### The Standard for Pathology Imaging

#### Helping pathology partners develop roadmaps

- Professional images from streamlined workflows
- Shared central image archive
- Secure telepathology interface
- Synchronized LIS connectivity

#### Based on the principles of:

- Practical, budget positive solutions that pay for themselves
- Integrated, stepwise implementation
- Fitting your existing infrastructure of equipment and software
- Solid performance 55+ years of problem-solving experience





# **Cyto**Xpress<sup>™</sup> **Telepathology Consult Solutions**



**SPOT Imaging's Partners** 







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#### SPOTIMAGING

#### **REMOTE ROSE & INTRAOPERATIVE** CONSULT WORKSTATIONS

## **Cyto**Xpress<sup>™</sup> Portable Cytopathology Imaging Workstations

#### Portable cytopathology imaging workstation speeds ROSE consults and eliminates unprofitable in-person consults.

CytoXpress™ enables cytopathologists to meet the growing demand for FNA/ EBUS ROSE consults, establishing a telepathology link in less than 5 minutes. Reimbursement rates are restored, while long work hours are cut, allowing procedure doctors and hospitals to work at full capacity.



## **Cyto**Xpress<sup>™</sup> Portable Imaging Workstation



Projected additional 5 EUS procedures per day, equaling an additional \$125,000 per week or \$6.25 million annually Lean Workflow

Eliminates procedure travel times, which can range from 5 minutes to hours if the consult is across town

#### **Telepathology – Supported ROSE Pays for Itself**

Solving the Issue of Available Time and Cytology Reimbursement: In-person, on-site delivery of ROSE consults results and a reimbursement rate of \$42/hr or lower, far below the average sign-out rate of \$556/hr. It is estimated that telepathology delivered ROSE consults run at a rate of \$816/hr, easily outperforming sign-out and making the procedure a valuable addition to Cytology practices. The capture of this revenue can pay for the CytoXpress systems.



#### **Captured Reimbursement**

6/day × \$130 avg/FNA ROSE × 5 days /week × 50 weeks/year = \$195,000 (Cytologist time = 6 x 5 min = 30 min/day)