

Angiographics

Incorporated

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Selective Laser Trabeculoplasty (SLT) Fee Structure

Dear Doctor,

Thank you for your interest in our SLT laser rental program.

We offer the SLT laser in your office on a per-treatment fee basis. The fee for the visit depends on the number of procedures performed during the visit. This sliding scale visit fee is detailed in the table below:

Per-Visit Fees (Sliding Scale)

The following chart demonstrates the total you would pay based on the number of treatments performed:

Number of Rx per visit	Total Visit Fee	Total Medicare Reimbursement**
1*	\$250 (*minimum visit fee)	\$ 361.93
2	\$250	\$ 723.86
3	\$375	\$1,085.79
4	\$475	\$1,447.72
5	\$550	\$1,809.65
6	\$600	\$2,171.58
7	\$650	\$2,533.51
8	\$700	\$2,895.44
9+	\$700 + \$30 per addtl Rx	\$3,257.37 + \$361.93 per addtl Rx

*Note: There is a minimum fee of \$250

**2012 Medicare reimbursement for CPT 65855 - Greater Boston locality; other locations and carriers may differ)

For example, if 1 procedure is performed during a visit, the fee will be \$250 for the visit. The visit fee for 4 procedures would be \$475, and the visit fee for 8 procedures would be \$700; thereafter, the visit fee increases by only \$30 for each procedure. For example, a visit where 9 procedures are performed would be \$730.

We have endeavored to design a pricing system that makes SLT easy to incorporate into the physician's practice. The sliding scale enables the physician to ease into SLT without expensive capitalization, on one hand, and remains competitive with other options if volume increases. Since the unit cost per Rx decreases as the number of treatments per visit increases, **many physicians schedule their visits every two months**, to take advantage of the sliding scale and assure more patients per visit. SLT procedures take about the same time to perform as Argon Laser Trabeculoplasties (usually between 10-15 minutes); most practices schedule 4-6 Rx per hour.

As you can see, the **average** cost per procedure drops as volume increases, from \$125/rx (if you only do 2 SLT's in a visit) to under \$60/rx (if you do more than 15 SLT's). Even for high volume clients, using Angiographics' SLT is more cost-effective than owning.

Examples:

For 3 Rx, the visit fee is \$375
For 6 Rx, the visit fee is \$600
For 14Rx, the visit fee is \$880
(\$700 for the 1st 8 plus 6x\$30)