

# JMJ Medical Inc. Service

Revenue and Workload Impact

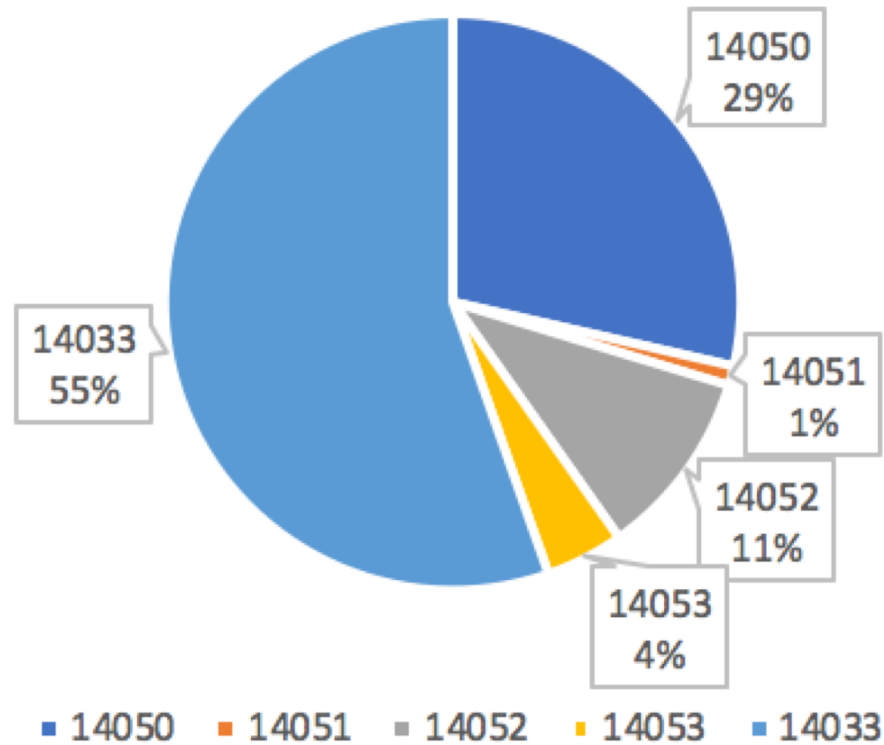
\*Data collected from a Vancouver-based GP

Over the span  
of 3 weeks...

- A total of \$11,375.00 revenue was generated for ONE family physician as a direct result of our service

What makes  
up the revenue  
generated?

Composition of Revenue Generated



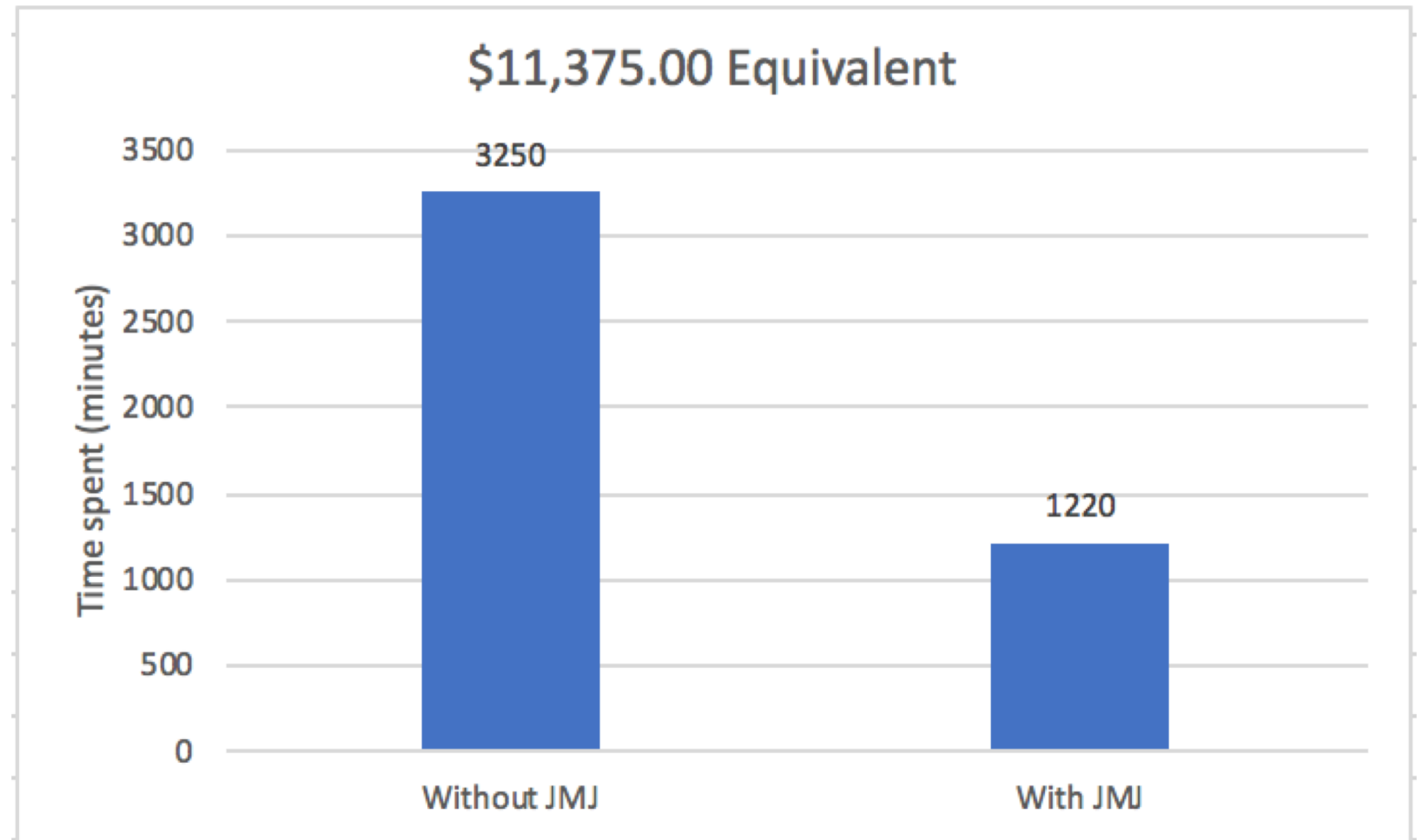
# Projection

- A lot of the billing items are repeatable on an annual basis
- Every month, these high incentive items are identified with the identification of new disease registries, new patients, new diagnosis, etc
- These are items missed out by busy family physicians through misidentification, lack of patient recall, and most commonly, lack of time
- Our service helps physicians work smarter by identifying, generating, and prioritizing the highest revenue billing items that also require the most clinical attention

# Workload Impact

- 1,220 minutes in total were spent seeing the patients identified and recalled by our service. This equates to 1,220 minutes for \$11,375.00 in revenue
- Without our prioritization service, doctors primarily see walk-in patients for a common in office visit of \$35.00 per patient on average
- Assuming each walk-in visit lasts 10 minutes (may vary depending on physician), 3250 minutes is needed to generate \$11,375.00, vs 1,220 minutes resulting from our service

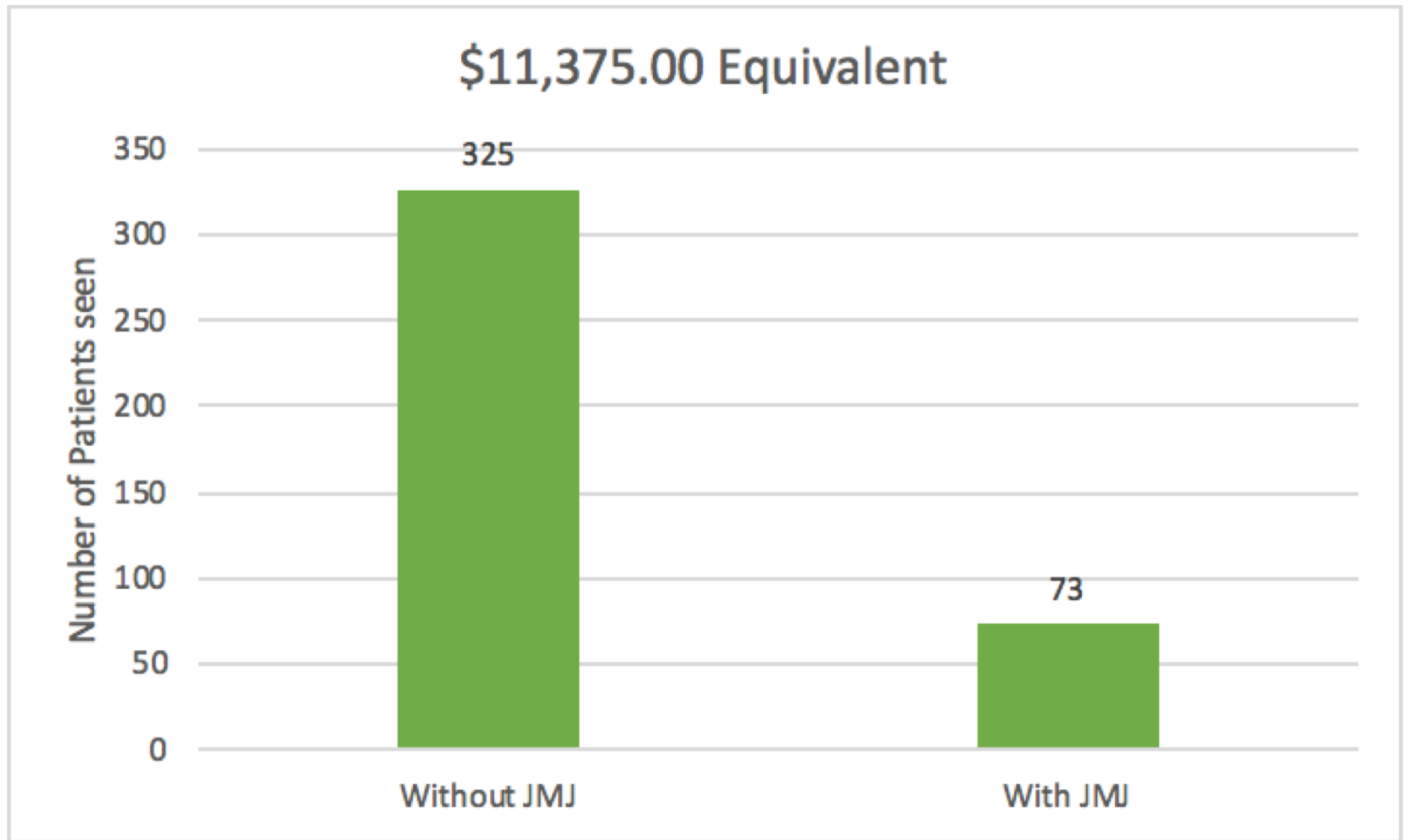
Work smart  
and save time



# Too many patients?

- 73 patients were seen as a result of our service (in those 1,220 minutes)
- Assuming here again 10 minutes per walk-in visit, and \$35 per visit on average, 325 patients would have needed to be seen to match the impact of our prioritization service

Seeing less  
patients, while  
maintaining  
your practice





Thank you