following is an estimation of the tasks required to optimize care for your patients. Can you reliably deliver optimized care, day-in, day-out, at a level that is sustainable and profitable?

If not, know that Geneva has built a world-class organization with the technology and expertise to be the partner you need.

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Practice Information

Customer Name:

Date Range:

Current Performance Summary

Devices Followed: IPG ICD ILR HF FTE

Cost:

Work Vs. Cost Analysis

Total Annual Work Hours:

FTE Required:

FTE Cost:

Billables

15 Minutes Per Billable / Clinical Transmission

Noise

10 Minutes Per Noise / Interim Transmission

Printing

10 Minutes Per Print, Scan & Upload

Scheduling

5 Minutes Per Schedule Update

Patient Calls

4 Minutes Per Patient Phone Call

Practice Scenarios with Geneva

Charges

CPT Codes	Frequency of Charges	Total	Payment	Avg. Payment
93294				
93295				
93296				
93297				
93298				
G2066				
Professional				
Technical				
Annual Totals				

Device Counts

Device Type	PPMs	ICDs	Devices w/ compatible HF Feature	ILRs
# of Devices				
% Breakdown by Device Type				
Total Devices				

Inactive Patients

Active vs. Inactive	Total Inactive from Vendor Sites	Inactive %	Active Devices	Inactive Devices
% Inactive				
Active Population				

Device Clinic Resources

Staff Type	Rate/HR	RM FTE	% of Time on RM
Nurses			
Techs			
Scheduling/Admin			
Medical Assistant			

Optimized Performance with Current Population Inputs

Scenario 1: % HF Coding

Professional + Technical

Totals

Total Patients	x	Total Charges	=	Estimated Total Annual Reimbursement <small>(-5% denials, patient compliance rates, inactive)</small>	RVUs
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	Professional + Technical			Professional				Technical			
	% Breakdown	Count	Total RVUs	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.
PPMs											
ICDs											
ICD HF											
ILRs											
Total											

Optimized Performance with Current Population Inputs

Scenario 2: % HF Coding

Professional + Technical

Totals

Total Patients	x	Total Charges	=	Estimated Total Annual Reimbursement <small>(-5% denials, patient compliance rates, inactive)</small>	RVUs
-----------------------	----------	----------------------	----------	---	-------------

			Professional				Technical			
% Breakdown	Count	Total RVUs	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.
PPMs										
ICDs										
ICD HF										
ILRs										
Total										

Optimized Performance with Current Population Inputs

Scenario 3: % HF Coding

Professional + Technical

Totals

Total Patients	x	Total Charges	=	Estimated Total Annual Reimbursement <small>(-5% denials, patient compliance rates, inactive)</small>	RVUs
-----------------------	----------	----------------------	----------	---	-------------

	Professional + Technical			Professional				Technical			
	% Breakdown	Count	Total RVUs	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.
PPMs											
ICDs											
ICD HF											
ILRs											
Total											

Optimized Performance with Current Population Inputs

Scenario 4: % HF Coding

Professional + Technical

Totals

Total Patients	x	Total Charges	=	Estimated Total Annual Reimbursement <small>(-5% denials, patient compliance rates, inactive)</small>	RVUs
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	Professional + Technical			Professional				Technical			
	% Breakdown	Count	Total RVUs	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.
PPMs											
ICDs											
ICD HF											
ILRs											
Total											

Activating Inactive Patients

We can activate 50% of your inactive population.
This is the value of connecting these patients.

Inactive Population

Active Population

Professional + Technical

Totals

Total Patients	x	Total Charges	=	Estimated Total Annual Reimbursement	RVUs
				<small>(-5% denials, patient compliance rates, inactive)</small>	

	Professional + Technical			Professional			Technical				
	% Breakdown	Count	Total RVUs	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.	Billable Events Per Year	Avg. Reimb.	Charges	Annual Reimb.
PPMs											
ICDs											
ICD HF											
ILRs											
Total											

Device Clinic Resources

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Staff Type	Rate/HR	RM FTE	% of Time on RM
Nurses			
Techs			
Scheduling/Admin			
Medical Assistant			

Connecting Patients

Before Geneva

After Geneva

Opportunity Value

Staff Type	% of Time on RM	Total Annual Hours on RM	Total Weekly Hours on RM	Total Expenses on RM	% of Time with Geneva Collab.	Total HR on RM	Hours Per Week	Total RM Expenses with Geneva	ANNUAL Additional Free Hours for Current Staff	WEEKLY Additional Free Hours for Current Staff	Total FTE Expenses Saved
Nurses											
Techs											
PRNs											
Scheduling/Scanning											
Total											

ROI Summary

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	Pre-Geneva	Post-Geneva Optimization	% Actual of Optimized Charges	% Increase with Geneva
Professional Charges				
Technical Charges				
Total Charges				
RVUs				
Prof. Reimbursement				
Tech. Reimbursement				
Total				

Optimized Performance with Current Practice Inputs

Scenario 1: % HF Coding

	Pre-Geneva	Post-Geneva Optimization	Pre-Geneva Optimized %
Active Reimbursement			
Inactive Reimbursement			
Total Reimbursement			
Labor			
Platform Costs		Included	
Server Costs		Included	
Total Expenses			
Profit			
Opportunity Cost/Gain			
RVUs			

% Increase with Geneva

Total Reimbursement

Reimb. Gain w/ Geneva

Billable Transmissions
Processed by Customer
Pre-Geneva

Billable Transmissions
Processed by Customer
Post-Geneva

Billable Transmissions
Processed by Geneva
Service Team

RVUs

Revenue

Pre-Geneva

Post-Geneva

RVU

Pre-Geneva

Post-Geneva

Operating Cost/Margin

Pre-Geneva

Post-Geneva

Transmissions Pre & Post Geneva

Pre-Geneva

Post-Geneva

Optimized Performance with Current Practice Inputs

Scenario 2: % HF Coding

	Pre-Geneva	Post-Geneva Optimization	Pre-Geneva Optimized %
Active Reimbursement			
Inactive Reimbursement			
Total Reimbursement			
Labor			
Platform Costs		Included	
Server Costs		Included	
Total Expenses			
Profit			
Opportunity Cost/Gain			
RVUs			

% Increase with Geneva

Total Reimbursement

Reimb. Gain w/ Geneva

Billable Transmissions
Processed by Customer
Pre-Geneva

Billable Transmissions
Processed by Customer
Post-Geneva

Billable Transmissions
Processed by Geneva
Service Team

RVUs

Revenue

Pre-Geneva

Post-Geneva

RVU

Pre-Geneva

Post-Geneva

Operating Cost/Margin

Pre-Geneva

Post-Geneva

Transmissions Pre & Post Geneva

Pre-Geneva

Post-Geneva

Optimized Performance with Current Practice Inputs Scenario 3: % HF Coding

	Pre-Geneva	Post-Geneva Optimization	Pre-Geneva Optimized %
Active Reimbursement			
Inactive Reimbursement			
Total Reimbursement			
Labor			
Platform Costs		Included	
Server Costs		Included	
Total Expenses			
Profit			
Opportunity Cost/Gain			
RVUs			

% Increase with Geneva

Total Reimbursement

Reimb. Gain w/ Geneva

Billable Transmissions
Processed by Customer
Pre-Geneva

Billable Transmissions
Processed by Customer
Post-Geneva

Billable Transmissions
Processed by Geneva
Service Team

RVUs

Revenue

Pre-Geneva

Post-Geneva

RVU

Pre-Geneva

Post-Geneva

Operating Cost/Margin

Pre-Geneva

Post-Geneva

Transmissions Pre & Post Geneva

Pre-Geneva

Post-Geneva

Optimized Performance with Current Practice Inputs

Scenario 4: % HF Coding

	Pre-Geneva	Post-Geneva Optimization	Pre-Geneva Optimized %
Active Reimbursement			
Inactive Reimbursement			
Total Reimbursement			
Labor			
Platform Costs		Included	
Server Costs		Included	
Total Expenses			
Profit			
Opportunity Cost/Gain			
RVUs			

% Increase with Geneva

Total Reimbursement

Reimb. Gain w/ Geneva

Billable Transmissions
Processed by Customer
Pre-Geneva

Billable Transmissions
Processed by Customer
Post-Geneva

Billable Transmissions
Processed by Geneva
Service Team

RVUs

Revenue

Pre-Geneva

Post-Geneva

RVU

Pre-Geneva

Post-Geneva

Operating Cost/Margin

Pre-Geneva

Post-Geneva

Transmissions Pre & Post Geneva

Pre-Geneva

Post-Geneva

PHILIPS

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HEART

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