Clinic Savings Calculator for EMR-Link Lab Orders

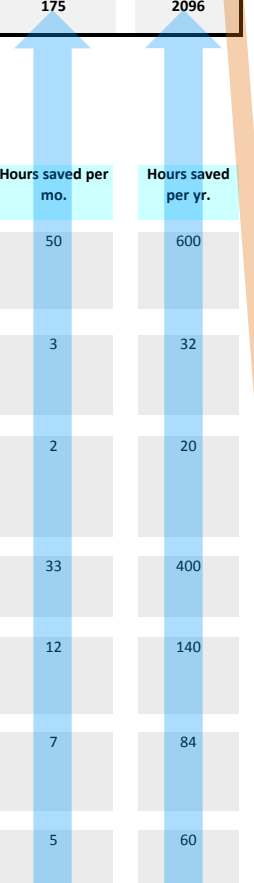| Input	Value	Input	Value
Providers ordering labs	10	Labs ordered per provider per month	200
Number of labs ordered per month	2000	Average hourly wage for clinic staff	$18

Practice Savings

	Per month	Per year
Total dollars saved	$3,144	$55,728
Total hours saved	175	2096

Savings from Orders/Results and Bi-Directional Lab Integration

			Workflow Events		Event time		Minutes saved per mo.	Hours saved per mo.	Hours saved per yr.
Faster, more accurate lab order entry	% of lab orders that are hand-entered into a LIS or middle-ware	100%	Number of hand-entered lab orders	2000	Minutes to hand enter an order	1.5	3000	50	600
Accurate matching of lab results to charts	Due to data entry errors, % of lab results that don't match to charts	4%	Number of chart matching errors that need to be fixed	80	Minutes to correct one matching error	2	160	3	32
Correct routing of results to the ordering physician	Because of errors in data entry % of lab results that don't route to ordering physician	10%	Number of lab results that don't route to ordering physician	200	Minutes to correct a routing error	0.5	100	2	20
Auto-reconcile of EMR lab order status	% of lab orders requiring manual update in the EMR	100%	Number of lab orders requiring manual status update	2000	Minutes to manually update an order status	1	2000	33	400
On-the-spot CMS medical necessity validation	% of Medicare lab orders missing ICD required by CMS (Medicare)	5%	Number of lab orders missing diagnosis required by CMS (Medicare)	100	Minutes to track down the diagnosis and update the chart	7	700	12	140
Validation of complete insurance information	% of lab orders with incomplete insurance data	3%	Number of lab orders with incomplete insurance data	60	Minutes to track down insurance info and call the lab	7	420	7	84
Reduced IT maintenance of lab interfaces	Number of labs your practice integrates with	1			Hours per month to support each interface	5		5	60

Savings from Enhanced Results

			Workflow Events		Event time		Minutes saved per mo.	Hours saved per mo.	Hours saved per yr.
Reduced call to patients	% of clinical calls as a result of labs	20%	Number of clinical calls as a result of lab results	400	Average time to complete a call with patient (include multiple attempts)	7	2800	47	560
Reduced time in mailing workflow	% of mailings to distribute lab results.	100%	Number of lab result mailings	2000	Average time to complete a paper mailing	0.5	1000	17	200
Savings from reduced mailing supplies	% of mailings to distribute lab results.	100%	Number of lab result mailings	2000	Material costs to mail out lab results via paper	$0.8			Mailing material savings

Lab Savings Calculator for EMR-Link Lab Orders

Total lab orders per month	65000	% of lab orders covered by Medicare	20
Number of lab orders covered by Medicare	13000	Average hourly wage for lab staff	$18

Lab Savings

	Per month	Per year
Total dollars saved	$14,700	$363,600
Total hours saved	817	9800

		Amount of activity		Activity time		Minutes per month	Hours per month	Hours per Year
Reduced data entry	% of lab orders that have to be hand-entered at accessioning	40	Number of hand-entered lab orders	26000	Minutes to enter one lab order	1	26000	433	5200
Fewer order errors	% data entry errors	5	Number of data entry errors	1300	Minutes to correct one error	2	2600	43	520
Reduced Medicare callbacks	% Medicare lab orders missing diagnosis requiring callback	10	Number of Medicare lab orders requiring callback	1300	Minutes for one clinic callback	12	15600	260	3120
Reduced IT maintenance of lab interfaces	Number of clinics with connectivity	20			Hours per month to support each clinic	4		80	960
Reduced Medicare writeoffs	% of Medicare lab requisitions written off due to missing diagnosis	3%	Number of Medicare insured reqs that are written off.	390	Avg cost of one lab req	$40			Yearly savings from reduced Medicare write-offs