



# CytoXpress™ | ROSE Support

The Smart Solution for EBUS and FNA Evaluations



FNA / EUS  
Procedures



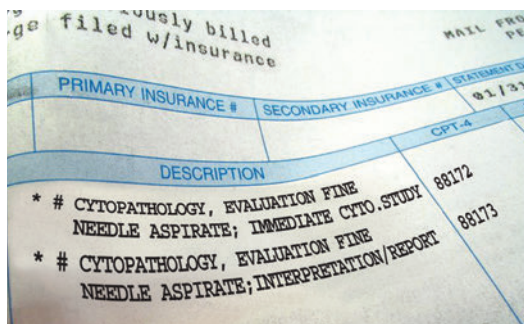
CYTOLOGY  
DEPARTMENT

- Remote connection directly to your desk
- Qualified for ROSE CPT Reimbursement
- Supports your hospital's increased EBUS and FNA procedure volume
- Increases satisfaction of patients, doctors and hospital administrators



# Are You Missing \$816 per hour in CPT Revenue?

The CAP Committee on Cytopathology concluded that there are serious issues with the reimbursement structure for FNA and EBUS Rapid-On-Site-Evaluations (ROSE) if performed in a conventional manner<sup>1</sup>.... As you are aware, the CMS CPT codes overlook the ROSE services provided by cytotechnologists for FNA and EBUS procedures resulting in a reimbursement rate of \$0/hour.



The code greatly underfunds cytopathologists for on-site and in-person procedures, resulting in a rate of \$42/hour<sup>1</sup>. This compares poorly with their normal sign-out rate of \$556/hour<sup>1</sup>. This method of providing ROSE services also has the downside of forcing cytopathologists to work overtime to maintain their daily sign-out workload. Faced with this additional workload and low reimbursement rate, many labs have eliminated ROSE consult support, while others leave the Rapid-On-Site-Evaluation to cytotechnologists.

In either case, the needs of the patient are not fully met and the mission of the radiologist and Hospital are not fulfilled.

The CAP committee's study concluded that the only viable method to support the patient, and maintain the Lab, was to provide the ROSE support via a remote telepathology connection.

## CytoXpress™

Captures the CPT reimbursement in less than **5 minutes** resulting in a **\$816/hr** rate of return!

*This method successfully provides:*

- Revenue of \$816/hr. or \$207,000/yr<sup>3</sup>
- ROSE procedural support and confirmation of adequacy
- Preliminary diagnosis
- Greater radiologist and patient satisfaction<sup>2</sup>
- Minimized disruption to the cytopathologist's sign-out workflow

### Review your Cytology ROSE Options:

#### Reimbursement Rate

#### EBUS/FNA Support Methodology

\$0/Hr>		>Cytotechnologist Assessment
\$42/Hr>		>On-Site Cytologist Assessment
\$556/Hr>		>Typical Sign-Out Earnings
\$816/Hr>		>Telepresent Cytologist Assessment

1- CAP CytoPathology Committee study of ROSE Support

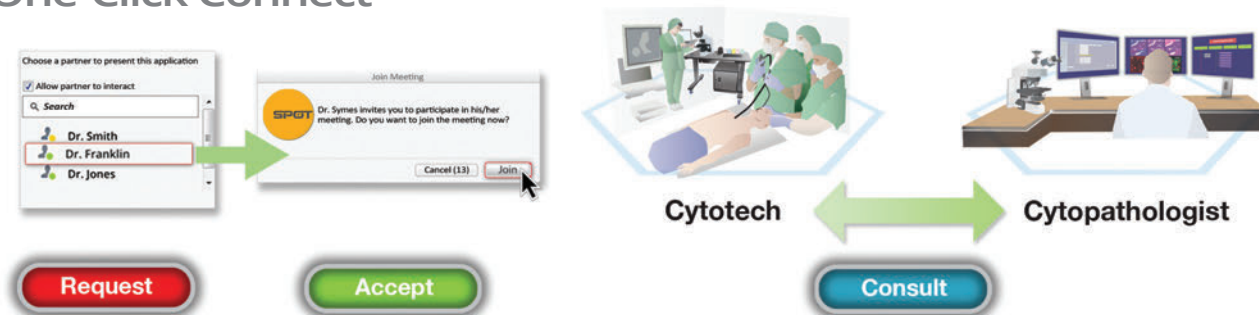
2- [www.usnews.com/info/blogs/press-room/articles/2016-08-02/us-news-announces-the-2016-17-best-hospitals](http://www.usnews.com/info/blogs/press-room/articles/2016-08-02/us-news-announces-the-2016-17-best-hospitals)

3- Based on \$68/ evaluation, 5 minutes per telepathology ROSE, 2000 FNA/year, 1000 EBUS /year

# CytoXpress™ Captures the Reimbursement Your Team Deserves!

CytoXpress™ is a telepathology imaging system that allows cytopathologists to perform sign-out until the moment they are needed for ROSE consults. This method maintains sign-out productivity while capturing the ROSE CPT reimbursement.

## Telepathology | One-Click Connect



In this workflow, the cytotechnologist provides the on-site support for the radiological procedure by preparing the slide, conducting initial scans and then connecting to the cytopathologist's desktop for confirmation of the findings. This confirmation typically takes less than 5 minutes and captures the CPT reimbursement. **The result is a \$816/hour rate of return that compares favorably with the typical sign-out rate of \$556/hour.**

## Ready, Set, Go... Implementation is Easy

**SPOT Imaging provides the expertise to assist your team with each phase of implementation:**

**Demonstrations:** The SPOT Virtual Demo can quickly and conveniently show your team the CytoXpress workflow and validate the practicality of the CytoXpress solution.

**IT Qualification:** IT security assurance is an important responsibility of any hospital. SPOT's IT management team can readily answer your IT department's questions and outline the installation process.

**Budgeting:** Capital Committee presentations can be daunting to prepare. SPOT provides assistance in preparing your budgetary presentation with calculators, quotes and infographics that show investment, savings, revenue and ROI. Additionally, SPOT can provide links to peer-reviewed articles regarding studies that support each of the foundation principles of implementation.

**Preinstall Prep, Installation and Training:** Our experienced installers will provide your team with pre-install check lists and schedule reminders. At installation we uncrate, check-in components, assemble and configure the system to the specific preferences of your institution. Even though the CytoXpress is easy to learn and use, we provide on-site personnel training and initial-use support to ensure your team successfully adopts the CytoXpress workflow.

**Service and Subscription:** Ongoing support is essential to ensure that your system is ready to use when your team needs it. SPOT provides a variety of service plans designed to meet the needs of your institution. These plans cover hardware warranty and service, software subscription and technical help desk services. Contact us for details.

# CytoXpress Addresses the Needs of Users



## **Radiologists, Pulmonologists and Gastroenterologists** Needs:

Increase procedures performed and revenue

Limit unreimbursed secondary procedures

Increase patient satisfaction

## **CytoXpress** Provides:

Increased ROSE support from Pathology

Ensured adequacy during the primary procedure

Reduced unnecessary secondary procedures



## **Hospital Administrators** Needs:

Increase hospital revenue

Limit unreimbursed secondary procedures

Increase TPS score

Retain leading physicians

Maintain reputation of the institution

## **CytoXpress** Provides:

Increased EUS procedures performed

Ensured adequacy during the primary procedure

Reduced unnecessary secondary procedures

Optimized workflow for physician and staff

Increased diagnostic support of procedures



## **Cytopathologists** Needs:

Make ROSE support cost effective

Increase Lab revenue

Limit forced overtime due to inefficiency

Ensure Cytotechnologists support

Enable subspecialty support

## **CytoXpress** Provides:

Increased reimbursement rate of \$816/hr.

Capture of CPT reimbursement on Cytotech ROSE support

Elimination of wasted travel & procedure wait time

Instant connection to Cytotechnologists as needed

Connection across the hall or across the country



## **Cytotechnologists** Needs:

Easy to learn, easy to use

Ensure Cytotechnologists support

Comfortable viewing

## **CytoXpress** Provides:

Optimization for Cytopathology ROSE support

Cytopathologist Telepathology connection in 10-15s

Adjustable Height Station with ample work area



## **IT Departments** Needs:

HIPPA compliant

Easy management of users and privileges

Registered user and guest user support

## **CytoXpress** Provides:

Encrypted data stream and PHI field mask

Management Module that conveniently manages users

Secure support for registered and guest attendees



# CytoXpress is a Budget Positive ROI Solution

## Impact on the Hospital:

One Additional **EUS** Procedure per Day:



5 EUS  
Procedures  
per week

$$\begin{aligned} & \times \$25K^1 = \$125K \\ & \times 50 \text{ Weeks Per Year} \\ & = \$6.25M \\ & \text{Per Year!} \end{aligned}$$

**...ROI in Less than One Week!!**

In many hospitals, the number of EUS procedures performed is limited by a lack of Cytopathology Rapid On-Site Evaluation (ROSE) capacity. CytoXpress extends your ROSE capacity providing Cytopathology resources via telepathology links. ROSE consults are now available when and where they are needed, across multiple hospitals and delivered within minutes of each other.

(<sup>1</sup> "How to make \$25,000 on each EBUS" PulmCCM.org, April 24, 2012)



## Impact on the Cyto Pathologist:

**CPT** Capture:

$$\begin{aligned} & \$200K \text{ per year} = 2000 \text{ FNA/yr} \times \$100 \text{ per FNA}^2 \\ & +\$100K \text{ per year} = 1000 \text{ EBUS/yr} \times \$100 \text{ per EBUS} \end{aligned}$$

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$$\$300K = \text{Total CPT Capture}$$

**...ROI in Less than One Month!!**

Reversing the reimbursement revenue drain comes from working smarter not harder. CytoXpress leverages Cytopathology consult time and allows for the cost-effective capture of CPT revenue that is otherwise foregone by using Cytotechnologists alone for consultation.

(<sup>2</sup> Three passes average)

**How will your practice  
replace dropping  
CPT revenues?**

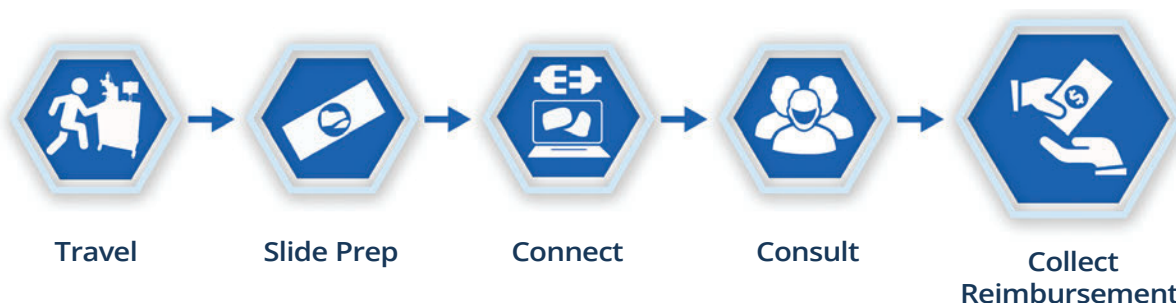


# CytoXpress makes telepathology supported ROSE practical

CytoXpress is purpose-built to easily navigate through the hospital while providing ample on-site workspace. This is accomplished by mounting the computer on its own ergonomic arm that allows it to be positioned as needed while keeping your table space open for your slide prep work.

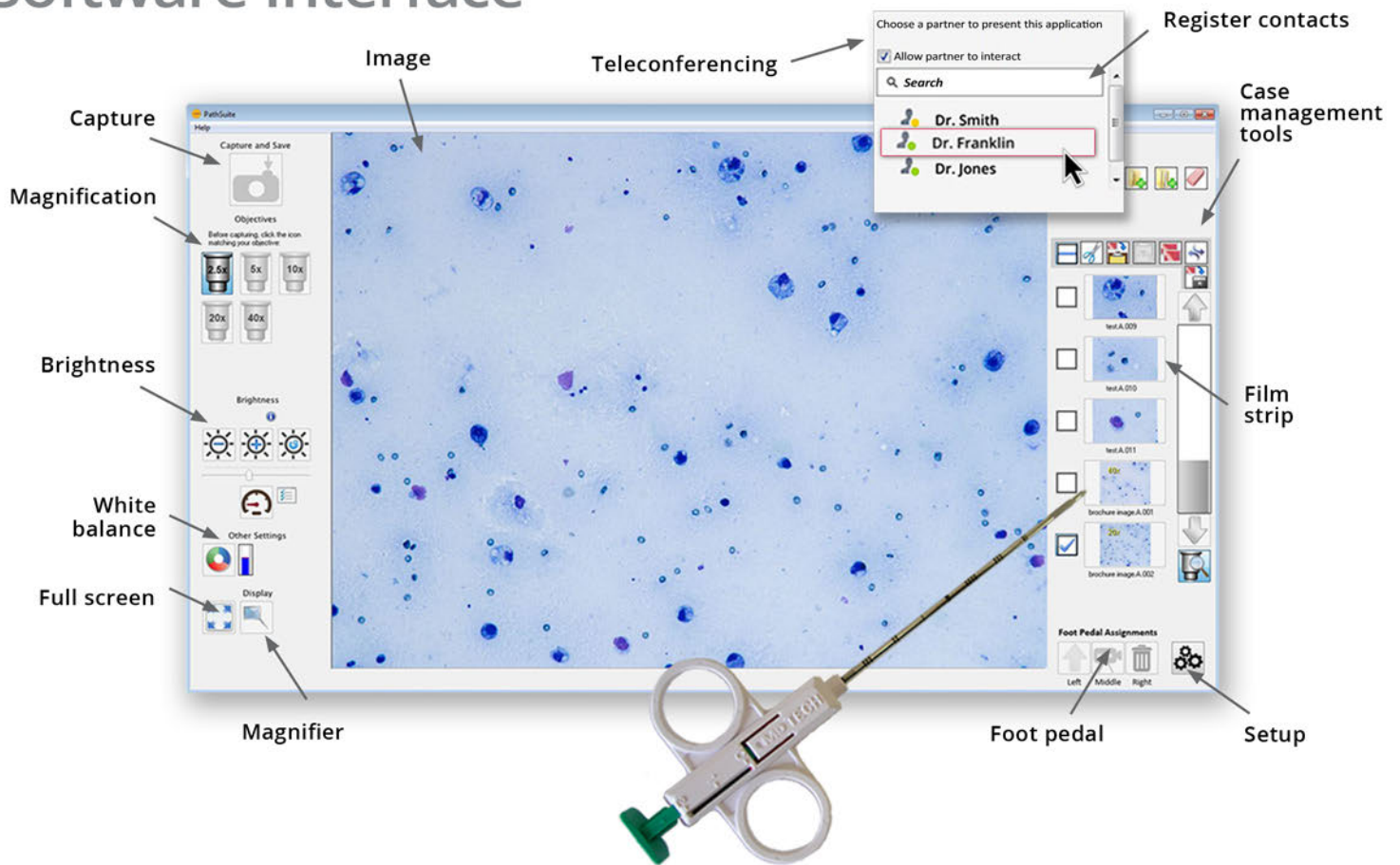
Your comfort was in mind when we designed the table top to raise and lower to match your height and work practices as well as that of your colleagues. Additionally, CytoXpress cart includes an easily stowed, adjustable height stool for microscope viewing or waiting for the procedure.

A standard microscope ensures quick slide review while supporting telepathology presentation via the high speed, high resolution camera. The system eliminates computer startup and login delays by running on battery power during transport. Once on-site, the system is plugged into a local power source and connects to the LAN via Cat5 cable or WIFI. The telepathology session is initiated with a single click and the interactive telepathology connection is running within 10-15s. Consultations are typically completed within five minutes and the Cytopathologist is back to sign-out with the CPT reimbursement captured. Cytopathologists can now support the increasing ROSE workload requests without jeopardizing their personal time or their practice income.





# Software Interface



CytoXpress provides the functionality needed to get the consult done without the cost, complexity and delay of entry level Whole Slide Image solutions. It is easy to learn, simple use and provides a streamlined workflow for Rapid-On-Site-Evaluation of FNA & EUS samples.

## Software Key Features:

- Easy to learn, easy to use, graphical user interface
- Single click connection to colleagues in your contacts list
- HIPPA compliant
- Live audio stream (bi-directional VoIP) w/ noise cancelling speaker
- Live video stream 15-30 fps
- Auto brightness with manual brightness offset
- Region of interest magnifier for viewing cellular detail
- Interactive cursor, annotation and measurement tools
- Image capture and auto-archive to case folder



CytoXpress™ features optimized for ROSE Consult

# SPOT Integrated Pathology

## Clinical Team Needs:

Team Collaboration

Streamlined Workflows

Clear Professional Presentations

Support of Existing Infrastructure

Easy to Budget

Stepwise Implementation

## PathSuite Provides:

Central Archive and Telepathology Links

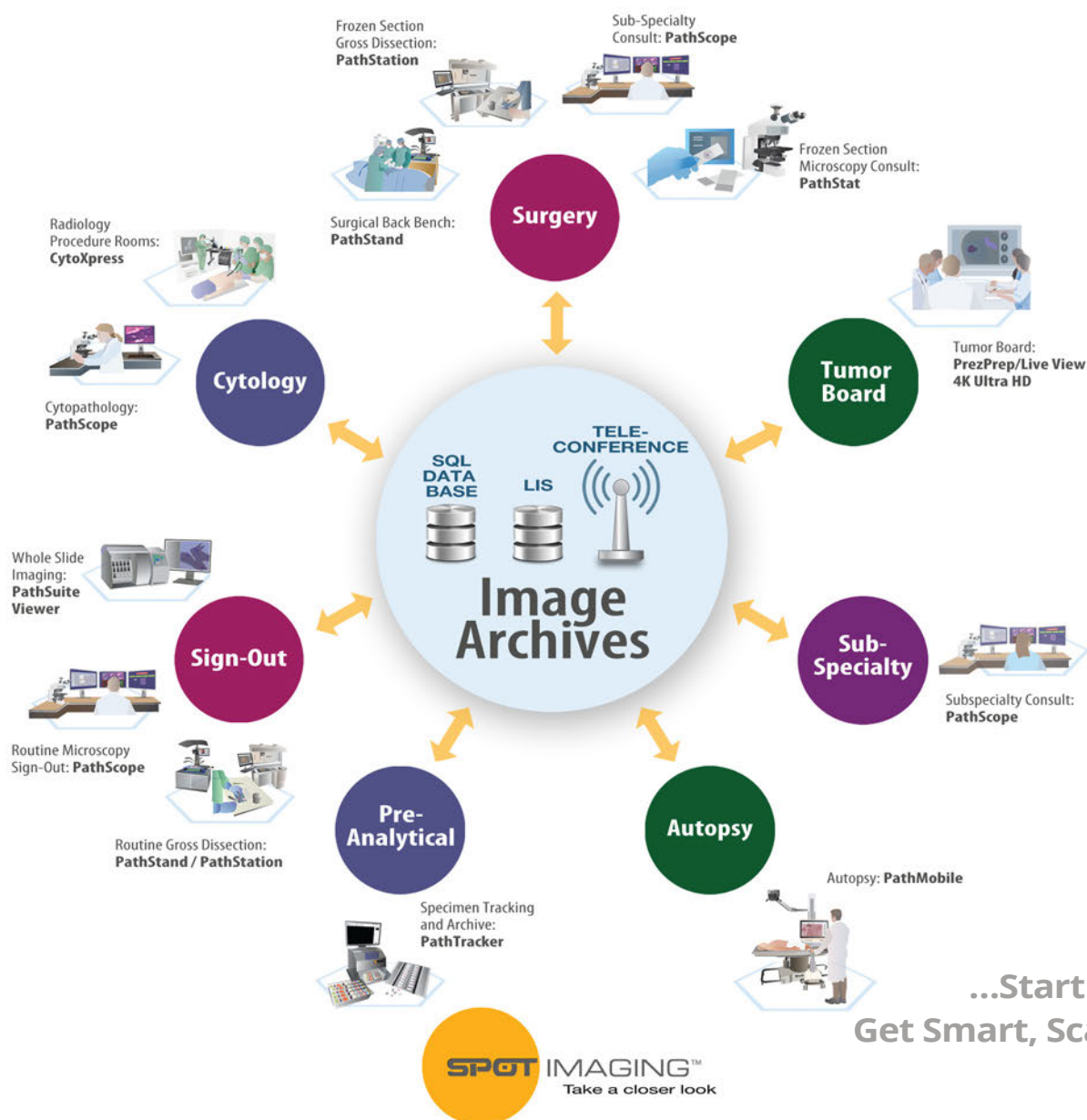
Purpose Designed Hardware and Software

Great Images, Clean Layouts

Configurable Hardware and Software

Budget Positive ROI's

Expandable, Interconnected, Modular Solutions



6540 Burroughs Avenue • Sterling Heights • MI • 48314-2133

phone: 586.731.6000 • fax: 586.731.6469

CytoXpress Brochure Rev A