

<b>Market Segment</b>
<ul style="list-style-type: none"> <li>Family Medicine</li> </ul>
<b>Medical Practice</b>
<ul style="list-style-type: none"> <li>Westminster Medical Clinic Westminster, CO</li> </ul>
<b>ICD-9-cm &amp; CPT Codes</b>
<b>ICD-9-cm Codes</b> <ul style="list-style-type: none"> <li>244.9 Hypothyroidism</li> <li>250.0 Diabetes Mellitus</li> <li>272.4 Hyperlipidemia</li> <li>278.0 Obesity</li> <li>401.1 Hypertension</li> <li>729.1 Fibromyositis</li> <li>780.5 Obs. Sleep Apnea</li> <li>783.1 Abnormal Weight Gain</li> </ul> <b>CPT Codes</b> <ul style="list-style-type: none"> <li>94690: Expired air analysis *</li> <li>99211-99214: E/M</li> </ul> <small>*Measurement can be billed separately or in conjunction with a patient office visit. Reimbursement cannot be guaranteed and is determined on an individual basis; most insurance carriers will cover the procedure if medical necessity is shown.</small>
<b>WatchWT System</b>
<ul style="list-style-type: none"> <li>MedGem (510k) indirect calorimeter</li> <li>MedGem Analyzer software</li> <li>Metabolism Matters trifold brochures.</li> <li>WatchWT Patient Education Materials</li> </ul>

### Company & Physician Overview

Westminster Medical Clinic (WMC) is a family physician office located in a Denver, CO suburb. WMC has approximately 7,000 patients, three family physicians, one physician assistant, one registered nurse (RN), and four medical assistants (MA). Dr. Scott Hammond, one of the family physicians at WMC, initiated the process of transforming the medical practice to become a National Commission for Quality Assurance (NCQA) certified patient-centered medical home. Currently, WMC offers group medical visits for their chronic disease patients.

### Why Integrate WatchWT at Westminster Medical Clinic?

Currently, WMC offers chronic care clinics for patients diagnosed with Diabetes, Cardiovascular Disease, and Asthma/COPD. Dr. Scott Hammond is leading these clinics and the control rate for his diabetes patients is very good. Currently, 65% and 87% of his diabetes patients have blood pressure values below 130/80 mmHg and 140/90 mmHg respectively. In addition, 63% of his diabetes patients have A1c levels below 7.0. Although, his patients are doing well, most have not improved their bodyweight. Understanding that continued weight gain will complicate and further progress many of his patients chronic illnesses, Dr. Hammond sought to implement Microlife Medical Home Solutions, Inc. WatchWT program to help chronic disease patients with managing bodyweight.

The WatchWT program includes the MedGem hand-held indirect calorimeter that measures resting oxygen consumption to determine resting metabolic rate; MedGem Analyzer software program to develop an individual treatment program; and Microlife's educational materials for patient education. In addition, Dr. Hammond wanted to include WatchWT into his established group visit program.

### Implementation Strategy

RN and MAs' training consisted of a 45-minute training on the MedGem device and software program and a two-hour workshop on group visit topics. The Physician and PA were briefly trained on the "key components" to the measurement and educational report. The billing department was informed of the CPT procedure code and ICD-9-cm codes that warrant medical necessity.

The medical provider determines the interest level and ambivalence of the patient to reduce bodyweight and if appropriate refers the patient to MedGem diagnostic procedure. The MA explains the procedure and provides a Metabolism Matters brochure outlining the pre-measurement requirements. The receptionist schedules the patient for the MedGem procedure.

On the day of the MedGem procedure the patient completes a patient-history questionnaire and rests in the patient lobby for 10-15 minutes. The MA obtains the patient's physical measurements and conducts the MedGem diagnostic procedure. Following the 10 minute procedure, the MA enters the patient's history and vital signs into the MedGem Analyzer software program. A detailed patient education report is printed and stored in the patients file for follow-up. The patient receives the report at the group visit or can schedule an individual follow-up appointment with their medical provider. The group visit is focused on individual energy-balance, calorie awareness, food portions, and physical activity.

### Patient & Financial Outcomes

Patients indicated a better understanding of energy balance needed to achieve their personal weight management goal. In addition, patients have expressed interest in additional group visits to help manage their bodyweight. The allowable charge for the MedGem procedure varied by insurance provider, but the average reimbursement was \$75.00. In addition, all payers reimbursed WMC for a level I office visit (99211) with the diagnostic procedure. To date, over 95% of all submitted claims have been allowed by payers. WMC has viewed this treatment program as a clinically beneficial and cost-effective solution for their overweight and obese patients. WMC is planning to add additional group visits using Microlife's 13 session behavioral weight reduction program based on patient interest.