

# PADnet™ 2.0

Disease Management System



SOLUTIONS FOR A CONTINUUM OF VASCULAR CARE

**BioMedix™**

# PADnet™ 2.0

## Disease Management System

### **PADnet™ Disease Management System 2.0: A Collaborative Approach**

**Equip your hospital and healthcare system with the ability to increase efficiency, provide superior service and outcomes and create a center of excellence.**

Peripheral Artery Disease (P.A.D.) affects more than 10 million Americans,<sup>1</sup> and vascular disease results in an estimated 100,000 amputations each year.<sup>2</sup> Patients with Peripheral Artery Disease (P.A.D.) have a two- to six-fold increase in cardiovascular mortality.<sup>3</sup> These devastating events could be prevented through revascularization, drug therapy and lifestyle changes. The missing link has been an integrated solution that starts with the early diagnosis of vascular disease — PADnet™ Disease Management System 2.0 (PADnet™ DMS 2.0).

PADnet™ DMS 2.0 is a turnkey collaborative care program designed to find patients with vascular disease (P.A.D. and Chronic Venous Insufficiency [CVI]) as early as possible in the community via PADnet™+ testing devices. The seamless network connects patients with the best specialist for higher levels of study and intervention, leading to more treatment options for patients with disease. The comprehensive suite of software tools that are implemented in the continuum of care platform enables hospitals to track clinical and financial outcomes of their vascular labs and interventional suites.

Barriers to early diagnosis have included broken links between community primary care physicians, vascular labs, vascular specialists and hospitals; leading to turf conflicts and liability risks.

Until recently, community physicians did not have collaboration-enhancing diagnostic tools. The result of these disconnects has been delayed diagnosis, lost time, insufficient use of resources, and at worst, the loss of human life.

BioMedix™ has a solution to this problem — a care platform that connects community physicians with vascular labs, vascular labs with vascular specialists, and vascular specialists with healthcare systems. Innovative hardware, Health Information Technology (HIT) software and services support healthcare providers with a complete set of integrated tools, from diagnosis to intervention and beyond.

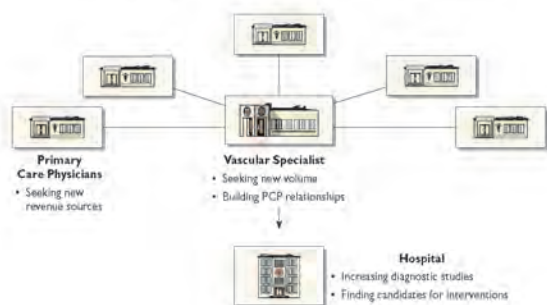
Healthcare systems will increasingly be asked to simultaneously increase quality while decreasing cost. Pressures are coming from government and third party payers, the demands of well-informed baby boomers and new technological imperatives. Healthcare systems that embrace these new realities will become centers of excellence through the innovative PADnet™ Disease Management System 2.0.

1. Hirsch, A., et al. (2001). Peripheral arterial disease detection, awareness and treatment in primary care. *JAMA*, 281(11), 1317-1324.

2. Limb Loss Task Force/Amputee Coalition (2011). *Roadmap for limb loss prevention & amputee care improvement*. Retrieved on August 16, 2011 from [https://secure3.convio.net/acoa/site/SPageNavigator/White%20Papers/white\\_papers\\_secure.html](https://secure3.convio.net/acoa/site/SPageNavigator/White%20Papers/white_papers_secure.html)

3. Hirsch, et al. (2007). Gaps in public knowledge of peripheral arterial disease. The First National P.A.D. Public Awareness Survey. *Circulation*, 116;2086-2094.

#### Linking PCP Offices with Specialists



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### **Ensure the Success of Your Program**

#### **PADnet™ DMS 2.0 Total Support**

- Unparalleled support and personalized guidance
- Dedicated Program Manager leadership
- Data upload and conversion assistance

#### **PADnet™+ Connect**

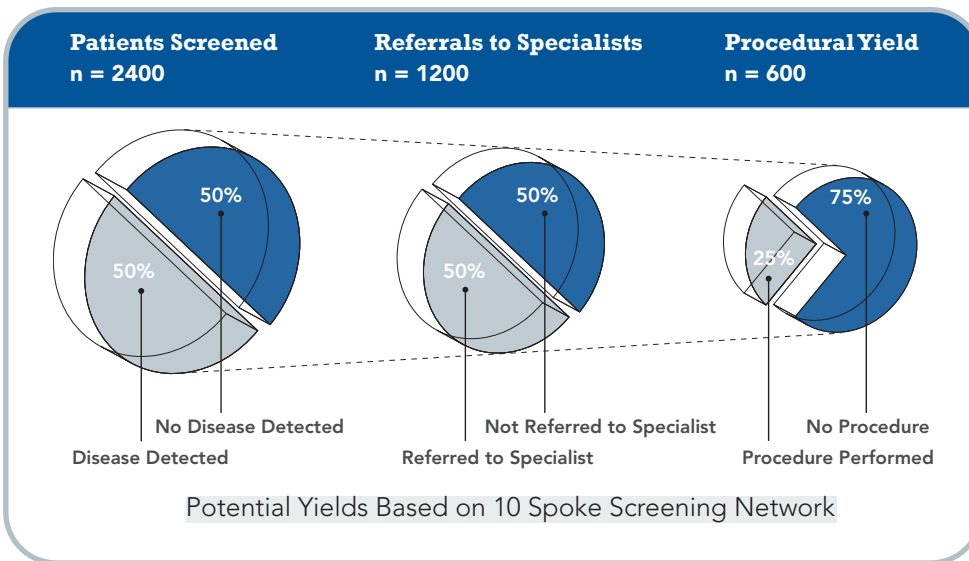
- Exclusive, streamlined networking of testing locations
- Promotes growth of PADnet™+ testing and referral network
- Encourages maximum program participation

## A Value Added Opportunity

Of the 2,400 patients tested with the PADnet™ device, 50% were referred to a specialist for further studies as positive for P.A.D. based on results of an ABI and a PVR waveform. Of that 50%, half, or 25% of the original screening group (600 patients), were referred onto the interventional lab for a procedure to restore blood flow.

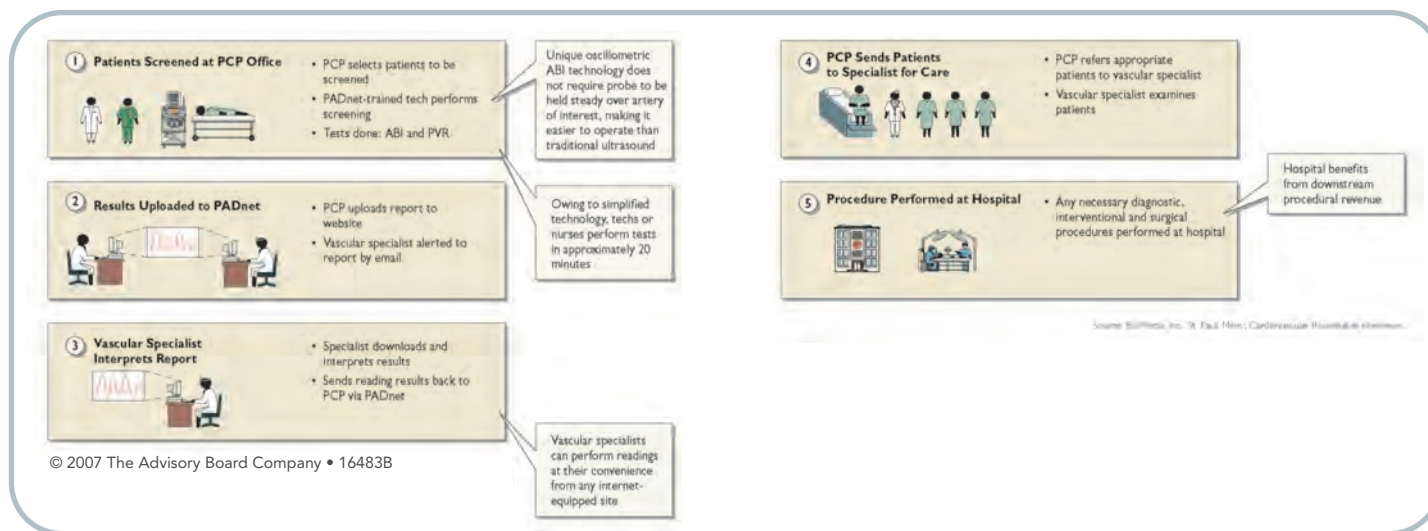
The other 600 patients with P.A.D. that were not referred to the interventionalist were returned to their primary physician for medical management and surveillance. This was accomplished due to early identification and the limited progression of disease.

## As Seen in the Cardiovascular Roundtable, 2007 Boosting Volumes, Generating Specialist Visits and Procedures



## Collaborative Care Partnerships

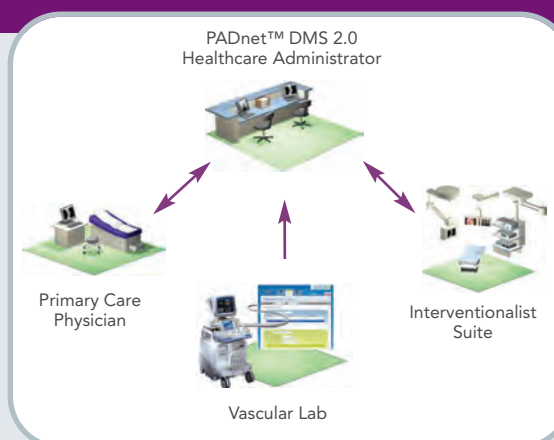
### PCPs Screen Patients for Specialist Review



## Intuitive Navigation for Your Hospital and Physician Staff

### PADnet™ DMS 2.0 supports existing standards for seamless systems integration

PADnet™ DMS 2.0 works in the most demanding environments via scalability, interoperability and uninterrupted workflow. PADnet™ DMS 2.0 features an advanced cloud-based interface that allows Healthcare Administrators to access and analyze network activity, accurately track referral patterns and view and print reports.



## What Hospitals are Saying

*"We use the PDMS [PADnet™ DMS 2.0] program to achieve three goals: 1. To strengthen the relationship between our referring physicians and our vascular specialists. 2. To create a structure around which multiple physician groups (cardiology, vascular surgery and soon radiology) participate in a program with common reporting structures. 3. To increase volumes, both in imaging and procedures."*

MIKE RASMUSSEN

Executive Director, Metropolitan Cardiology Consultants  
Vice President, Cardiovascular Services, Mercy Hospital



## Healthcare Administration

PADnet™ DMS 2.0 lays the foundation for organizations to benchmark by procedure and by clinician to make informed decisions about quality of care. The customizable PADnet™ DMS 2.0 solution offers key benefits for healthcare administration: searchable financial analysis, real-time program tracking and complete transparency for quantifiable program results.

- KEY BENEFITS:**
- Community-based collaborative care model
  - Enhanced P.A.D. awareness and detection program
  - Web-based program reporting
  - Procedure, diagnostic and intervention tracking
  - Turnkey marketing launch program for hospitals
  - Enabling technology with fair financial return



## Interventional Practices

PADnet™ DMS 2.0 provides a powerful way to analyze information and improve operations. Reports pinpoint opportunities to improve quality, while other reports show performance against key metrics, including tools for better communication with referral physicians — the lifeblood of interventional practices.

- KEY BENEFITS:**
- Intuitive navigation driving trackable outcomes
  - Customized program view and level of access



## Community-Based Primary Care Offices

Primary care offices face increasing pressure to manage and evaluate more complex patient issues, while increasing quality and outcomes during the management of the patient. PADnet™+ provides efficiencies in testing of symptomatic patients for P.A.D. Networking primary care physicians and interventionalists creates a comprehensive collaborative care model. This approach supports HIPAA-compliant practices in the early identification and treatment of P.A.D. PADnet™ DMS 2.0 provides the framework for a strong continuum of care and fair financial return.

- KEY BENEFITS:**
- Rich data for better diagnosis and collaboration
  - Easy to use automated technology
  - Turnkey marketing launch program for physician practices



## What Vascular Specialists are Saying

*"PADnet™+ is a simple and clinically useful test for the diagnosis of CVI."*

TOM FOGARTY, MD

Inventor of the Fogarty balloon catheter

*"It is well known that P.A.D. is under diagnosed and under treated. And this failure leads to high rates of cardiovascular ischemic events. The biggest obstacle to early diagnosis has been low rates of office-based P.A.D. diagnosis. PADnet™+ offers a solution with a fast and easy to perform P.A.D. detection system. In over a year's experience, our PADnet™+ sites have referred symptomatic patients and 30% of them benefited from interventional procedures. With PADnet™+, we are truly able to make a difference"*

JOHN D. MARTIN, MD

Director, Vascular Institute at Anne Arundel Medical Center  
Annapolis, MD

# Tracking the Outcomes of a Collaborative Care Model PADnet™ Disease Management System 2.0

## PADnet™ DMS 2.0 Network Reporting

The PADnet™ DMS 2.0 Network Reporting Dashboard has advanced functionality and is the cornerstone of referral and financial data analysis for diagnostic and interventional suites.

Network Reporting allows hospital administration and cardiovascular service line managers to access an online dashboard of all network activity, abnormality rates, physician usage and more for each PADnet™+ testing site in the network. This data is critical to the success of the program.

## Report Options

Advanced graphing and reporting options, such as abnormality rate, referrals to interventional suite, patient history analysis, procedure type and financial overview, facilitate evidence-based decision-making.

All screenshots and report images are for illustration purposes only. Actual interface and report appearance may vary.

**Abnormals Per Physician: Arterial**  
Report range: 8/5/2010 - 9/5/2010  
Network: BioMedix™ Health System

Read Site: BioMedix™ Specialist Center (1234), Dr. Todd Johnson

Referring Physician	Tests Completed	Abnormal	ABI < 1.00	Abnormal PVR
Don Holmberg	5	1 (20%)	1 (20%)	1 (20%)
William Howard	1	0 (0%)	0 (0%)	0 (0%)
Rick Coyle	10	10 (100%)	0 (0%)	0 (0%)
<b>Test Site summary:</b>	<b>16</b>	<b>11 (69%)</b>	<b>1 (6.3%)</b>	<b>1 (6.3%)</b>

Read Site: BioMedix™ Associates, PC (8976)

Referring Physician	Tests Completed	Abnormal	ABI < 1.00	Abnormal PVR
Todd Johnson	5	1 (20%)	1 (20%)	1 (20%)
Debra Howard	1	0 (0%)	0 (0%)	0 (0%)
Drewa Schneider	10	10 (100%)	0 (0%)	0 (0%)
<b>Test Site summary:</b>	<b>16</b>	<b>11 (69%)</b>	<b>1 (6.3%)</b>	<b>1 (6.3%)</b>

Read Site: Specialist Associates (4567), Dr. Don Holmberg

Referring Physician	Tests Completed	Abnormal	ABI < 1.00	Abnormal PVR
Theodore Daley	5	1 (20%)	1 (20%)	1 (20%)
Nancy Carter	1	0 (0%)	0 (0%)	0 (0%)
David Peters	10	10 (100%)	0 (0%)	0 (0%)
Lindsay Ferguson	5	1 (20%)	1 (20%)	1 (20%)
James Chen	1	0 (0%)	0 (0%)	0 (0%)
Anthony Gallagher	10	10 (100%)	0 (0%)	0 (0%)
David Scott	1	0 (0%)	0 (0%)	0 (0%)
Marie Stewart	10	10 (100%)	0 (0%)	0 (0%)
<b>Test Site summary:</b>	<b>52</b>	<b>22 (42%)</b>	<b>2 (3.8%)</b>	<b>2 (3.8%)</b>

Test Site continued on next page...

**Revenue by Procedure: Diagnostic Lab**  
Report range: 8/5/2010 - 9/5/2010  
Network: BioMedix™ Health System

Procedure	Procedures Completed	Revenue per Procedure	Total Revenue
Abdominal Arterial Duplex	17	\$197	\$3,349
Abdominal Venous Duplex	5	\$197	\$985
Aorto-Biac Duplex	4	\$197	\$788
Bypass Graft Duplex	4	\$212	\$848
Cerebrovascular Duplex	7	\$208	\$1,456
Dialysis Access Duplex	5	\$181	\$905
Extremity Arterial Duplex	6	\$271	\$1,626
Iliac Study	1	\$197	\$197
Major Venous Study	1	\$209	\$209
Other Study	2	\$197	\$394
Peripheral Arterial Testing	4	\$159	\$636
Peripheral Venous Duplex	1	\$209	\$209
Tans Cranial Doppler	2	\$254	\$508
Post-Exercise Test	5	\$198	\$990
Venous Ultrasound Study	2	\$197	\$394
Visceral Arterial Duplex	1	\$274	\$274
<b>Network Summary:</b>	<b>67</b>		<b>\$13,768</b>

**Referrals to Interventional Suite: All Tests**  
Report range: 8/5/2010 - 9/5/2010  
Network: BioMedix™ Health System

Interventional Suite: BioMedix™ Specialist Center (1234), Dr. Todd Johnson Total Exams: 10

Test Site: BioMedix™ Vascular Center (0123)

CPT Code	Procedure	Number Completed
12345	Vascular Procedure	10
<b>Test Site summary:</b>		<b>10</b>
<b>Read Site summary:</b>		<b>10</b>
<b>Interventional Suite summary:</b>		<b>10</b>

Interventional Suite: BioMedix™ Intervention Center (1235), Dr. William Howard Total Exams: 6

Test Site: BioMedix™ Vascular Center (0125)

CPT Code	Procedure	Number Completed
12345	Vascular Procedure	6
<b>Test Site summary:</b>		<b>6</b>
<b>Read Site summary:</b>		<b>6</b>
<b>Interventional Suite summary:</b>		<b>6</b>

Network summary: 18

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## Developing Best Practices for Vascular Program Planning and Growth



- Enhanced Awareness & Detection Program
- Web-Based Program Reporting
- Community-Based Collaborative Care
- Recognized as a Vascular Service Line Best Practice by Cardiovascular Roundtable

### About BioMedix™

BioMedix™ is a leader in Health Information Technology (HIT) software, products and services that connect community physicians, vascular labs, vascular specialists and healthcare systems in a continuum of collaborative care.

We provide the only integrated suite of hardware, software and online services designed to cost-effectively detect vascular disease. Our award-winning suite of medical devices, advanced practice management and Electronic Health Record (EHR) software and web-based solutions give providers a more complete view of patient care.

This collaborative approach to diagnosing and managing vascular disease supports demands and desires by third party payers, government regulators and consumer trends.

**BioMedix™ products are designed to share information and work together in a continuum of care:**

**TRAKnet™ Lab** software improves lab efficiency and supports ICAVL accreditation.

**TRAKnet™ Outcomes** tracking software improves financial and therapeutic outcomes.

**PADnet™+** non-invasive vascular diagnostic system enables collaboration with interventionalists.

**TRAKnet™ PM** integrated Electronic Health Record (EHR) and Practice Management solution.

**PADnet™ Disease Management System 2.0** collaborative care program for developing best practices for vascular program planning and growth.

# BioMedix™

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PADnet™ is Approved



TRAKnet™ is Accepted

