

Smart-ABI for Managing Your Patients' PAD



The **Smart-ABI** with wireless Bluetooth technology is a one-minute test and is not operator-dependent. The firm recommends that podiatrists follow AHA recommendation to screen all patients at risk for PAD, as it has been reported that 75% of all patients are asymptomatic for PAD, and bill only the patients for whom you can demonstrate medical necessity.

The Smart-ABI testing can be performed by anyone in your office—it does not require reading any wave forms. Rather, it provides quantitative scores that indicate Non-Compressible, Normal, Acceptable, Borderline or Severe. Depending on these outcomes you decide whether to send them to the vascular surgeon or manage these patients' disease progress over time. The test includes blood pressure and body mass Index calculations qualifying for MIPS.

Smart-ABI Features

- Measurements based on the Pulse Volume Plethysmography: the most advanced smart sensors allow Smart-ABI sensing to 4.6 micrometers of mercury.
- Improved user error detection system: will alert the operator of any irregularities during the measurement process.
- Objective measurement: the specially-designed algorithm is based on the Plethysmographic techniques, which are independent of the operator.
- Repeatable measurement: Regardless of who performs the measurement, regardless of noise or office interference, the measurement result will always be consistent.

The Smart-ABI allows you to manage your patients' PAD rather than wait until it is too late. The direct result will reduce future surgeries and hospitalizations.

"The Smart-ABI has seamlessly added another dimension to my practice by improving medical diagnosis and care," said Bruce Miller, DPM. "Patients are very impressed and appreciative."

For more information, visit SmartABI.com, call 877-275-8760, or [click here](#).



Frankincense & Myrrh Neuropathy: A No-Side-Effects, Pain-Relieving Option for Neuropathy Sufferers

Frankincense & Myrrh Neuropathy delivers fast temporary topical pain relief from burning, shooting, prickling, tingling pain and numbness caused by neuropathy, guaranteed. In fact, it has helped so many that Wise Consumer Products guarantees pain relief or they'll issue a refund, no questions asked.

Frankincense & Myrrh Neuropathy is a non-prescription, no-side-effects option for neuropathy pain relief. Without the side effects that accompany many pain relief solutions, patients can return to a more active life.

The safe, non-drowsy plant extract formula blends homeopathic ingredients in a base of sunflower oil and 10 essential oils. The rubbing oil formula provides optimal transdermal delivery, allowing quick penetration to calm throbbing nerve endings and ease pain.

Find Frankincense & Myrrh Neuropathy in the diabetic care aisle at Walgreens, CVS, Walmart, Meijer, Sprouts and online at Amazon.com. Visit frankincensemyrrh.com to download a \$3.00 off product coupon and to learn more about Wise CPC, or [click here](#).

FREE Box of Product Samples.

Give your patients Frankincense & Myrrh Neuropathy samples. Email samples@wisecpc.com for a box of samples—be sure to include name and shipping address.

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A Step Above Offers Discounted Three-Month Trial Rate For Your Practice's Billing

"As 2018 has come to an end and 2019 is upon us you should be looking over your practice's financial health," says Nicole Arnold of **A Step Above Health Management Systems**. "The goal of every practice should be to maximize collections and reduce costs. One of the most costly expenses of your practice is your billing. Not only is this the most important component, but it can also be the most neglected. A Step Above Health can maximize your revenue."

"Most doctors think that their cost for billing is just their biller; far from it," says Arnold. "Figure out how many people in your office deal with billing. That means the biller, the person answering patient calls about bills, time spent on hold for insurance companies, appeals paper, envelopes, stamps, employee taxes, benefits, etc.



A STEP ABOVE Health Management Systems, LLC

Add this up and divide by the amount your practice collected. We have found that the true cost of billing in many offices can be as much as 12-15%!!!"

Special Discounted Three-Month Trial Offer

A Step Above is so confident in their ability to increase revenue that they will give you a discounted trial rate for 3 months without a yearly contract—just mention that you saw this offer in Podiatry Management. They'll also provide you with a FREE analysis of your current billing and collections, and will work your old collections as well. (877) 448-6233; www.stepabovehealth.com or [click here](#).

STI Computer Services Announces the STI RCM MIPS Assistance Program for 2019

STI has announced a FREE promotion to provide MIPS Assistance to new podiatry practices that sign up for STI Revenue Cycle Management between December 1st 2018 and March 31st 2019.

Revenue Cycle Management (RCM) is the process of managing and tracking claims and payments. It requires using sophisticated software technology and specialized billing knowledge to keep track of the claims process and to increase the amount of revenue collected.



Successful RCM requires technology, billing knowledge, and cooperation between the podiatry practice and STI's RCM staff to complete the revenue cycle process. Many podiatry practices cannot keep up with this process due to the difficulty in managing the day-

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Manage Wounds with the Patient Experience in Mind with SNAP™ Therapy System: a Disposable, Mechanically Powered Negative Pressure Wound Therapy System

When KCI introduced negative pressure wound therapy (NPWT) with the launch of the V.A.C.® Therapy System in 1995, it was initially available only for inpatient wound treatment. Since then, electrically-powered, portable NPWT systems have expanded the use of NPWT across the continuum of care. Now, there's a mechanically-powered NPWT system, **SNAP™ Therapy System**, available for the management of wounds that would benefit from the use of NPWT to promote healing through the removal of small amounts of exudate, infectious material, and tissue debris.

The SNAP™ System is a disposable negative pressure wound therapy (dNPWT) system that uses constant force springs, rather than electrical power, to generate negative pressure. It provides continuous therapy in a lightweight, portable device. Its small, discreet design allows the unit to be hidden under clothing, resulting in minimal interference with overall activity, sleep and social interactions. Not only is the SNAP™ System ideal for appropriate patients, it is also easy for clinicians to use and apply.

The SNAP™ System is indicated for patients who would benefit from wound management via the application of negative pressure for the removal of small amounts of exudate from chronic, acute, traumatic,



subacute and dehisced wounds, partial-thickness burns, ulcers (such as diabetic, venous, or pressure), surgically closed incisions, flaps and grafts. For more information, visit www.acelity.com or click here.

NOTE: Specific indications, contraindications, warnings, precautions and safety information exist for KCI products and therapies. Please consult a clinician and product instructions for use prior to application. Rx only.

to-day operation of a busy practice. Patient issues cause interruptions to your staff that require more of their attention and time. So time that is needed for calling and following up with payers is not available and revenue is typically lost unless the practice adds more staff and more expense.

With the STI RCM Program, podiatry practices typically receive three benefits:

- 1) A higher percentage of collections (more revenue)
- 2) Reduced practice costs (more time for patients)
- 3) A Free ChartMaker Go cloud-based practice management and EMR software system

Starting in 2019, failure to comply with the required Medicare MIPS program will reduce future Medicare payments by 7%. To successfully participate in MIPS a podiatry practice needs to implement an EMR during 2019 and report key data analytics to the Medicare program. The STI MIPS Assistance Program helps podiatry practices to implement this program and can result in lowering or the elimination of the 7% negative Medicare payment adjustment, as well as possibly providing additional Medicare revenue with a positive payment adjustment.

STI will provide FREE 2019 MIPS Assistance for all new podiatry practices that qualify for the STI RCM Program during the promotional period. For information, call Joe Cerra at 800.487.9135, ext. 1188, or by email jcerra@sticomputer.com, or click here.

TenCate Offers DPMs Two of the Best Orthotics Available

TL-2100 is **TenCate Performance Orthotics'** premium graphite orthotic material, and TL-Silver is their premium composite orthotic material.

"TL" product features and key benefits:

- Thin for better fit and unmatched comfort
- Lightweight support and stability
- Functional control

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- Resiliency for fast response
- Thermoplastic, truly heat-adjustable
- Available in four grades for all cases: Semi-Flex, Semi-Rigid, Rigid, and Ultra Rigid

For more information about TL-2100 or TL-Silver custom orthotics, call 1.805.482.1722, visit them at the NY Podiatric Clinical Conference and Exhibition 2019, Booth #707, or click here.

tcpcsales@tencate.com | www.tencatecomposites.com
TenCate Performance Composites—Toray Group

Advent Provides Wide Range of Products to DPMs

Advent Medical Systems was founded nearly 30 years ago with the goal of providing a wide range of products to podiatric professionals. With personal service unlike any of



the large catalog houses, they have prospered and continue to grow while remaining a family-centered business. Advent began as a bracing company, but have become so much more—with casting materials, topicals, skin care, and surgical instruments, as well as electrical modalities.

They are always in search of better products for you and your patients.

Advent carries a full line of medical products; whether your needs are for ambulatory assistance, pediatric needs, or surgical instruments, they are ready to help you acquire the right product for the right fit. They proudly distribute surgical instruments by gSource, an excellent but fairly-priced German instrument line. Over 100 companies work with Advent to provide you the best values available.

Advent also manufactures the Conformer orthotic system—with four graduated densities. These conformers are among the best inexpensive orthotics anywhere. They recently added cork conformers to their line.

Whether your needs are common—such as fracture walkers, ankle supports, plantar fasciitis splints, or wound care post-op shoes—Advent Medical Systems can be your solution. When you find that more unusual products are needed—such as AFOs or contracture management—they have the selection available to assist you in patient care. Questions are welcome and answered. Returns are handled liberally and they will work with you to find solutions.

For more information, visit adventms.com, call 315-471-5492, or click here.