

Busy Pulmonary Practice Brings Pulmonary Function Testing In-House



12" Portable EasyOne Pro® Boosts Practice Income; More Convenient for Patients



Industry: PFT Testing

Solution: EasyOne Pro®

Challenges

- Hospital PFT lab backups
- Need for rapid, accurate diagnosis
- Cost
- Space in office
- Accuracy of PFT results

Solutions

- Convenient in-office testing
- Instant results
- New income stream
- Quick ROI
- Small footprint
- Accurate ultrasound technology
- Automatic calibration
- No warm-up
- No service required

The Challenges

Festus Ndukwu, M.D. is one of five pulmonologists practicing with Southwestern Pulmonary Clinic in Joplin, MO, a city of 50,000 residents in the southwestern corner of Missouri. The city has a long history of lead mining and smelting, which may explain why the incidence of Chronic Obstructive Pulmonary Disease (COPD) in Joplin is more than 60 percent above the state average. Many of Southwestern Pulmonary Clinic's patients are in their 60s and 70s and suffer from a range of lung ailments, requiring regular diffusion capacity (DLCO) and lung volume monitoring. Dr. Ndukwu is office based. Although the practice had invested in a plethysmograph—a body box—for the office, Dr. Ndukwu and his colleagues still had to send patients to the local hospital's pulmonary function testing (PFT) lab for diagnostic tests. When he investigated purchasing PFT equipment to keep the test in-house, he discovered many machines were cost prohibitive.

The Solutions

A colleague told Dr. Ndukwu about EasyOne Pro, a portable pulmonary function testing (PFT) device made by spirometry market leader n d d Medical Technologies that performs all of the PFT testing his practice requires. EasyOne Pro's ultrasound technology:

- Eliminates the need for calibration or altitude adjustment
- Warms up instantaneously
- Delivers accurate results ready to print in less than 20 minutes

The portable device takes up only one square foot of space and can be wheeled to wherever the patient is. EasyOne Pro easily integrates with EMRs and other information systems and software upgrades are painless.

At Dr. Ndukwu's Southwestern Pulmonary Clinic, a respiratory therapist or medical assistant—the latter under the doctor's supervision—performs the testing. n d d Medical's clinical specialists provide training and support.



“The EasyOne Pro does everything a PFT lab does—a very nice machine that is very compact and pays for itself quickly.”

— Dr. Ndukwu

The Results

“EasyOne Pro gives us all of the things we need for our patients,” says Dr. Ndukwu. In addition, it’s been an important revenue booster for Southwestern Pulmonary Clinic: the partners quickly recouped their initial investment and now the device is adding to the practice’s bottom line each month. “It’s a good way to maintain an income stream and supports our income well,” adds Dr. Ndukwu.

Referrals from cardiologists have increased: like the pulmonary clinic patients, they appreciate the convenience of having required PFT testing and a doctor visit combined in one visit.

Dr. Ndukwu said EasyOne Pro offers other important benefits, including:

- Patients no longer have to travel to the hospital for most pulmonary function tests, saving time and increasing patient satisfaction.
- Claustrophobic patients prefer the EasyOne Pro to the body box.
- Instant results allowing for treatment to begin immediately.

“I would recommend EasyOne Pro to any pulmonology practice,” said Dr. Ndukwu. “Number one, it’s very small yet gives you everything a pulmonologist needs, and reimbursement is quite good.”

About ndd Medical Technologies

With a 40 percent of the U.S. spirometry market share, ndd Medical Technologies offers innovative, easy-to-use pulmonary function testing instruments that help clinicians diagnose and treat lung disease with greater precision. Its EasyOne® portable instruments take lung testing wherever it is needed, measuring DLCO, FRC, LCI and FVC. ndd’s patented ultrasonic TrueFlow™ technology eliminates problems associated with traditional methods of flow measurement, making testing fast, reliable and error free.

To learn more, visit www.nddmed.com.