

# Advanced Rad Solutions

Skin eBx™ Centers of Excellence



Pioneering the Integration of  
Dermatology and Radiation Therapy

# Advantages of an Advanced Rad Solutions Skin eBrx™ Center of Excellence

Advanced Rad Solutions (ARS) is a full service company that is managed by a team with many years of experience integrating radiation therapy treatment centers into physician practices as well as the operation of those centers. We provide complete support from the inception of the center and continuing throughout ongoing operations. A partnership with ARS provides multiple salient benefits to the center, level of care and skin brachytherapy program.

## Services Provided:

- **Dedicated Project Manager**
  - Monitors project throughout implementation of the therapy department
  - Coordinates:
    - Development of the treatment space
    - Acquisition and installation of machine
    - Required permitting and licenses
    - Radiation inspection and certification
- **Capital** – ARS provides a significant amount of the startup capital required for the following:
  - Capital equipment
  - Initial supplies
  - Working capital for payment of salaries/lease/etc. during revenue cycle ramp up
  - Service contracts
- **Human Resources and Job Descriptions**
  - Assists in recruitment of key staff:
    - Radiation oncologist
    - Medical physicist
    - Radiation therapist
- **Standardized protocols and training/support**
  - Guidance for client with minimal experience in radiation oncology
  - Ensures quality protocols from day one

- Trains staff from a variety of backgrounds in oncology to function as a dedicated team treating skin cancer
- **Hands-on assistance throughout operations**
  - ARS clinical operations staff on-site during start-up/first treatment
  - Maintains onsite support until technical proficiency and competency are achieved
  - *Continuing Monthly Performance Evaluations (CMPEs)* Monthly audits of the center to ensure that imparted clinical standards and protocols are maintained
- **Coding and Billing Expertise**
  - Provides assistance for proper billing from the onset of operations
  - Performs periodic reviews
- **Establishes performance metrics for client**
  - Helps ensure maximum performance from center as well delivering of high quality care
- **Continued service throughout the relationship by an experienced team**
  - **Clinical Operations**—Qualified radiation therapists provide ongoing technical support
  - **Clinical Operations Managers** - Conduct continuing monthly performance evaluation audits
  - **Clinical Engineering** – Experienced ARS engineer on staff
  - **Center Administration** – Qualified oncology administrators who provide ongoing support to the radiation department
- **Material management and maintenance**
  - Constant supply of:
    - Properly calibrated x-ray sources
    - Consumables (shielding, end caps, etc.)
  - On-going equipment maintenance after initial manufacturer's warranty
- **Discounted pricing**
  - ARS has successfully negotiated national contracts securing discounted pricing for our partnerships on the initial equipment purchases and supplies needed to operate the center



- **Other business support services**

- Credentialing with third-party payers
- Development and production of marketing and patient brochures
- Accounting services for the business venture

## **Advantages to the Patient Being Treated in a Skin Brachytherapy Center of Excellence**

- Allows for continued involvement of dermatologist throughout treatment and post treatment of the skin cancer patient
- Enhanced continuum of care for the diagnosis and treatment of skin cancer
- Enables dermatologist to provide VIP treatment for the patient
- Streamlines patient navigation through the process of interfacing with other specialists outside your dermatology practice ensuring that patients are not lost in the shuffle
- Dermatologist ownership greatly influences quality of care provided
  - Input to the level of quality is lost once patient is referred to non-integrated specialists for procedures outside your practice. What is not inside your practice, you cannot directly manage
- Minimal interruption of daily activities help patient maintain a high quality of life
- Extremely low complication rates
- High degree of bonding/friendship develops between patients, staff, and physicians
- Practice offers additional options for their patients through non-invasive technologically advanced solutions

