

### Market Segment

- Cardiology

### Medical Practice

- Lake Cardiology  
Mount Dora, FL

### ICD-9-cm & CPT Codes

#### ICD-9-cm Codes

- 402.0 Hypertensive Heart Disease
- 272.1 Hypercholesterolemia
- 278.0 Obesity

#### CPT Codes

- 94690: Expired air analysis \*
- 99212-99214: E/M

\*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.

### Microlife Products/Tools Used

- MedGem® (510k) indirect calorimeter
- MedGem Analyzer software
- WatchWT trifold brochures

## Company & Physician Overview

Lake Cardiology is a medical specialty office located near Orlando, FL. The medical office was founded by Dr. Ken Kronhaus in 1988. The medical office offers standard patient care for individuals with coronary heart disease (CAD), hypertension, and other medical conditions affecting the cardiovascular system. In addition, Lake Cardiology participates in cardiovascular research.

## Why Integrate WatchWT at Lake Cardiology?

Similar to other medical offices in the United States, most individuals that have chronic illnesses such as CAD, hypertension, hyperlipidemia, diabetes, etc. are also overweight or obese. As a result, to better manage these chronic diseases, overweight individuals need to reduce bodyweight. However, due to cost, many physician offices do not employ dietitians/ nutritionists or exercise physiologists to educate their patients on proper nutrition and physical activity. Moreover, physicians indicate lack of patient time, inadequate nutritional knowledge, and lack of insurance reimbursement as barriers to counseling patients on weight management.

Microlife Medical Home Solutions WatchWT program provides physician offices a complete solution to treat overweight and obesity without the cost of a dietitian/nutritionist or exercise physiologist; a reimbursable diagnostic procedure to determine a patient's daily energy needs; and an efficient educational report that enables a clinician to briefly counsel a patient on personal weight management.

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. Therefore, the WatchWT program provided Lake Cardiology an accurate, cost-effective, treatment solution to for their overweight patients who have cardiovascular disease.

## Implementation Strategy

Lake Cardiology employs clinical staff (i.e. medical assistants, registered nurse and a physician assistant) similar to many traditional physician offices. The MedGem diagnostic procedure was performed by the medical assistant. The procedure lasts approximately 10 minutes. Once the procedure was complete, the medical assistant entered the patient's data into the MedGem Analyzer software program and generated an individualized treatment plan along with a patient education report.

Each patient's treatment plan is based from the MedGem procedure, lifestyle and activity factors, and desired weight goal. The physician or the physician assistant then counseled the patient from the MedGem Analyzer report on energy balance related to the patient's desired bodyweight.

## Patient & Financial Outcomes

Patients returned to Lake Cardiology for a follow-up visit and were assessed for bodyweight change and weight loss self-confidence. Patients indicated they were more confident in the ability to resist eating food when food was readily available and in social situations. Therefore, the counseling session using a personalized energy balance message from WatchWT appeared to improve patient literacy on energy balance. Finally, 66% of returning patients were able to lose or maintain bodyweight.

The MedGem diagnostic procedure is billable under the CPT Code: 94690 (measurement of expired air analysis). The allowable charge for the procedure varied by insurance provider, but the average reimbursement was \$67.50 which is similar to the national average. All payers reimbursed Lake Cardiology for E/M office visits.

In conclusion, the WatchWT treatment solution appears to improve patient confidence to achieve weight loss thereby influencing weight management. In addition, WatchWT provides a solution that resolves many physician barriers to counseling overweight and obese patients about weight management.