



Vascular Access Practice Assessment Tool[†]

- The RPA Vascular Access Practice Assessment Tool is an Excel-based worksheet that is intended to assist nephrology practitioners in determining the economic viability of providing vascular access services as part of their practice.
- The tool is designed to help determine whether the combination of the demographics of the nephrology practice, the likely mix of vascular access services, and the local Medicare allowable rates for the services indicated will support creation of a vascular access center within the practice.
- To use the tool, the practitioner should fill in the cells highlighted in yellow to determine the potential Medicare reimbursement for the mix of services likely to be associated with providing vascular access care based on the practice's patient census.
 - In column A, the user should indicate the number of patients in the practice;
 - In column B, the user should indicate the percentages of the types of access procedures expected to be provided to the practice's patients;
 - In column C, the user should indicate the local reimbursement rates for the service indicated, based on current calendar year;
 - Once this information is provided, the tool should calculate an approximate aggregate reimbursement for the scope of vascular access services likely to be provided by the practice.
- The tool also offers varying scenarios for this reimbursement based on the type of access the patient has (i.e., percentage of patients with catheters, grafts, AVFs, with or without surveillance). These scenarios are outlined on the worksheets of the Excel tool indicated at the bottom of the tool.
- The user only needs to complete the highlighted cells—all other cells will be populated by the tool.
- It is important to bear in mind the expenses that are not accounted for in this tool, which may include start up costs, physician salaries, and training costs.
- **In providing this guidance RPA strongly urges the user to recognize that there are a significant number of variables that could affect the viability of providing these services, and this tool is only intended to illustrate the potential economic ramifications of providing vascular access care.**

†Disclaimer

- Set forth herein are certain Proforma financial projections (the “Projections”) prepared by the RPA. While presented with numerical specificity, these Projections are forward-looking statements that involve risks and uncertainties and are based upon a variety of estimates and hypothetical assumptions which may not be accurate and may not be realized. These Projections

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- In addition, the Projections were not prepared in accordance with generally accepted accounting principles or in accordance with standards for projections promulgated by the American Institute of Certified Public Accountants or with a view to compliance with published guidelines regarding projections or forecasts. No independent accountants have audited, reviewed or compiled any of these Projections, performed any procedures with respect thereto, or expressed any conclusion or provided any other form of assistance with respect thereto.
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