

Financial Benefits Phrazer System

The following calculations serve to illustrate the financial benefits associated with the implementation of Phrazer Systems in an Emergency Department. 24,000 patient encounters are assumed and combined with ED specific averages.

Relative Service Cost

The Phrazer System is effectively employed to perform in concert with staff and the medical record. The System performs vital repetitive tasks while allowing staff to perform at top of licensure. The overall result is enhanced continuity and quality of care, efficient processes while simultaneously reducing costs.

Use Case	Traditional Method (Provider Alone)				CITE Method (Phrazer System)				Difference (per Patient)	%	Target Pop	Hours Saved	Annual Cost Difference
	Provider	Provider Rate (Hourly)*	Provider Time (Hrs)	Total Cost/Engagement	Phrazer Rate (Hourly)	Phrazer Time (Hrs)	Provider Time (Hrs)	Total Cost/Engagement					
ED - Patient Experience	Reg	\$30.00	0.10	\$3.00	\$1.00	0.10	0.00	\$0.10	\$2.90	90%	21,600	2,160.00	\$62,640.00
Chief Complaint	MD	\$250.00	0.15	\$37.50	\$1.00	0.15	0.07	\$17.65	\$19.85	70%	19,200	1,536.00	\$381,120.00
Triage	RN	\$60.00	0.09	\$5.40	\$1.00	0.09	0.03	\$1.89	\$3.51	70%	16,800	1,008.00	\$58,968.00
Crutches Education	RN	\$60.00	0.25	\$15.00	\$1.00	0.25	0.08	\$5.05	\$9.95	20%	4,800	816.00	\$47,760.00
Discharge Education	RN	\$60.00	0.25	\$15.00	\$1.00	0.25	0.08	\$5.05	\$9.95	70%	16,800	2,856.00	\$167,160.00
Informed Consent	MD	\$250.00	0.25	\$62.50	\$1.00	0.25	0.08	\$20.25	\$42.25	50%	12,000	2,040.00	\$507,000.00
Medication Reconciliation	RN	\$60.00	0.35	\$21.00	\$1.00	0.35	0.08	\$5.15	\$15.85	70%	16,800	4,536.00	\$266,280.00

Total: 14,952.00 \$1,490,928.00

There are additional financial and harmonization benefits when engaging Limited English Proficiency (LEP) patients with Phrazer/Kitsune.

		Triage							
		English				Non-English			
		w/o Phrazer		With Phrazer		w/o Phrazer		With Phrazer	
Resource	Rate	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost
RN	\$60.00	0.09	\$5.40	0.03	\$1.80	0.15	\$9.00	0.03	\$1.80
MD	\$250.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00
Scribe	\$20.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00
Interpreter	\$85.00	0.00	\$0.00	0.00	\$0.00	0.10	\$8.50	0.00	\$0.00
Phrazer	\$1.00	0.00	\$0.00	0.09	\$0.09	0.00	\$0.00	0.09	\$0.09
Cost per Encounter			\$5.40		\$1.89		\$17.50		\$1.89
Cost per Year	11,760		\$63,504.00		\$22,226.40	5,040	\$88,200.00		\$9,525.60
Cost Difference			\$41,277.60				\$78,674.40		
Cost Savings			\$119,952.00						

		Chief Complaint							
		English				Non-English			
		w/o Phrazer		With Phrazer		w/o Phrazer		With Phrazer	
Resource	Rate	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost
RN	\$60.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00
MD	\$250.00	0.15	\$37.50	0.07	\$17.50	0.15	\$37.50	0.07	\$17.50
Scribe	\$20.00	0.15	\$3.00	0.07	\$1.40	0.15	\$3.00	0.07	\$1.40
Interpreter	\$85.00	0.00	\$0.00	0.00	\$0.00	0.15	\$12.75	0.07	\$5.95
Phrazer	\$1.00	0.00	\$0.00	0.25	\$0.25	0.00	\$0.00	0.25	\$0.25
Cost per Encounter			\$40.50		\$19.15		\$53.25		\$25.10
Cost per Year	11,760		\$476,280.00		\$225,204.00	5,040	\$268,380.00		\$126,504.00
Cost Difference			\$251,076.00				\$141,876.00		
Cost Savings			\$392,952.00						

		Informed Consent							
		English				Non-English			
		w/o Phrazer		With Phrazer		w/o Phrazer		With Phrazer	
Resource	Rate	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost
RN	\$60.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00
MD	\$250.00	0.25	\$62.50	0.08	\$20.00	0.25	\$62.50	0.08	\$20.00
Scribe	\$20.00	0.25	\$5.00	0.08	\$1.60	0.25	\$5.00	0.08	\$1.60
Interpreter	\$85.00	0.00	\$0.00	0.00	\$0.00	0.25	\$21.25	0.08	\$6.80
Phrazer	\$1.00	0.00	\$0.00	0.25	\$0.25	0.00	\$0.00	0.25	\$0.25
Cost per Encounter			\$67.50		\$21.85		\$88.75		\$28.65
Cost per Year	8,400		\$567,000.00		\$183,540.00	3,600	\$319,500.00		\$103,140.00
Cost Difference			\$383,460.00				\$216,360.00		
Cost Savings			\$599,820.00						

		Medication Reconciliation							
		English				Non-English			
		w/o Phrazer		With Phrazer		w/o Phrazer		With Phrazer	
Resource	Rate	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost	Qty (Hrs)	Cost
RN	\$60.00	0.35	\$21.00	0.08	\$4.80	0.35	\$21.00	0.08	\$4.80
MD	\$250.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00
Scribe	\$20.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00	0.00	\$0.00
Interpreter	\$85.00	0.00	\$0.00	0.00	\$0.00	0.35	\$29.75	0.08	\$6.80
Phrazer	\$1.00	0.00	\$0.00	0.35	\$0.35	0.00	\$0.00	0.35	\$0.35
Cost per Encounter			\$21.00		\$5.15		\$60.75		\$11.95
Cost per Year	11,760		\$246,360.00		\$60,564.00	6,480	\$328,860.00		\$77,436.00
Cost Difference			\$186,396.00				\$251,424.00		
Cost Savings			\$437,820.00						

Increased Revenue Pathways

Phrazer effectively operationalizes and consistently applies reimbursable CITE engagements across all demographics without interruption to patient flow and staff performance.

Description	Rate	Base Qty	Target %	Adj Qty	UM	Total	CPTCode**	Relative Value Units (RVU)
Smoking Cessation (3-10 min)	\$12.55	24,000	8%	1,920	ED Visit	\$24,086.50	99406	0.35
Smoking Cessation (>10 min)	\$26.17	24,000	8%	1,920	ED Visit	\$50,237.55	99407	0.73
Alcohol and/or substance abuse structured screening and brief intervention services (15-30 min)	\$33.69	24,000	20%	4,800	ED Visit	\$161,723.62	99408	0.94
Alcohol and/or substance abuse structured screening and brief intervention services (>30 min)	\$67.38	24,000	20%	4,800	ED Visit	\$323,447.23	99409	1.88
Annual Depression Screener	\$17.36	24,000	50%	12,000	ED Visit	\$208,320.00	G0444	

Total Revenue: \$767,814.89

*The Medicare payment is determined by multiplying the RVUs by the Conversion Factor. At this writing, the CF for 2016 is \$35.843.

Example CPT Codes 99281-99285: ED visit for the evaluation and management of a patient requires the following key components: history, examination, medical decision making, and counseling/coordination of care. The Phrazer System accurately gathers the information (comprehensive History - History of Present Illness, Past, Family, and Social History, and Chief Complaint) and documents it in the EHR with a timestamp to meet the requirements for reimbursement. The Phrazer System provides additional benefits related to counseling/coordination of care activities by offering patient and family education.

Description	Rate	Requirements	CPT Code	Relative Value Units (RVU)
Level I ED Exam	\$21.51		99281	0.6
Level II ED Exam	\$41.94		99282	1.17
Level III ED Exam	\$62.73	1 out of 3 elements required (Family/Social/Past Medical History)	99283	1.75
Level IV ED Exam	\$119.00	2 out of 3 elements required (Family/Social/Past Medical History)	99284	3.32
Level V ED Exam	\$175.63		99285	4.9