

EchoMetrics Frequently Asked Questions

- 1. Who is EchoMetrics?** EchoMetrics is a clinical telemedicine-based echocardiography laboratory that offers expert echo analysis and interpretation. EchoMetrics also offers other Echocardiography-related services such as peer review, quality assurance and sonographer training and consultation.
- 2. Who reads the echocardiogram?** EchoMetrics has a review model similar to Mayo Clinic. Advanced Clinical Sonographers (ACS) prepare the images, validate the data and prepare a preliminary report for the cardiologist (Dr. James Seward and Associates). The ACS staff, which have all worked and trained at the Mayo Clinic, are experienced credentialed sonographers and function like a physician assistant.
- 3. How do you assure highest and consistent quality in all your reports?** We use a knowledge-based, state-of-the-art human-computer interface, which ensures accuracy, consistency and reproducibility of echo interpretation. All echo reports meet ICAEL standards and adhere to the recommendations and guidelines set forth by ASE. EchoMetrics utilizes highly evolved internal quality assurance measures to assure consistency and unequalled value.
- 4. What is "Knowledge Based" vs. "Evidence Based" reporting?** Knowledge Based Medicine relates to the use of peer-reviewed literature, which validates management tools and techniques used for individual health diagnosis and decision-making. "Evidence Based Medicine" aims to apply the best available evidence gained from the scientific methods for the management health issues (i.e., population based). EchoMetrics emphasizes individual health status (i.e., Knowledge Based Medicine).
- 5. How do EchoMetrics reports add value?** EchoMetrics incorporates the most relevant scientific and medical data into an easy to read, informative, knowledge-based report. Each clinical indication is addressed and all pertinent findings prioritized (normal, mild, moderate, severe). We include management considerations based on most recent medical and cardiovascular literature (i.e., ASE, ACC/AHA guidelines).
- 6. How is the echocardiogram sent to EchoMetrics and returned to the client?** Images are typically received via any existing third-party application (reporting PACs). Echocardiograms can also be uploaded to an EchoMetrics' server via a secure FTP/VPN. The report can be generated and stored in the client's current reporting/PACS system. If the client uploads the study to the EchoMetrics server, a report is prepared by EchoMetrics and placed in a secure client location on EchoMetrics' server from which the client can download at their convenience. Our laboratory, server and VPN are secure and HIPAA compliant.
- 7. Is EchoMetrics accredited by ICAEL?** EchoMetrics provides an ICAEL compliant mechanism for interpretation by a board-certified cardiologist and all reports are ICAEL compliant. EchoMetrics provides additional services such as peer review and quality assurance to assist labs in obtaining accreditation. Laboratories with which we contract are responsible for their own accreditation status.
- 8. Why would I want EchoMetrics to read my echocardiograms?** Outsourcing saves money. If you want unexcelled state-of-the-art, high quality, high value, assuredly consistent echo interpretation with one day turn-around, then EchoMetrics is for you. We help manage time, increase efficiency, expand your practice and outreach services, and reduce cost while increasing revenue. Although EchoMetrics interprets the echocardiogram for you, you still retain control of final content.
- 9. How much does it cost to have EchoMetrics Echo Interpretation?** The average interpretation cost per study is \$50 and less for large contracts.
- 10. How do I get more detail and get started?** Simple, call Marian Larson at (360) 510-3503; email: marian@echo-metrics.com or visit us at www.echo-metrics.com.



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