



Cash-based Programs with Tx Xchange

Overview

With reimbursements trending down year over year, clinics are facing revenue challenges like never before. Increasingly, clinics must look toward new revenue sources of revenue that do not involve the payor and provide the patient with significant value for their healthcare dollar. Tx Xchange provides clinics with a platform to offer new cash-based services to help the clinic increase revenue and provide valuable, affordable care to their patients.

Program #1 - Maintenance Plan

Offer the patients you discharge the opportunity to continue maintenance care "virtually" with you and your clinic.

- Let them know you see a substantial rate of recurrences and that most patients do not continue giving back to themselves once they have been discharged. With Tx Xchange, which they are already used to using, you can monitor their care, modify their treatment plan, provide new strength and conditioning programs, answer their questions, and help them avoid recurrences.
- Suggested charge: \$10-\$20 per month.

Program #2 - Chronic Conditions Plan

Patients with chronic conditions (e.g. acute low back pain) are often discharged because their annual benefits have run out or the payor does not authorize additional visits. These patients are in need of continued care, but may not be able to afford to self-pay for your services. With Tx Xchange, you can provide ongoing care with minimal time expended and at a price they can afford.

- Let them know the importance of them continuing to receive care from your clinic. As you have already seen them in the clinic many times, Tx Xchange offers the perfect way to continue with monitoring, treatment plan modification, and communication.
- If they do need to see you in person, they could still do so, but such an occurrence would be intermittent which reduces the financial burden on them. Once their annual benefits resume, they could begin coming back into the clinic.

- Suggested charge: \$25-\$50 per month (this assumes you'd spend 15-20 minutes per patient a month answering questions, sending check-up messages, and modifying their plan as needed).

Conclusion

The suggested plans above are not all inclusive, nor written in stone. If you'd like to modify them to fit your practice and style, please do so. Our objective at Tx Xchange is to provide your practice with innovative ideas and solutions to help you overcome the challenges of today's rehabilitative industry. We hope you implement the plans above or ones you develop on your own. If you do, you'll see new revenue and provide new levels of service to your patients.