What would you do with an extra $25,000 / $50,000 / $100,000 per year?

**PROBLEM:**

1) Are you fed up with declining insurance reimbursements?
2) Is your overhead increasing year after year with no end in sight?
3) Are you seeing more patients to maintain the same income?

**LOOK BELOW FOR YOUR SOLUTION**

Providing Physicians with Solutions to Increase Income and Enhance Patient Care™

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**Healthcare Trends**

In today’s challenging healthcare environment, medical practices struggle as they face lower insurance reimbursement, more regulations, and other increasing costs to provide medical care. Rising costs have forced many medical providers to evaluate other profitable ancillary products and services to complement their core practice. Medical providers already looking may have found that the decision to include some of these services can be expensive at a time when they are facing a financial crisis.

We want you to know there IS a choice!

MedX Sales can help your office enhance a patient’s overall in-office experience and level of care while saving them time. You will improve your practice profitability, WITHOUT large upfront costs or unreasonable ongoing program fees.
Industry Overview and Proposed Solution:

Over the past decade, the healthcare industry has seen a dramatic increase in operating expenses and declining revenues and there is no end in sight. Physicians are working longer hours and treating more patients in an effort to earn the same income as in prior years. As this trend worsens every year, medical practices all over the country are realizing that they face a financial crisis.

MedX Sales has a solution:

1. Urine Toxicology Screening
2. In-Office Pharmaceutical Dispensing (Information available in separate materials.)

In-office urine toxicology screening is an ancillary service you may have heard of, you might even know other practices who offer this convenience to their patients. Why are you not offering this service? Do you have unanswered questions or concerns?

In the following report, we will cover in-office urine toxicology screening; answer many of the common questions that physicians and practice managers often raise, and hopefully help you get closer to making a decision to offer this service in your practice.

Workers Compensation Urine Toxicology Compliance Testing

MedX Sales Program Highlights

- Rapid drug test with immediate results
- Both illicit and prescribed drugs included
- Lab confirmation using GC/MS
- For doctors treating Workers Compensation patients whether writing prescriptions OR dispensing medications.

- Learn about controlled substances a patient is taking and drug-to-drug interactions
- Program offsets increasing practice overhead and declining insurance reimbursements by dramatically increasing cash flow and income.

Why You Should Test Your Patients.

Managing a patient’s pain therapy requires a combination of the right medications along with patient adherence to your prescribed regimen. Drug monitoring will help you evaluate your patients’ pain medication use helping to achieve better outcomes.

This testing has been strongly recommended by workers compensation departments in many states. As a result, these states have established and adopted guidelines supporting toxicology testing.

Joseph E. Couto, PharmD., M.B.A. "Data from 938,586 patient test samples and showed that 75% of patients were unlikely to be taking their medications in a manner consistent with their prescribed pain regimen."

according to the 2003 National Survey on Drug Use and Health, an estimated 21.6 million persons aged 12 or older in 2003 were classified with substance dependence or abuse (9.1 percent of the total population).

The AP reported in March 2007: The number of Americans abusing prescription drugs nearly doubled from 7.8 million in 1992 to 15.1 million in 2003, the Narcotics Control Board said. Among their prescription drugs of choice: the painkillers Oxycodone.

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Critical Areas Covered

- Increased Billing Revenue
- Compliance and Non-Compliance
- Drug Abuse Testing
- Drug Cross-Reactivity
- Physician Safeguards
- Management of Prescribed Medications
- Chain of Custody
- Adverse Drug Reactions
- Professional Consultation and Interpretation

MedX and Provider Services

MedX will provide your practice with a simple turn-key solution which includes the following:

- Managed Program and Provider Services
- Qualified Account Managers
- Optionally provide specialized third-party biller for 2% of collections or do the billing yourself
- Experienced Toxicology Specialists
- Online and Customer Service Support Specialists standing by phone and ready to answer your questions.
- NO LONG-TERM OBLIGATIONS!!

Note: Practice responsible for cost of cup inventory which has 90 day payment terms. MedX provides a turn-key solution and manages all aspects of the program including vendor relationships.

Software Highlights

- Use of web-based Software accessible from any computer providing convenience and ease of workflow
- Ordering labs and operating program is now a paperless process
- Creates the narrative report with pre-populated demographics
- Saves time and money by alerting users to insurance carriers who don’t reimburse or have poor reimbursements

Why Payers and Insurance Carriers Support Testing

- Patients who have normal testing as prescribed have $3,300 in lower costs.²
- A recent study of 2 million insured’s found that opiate abusers averaged more than $14,000 in direct costs per patient over non-abusers in physician’s visits, outpatient costs, inpatient costs and drug costs.³
- Another study concluded that patients who adhere to their prescription regimens (without evidence of potential misuse, diversion or illicit drugs) have 8 to 10% lower medical costs.⁴

Conclusion

If you treat workers compensation patients and either write prescriptions or dispense medications, the MedX Sales Urine Toxicology program is right for your practice. Get started today with minimal initial investment on the part of the practice.

Give MedX Sales a try!

- Payer and insurance carrier supported.
- Insure patient compliance.
- Convenient and simple internet based reporting solution.
- Rapid testing and immediate results.
- No long term obligations.

Are you already sending patients to third party drug screening centers? Begin drug screening in your practice today and get faster results, provide better patient care, while generating a new revenue stream for the practice. Your independent MedX Sales consultant can get you started right away.

² Leider, HL, unpublished data, 2007
³ Journal of Managed Care Pharmacy, 2005;11(6): 469-79
⁴ Leider, HL, unpublished data, 2007
"My name is Jeff Dodson, your MedX Sales Independent Consultant. Please contact me to learn how to get started with any of our In-Office Physician Dispensing or Urine Toxicology Programs and dramatically increase your practice income today."

About MedX Sales

MedX Sales Ltd., is an entrepreneurially spirited organization located in a suburb of Akron, Ohio. MedX has independent consultants nationwide focused on providing simple, easy and profitable solutions to physicians.

The MedX management team collectively has over 60 years of highly successful experience in executive sales, marketing, business development, and management.

MedX, through our business affiliates, provides the highest quality, FDA approved medications in pre-packaged containers along with software and billing models to provide a complete turn-key solution to all types of physician practices as well as large clinics and surgery centers.

MedX represents trusted suppliers of pre-packaged medications whose facilities are overseen by the FDA and DEA governing bodies to ensure and maintain strict quality control standards. MedX repackagers have specifically designed rooms for handling Penicillin and Cephalosporin to ensure there is no cross contamination.

MedX is committed to all its customers through its exceptional customer service and support.