

Could Your CT Suite Use an Extra 10 Days of Income this Year?

Some radiology managers think oral iodine costs less than premixed, pre-labeled Smoothie Readi-Cat® 2 barium sulfate oral contrast for abdominal/pelvic scans. Both provide excellent contrast for CT studies. Both transit quickly. But consider the *hidden costs* of using oral iodine. First: iodine necessitates the cost of buying, storing, and disposing of mixing containers, cups, and straws. Second: mixing, flavoring, and dispensing iodine costs your staff precious time. And, after all, time *is* money. Why waste both?

Consider this: If using Smoothie Readi-Cat 2 saves your office just 20 minutes a day — every day — that's about 10 full work days saved in a year! How many more patients could you see in 10 days? Still think oral iodine is the "less expensive" choice?

Just compare all the advantages of Smoothie Readi-Cat 2 over oral iodine (see chart below).



Available in Apple, Banana, Berry, and Creamy Vanilla

Smoothies	Oral Iodine
Ready-to-use/No JCAHO issues. Patients drink from the bottle.	Requires decanting, flavoring, mixing containers and cups, labeling, prep time and mixing in a "functionally separate" area to meet JCAHO standards: (MM 4.20, 4.30, 4.40)
Safe barium sulfate - severe allergic reactions less likely; diabetes-friendly.	May need to treat iodine-related allergic or adverse reactions. Sugar-free flavoring needed for diabetics.
Consistent concentration for best opacification every time.	Preparation by different personnel may cause inconsistent concentration.
Patients like the taste: no wasted time coaxing patients to drink it.	Some patients still resist drinking it even after the added costs of masking the iodine taste.
Patients can take it at home, helping to improve throughput.	Safest protocol means monitoring patients for adverse reactions.

Find out why thousands of hospitals and imaging centers save time and money using Smoothie Readi-Cat 2 instead of oral iodine. Please complete and mail the enclosed business reply card so our local representative can show you the cost savings your facility can achieve.

Or, call our Customer Solutions Department, toll-free, at 1-800-544-4624.

Use the back of this sheet for your own cost comparison. Smoothie Readi-Cat 2 will add up to the right answer for you.



10 Days x 21 Patients/Day = The Smoothie Readi-Cat® 2 Difference

If you see 21 patients per day, add it up using these assumptions:

- 3 patients per 120 mL bottle of oral iodine
- 3 patients per bottle of Crystal Light®
- 1 120 mL bottle of oral iodine per gallon of Crystal Light = 7 gallons per day
- Average salary \$40K for CT Tech = \$20 per hour
- Average of 1 hour per day is used to prepare, mix and administer to patients

21 patients a day x \$3.52 per patient = **\$73.92** added cost per day
 \$73.92 per day x 5 days a week for a year = **\$19,219.20** added prep cost per year*
 vs. **\$0** for Smoothie Readi-Cat 2

Cost Comparison	Smoothie Readi-Cat 2	Oral Iodine*	Compare Your Costs to these Industry Averages
Cost to Repackage to Single-dose Bottles	\$0	\$1.63	\$
Cost of Bottles	\$0	\$0.60	\$
Crystal Light Flavoring	\$0	\$0.45	\$
Cup/straw	\$0	\$0.10	\$
Labor Cost: Mixing/Prep/Labeling	\$0	\$0.74	\$
Total Added Cost Per Patient	\$0	\$3.52	\$
Your Own Contrast Costs	\$	\$	\$
Total CT Contrast Cost per Patient Dose	\$	\$	\$

*These numbers are based on industry averages and surveys. Your actual costs may vary, so take a moment to compare your actual costs to see your savings.



Visualize a healthier world

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