

Improving

Clinical, Operational & Financial
Performance at
Pennsylvania Vascular Associates



UNIVERSITY OF
PENNSYLVANIA
HEALTH SYSTEM

Pennsylvania Vascular Associates, PC

Pennsylvania Vascular Associates, an affiliate of Pennsylvania Hospital, part of the University of Pennsylvania Health System, provides advanced vascular care and individualized treatment from two of Philadelphia's most experienced and renowned vascular specialists, Dr. Keith Calligaro and Dr. Matthew Dougherty. Dr's Calligaro and Dougherty have worked at Pennsylvania Hospital for approximately twenty years, providing some of the most advanced vascular care in the area.

Like most physician run non-invasive vascular labs, Pennsylvania Vascular Associates (PVA) faced a number of challenges. Some of these challenges included time consuming administrative efforts such as billing and collections exacerbated by the Deficit Reduction Act, patient scheduling and effective management and ongoing training of technologist staff including vacations, sick time and leave.

PVA realized that the choice to work with Navix' could help ensure adequate staffing, and enhance the financial stability of the practice, as well as reduce the risk of capital equipment investment. This would also remove pressures related to any ongoing lab accreditation and staff credentialing requirements.

PVA began a partnership with Navix in 2007 where Navix provides the equipment, accreditation and laboratory functions for non-invasive vascular studies. Although the lab had three experienced vascular technologists that had worked for Drs. Calligaro and Dougherty for 10-25 years, Navix provided additional technologists, purchased their existing equipment for their main office in Philadelphia, and continued a part-time vascular lab at PVA's satellite office in Cape May Courthouse, NJ.

"Navix helped us improve our overall profitability and enabled us to focus on patient care," said Dr. Calligaro. "As a result, our laboratory volume has increased."

PVA's lab volume grew from an average of 270 studies per month to its current monthly average of 350+ studies. The volume increases were a direct result of Navix' more efficient studies as well as marketing these new services to the referring physician community.

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- Keith Calligaro, MD, Chief of Vascular Surgery, Director of the Vascular Surgery Fellowship, Director of Medical Student Vascular Rotations at Pennsylvania Hospital in Philadelphia

“Not only did our patient volume grow, Navix greatly improved the operational efficiency of our lab.”

- Matthew Dougherty, MD



Some of the benefits of the Navix and PVA partnership include:

- **Improved process control**
- **Stable cash flow**
- **Minimal personnel issues**
- **ICAVL accreditation**
- **No capital expenditures**
- **Expansion opportunities without the need to invest**
- **Marketing PVA's services to the referring physician community**
- **Improved billing & collections**

“Not only did our patient volume grow, Navix greatly improved the operational efficiency of our lab,” said Dr. Dougherty. “This has really helped us maintain our focus on the patient community and providing the best levels of attention and care.”

In 2010, PVA performed more than 4,000 studies at both of its locations. . These studies include:

- **Arterial duplex ultrasound: cerebrovascular, transcranial Doppler, upper and lower extremity, aorta, renal, and mesenteric exams**
- **Venous duplex ultrasound: deep vein thrombosis (DVT), vein mapping and venous reflux evaluation**
- **Dialysis duplex ultrasound: to assess dialysis access sites**
- **Physiologic exams including segmental pressures and pulse volume recordings (PVRs)**

“Navix was able to continue our advanced clinical protocols that were critical in the proper diagnosis of our patients,” said Dr. Calligaro. “Our labs can offer same day diagnosis because we can schedule physician evaluations and studies on the same day.”

Operationally, Navix improved patient scheduling, coding, billing and collection processes, including the automation of exam completion and physician interpretation via a web-based reporting system. Streamlining and optimizing the administrative functions of the practice has enabled PVA to increase annual revenue by 183%. PVA's lab also received ICAVL accreditation through Navix.

“Navix is proud to be working with two of the best known vascular surgeons in the country,” says Bob Kane, Senior Vice President at Navix. “Our joint focus on clinical quality and patient care is what makes Navix and PVA a great partnership.”

NAVIX

Navix partners with health care providers to offer the most comprehensive cardiovascular program to their patients and referring physician community. With more than 20 years of servicing academic, metro and community hospitals as well as small and large medical practices, Navix' clinical and operational team guarantees the highest level of quality in every aspect of our service.

Navix' Vascular Lab program includes a full-service non-invasive vascular lab including registered vascular technologists, ICAVL accreditation, advanced clinical protocols, quality assurance, vascular screenings and marketing services.