



Key Takeaways

- Integration of the Cardea SOLO™ Arrhythmia Analysis System in two Georgia outpatient cardiology practices of varying size, volume, payer mix and geographic location yielded consistently positive financial impact across claims review periods ranging from 3-4 months.
- Overall total O295T claims denial rates in this analysis were < 1% across both practices with all payers, along with predictable Medicare Payment.
- Negligible variance from claim to claim and may also produce significant upside (+48%) for claims submitted to commercial payers.

Background

To measure the operational and financial impact of Cardea SOLO System adoption, the Cardiac Insight Market Access & Reimbursement team conducted a detailed business review of two outpatient cardiology practices in different geographic locations in the State of Georgia. Individual financial results were aggregated and annualized to assess the net financial benefit of integrating Cardea SOLO System all-inclusive long-term ambulatory ECG monitoring in-house after eliminating all or most outsourced ECG services.

Claims Data Analysis

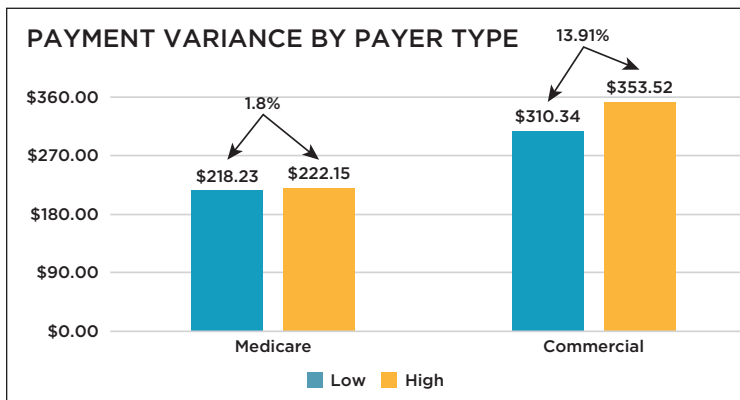
AVG. NUMBER OF PROVIDERS PER ACCOUNT	2-3
MONTHS OF CLAIMS DATA AVAILABLE	3-4
TOTAL CLAIMS SUBMITTED ¹	79
MEDICARE CLAIMS	37 (46.84%)
COMMERCIAL CLAIMS	42 (53.16%)
AVG. MEDICARE REIMBURSEMENT PER CLAIM	\$220.98 (37 claims/\$8,176.43)
LOW-HIGH MEDICARE PAYMENT VARIANCE BETWEEN PRACTICES	1.8% variance (\$218.23; \$222.15)
AVG. COMMERCIAL REIMBURSEMENT PER CLAIM	\$327.81 (42 claims/\$13,768.18)
LOW-HIGH COMMERCIAL PAYMENT VARIANCE BETWEEN PRACTICES	13.91% variance (\$310.34; \$353.52)
AVG. COMMERCIAL PAYER CLAIM REIMBURSEMENT VS. AVG. MEDICARE CLAIM	+48.34%
GROSS PROFIT PER CLAIM	\$127.78
TOTAL ANNUALIZED PROFIT	\$33,861.70

¹ Denied Claims: <1%. NOTE: 0 claims denied (N=79 total claims submitted)



Methodology

The Cardiac Insight Market Access & Reimbursement team worked with consenting cardiology practice administrators to conduct claims analyses for the purposes of delivering individualized business performance reviews after three to four months of Cardea SOLO System practice adoption. Collected and analyzed data included the total number of submitted 0295T global code claims, payer mix, any claims payment issues and total actual payments by insurers, using partial year actual payments to project annualized net gross profit margin as needed. Gross profit margin is defined as the acquisition cost (purchase price) of Cardea SOLO Sensors less practice collections from payers.



**+48% Commercial
Payer Claim
Reimbursement**

**<1 Claim Denial
(N=79 Claims
Submitted)**

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