



**Ultrasound
Services**

2020

REVENUE SCORECARD

How The Clinic Makes A Profit



8334 Clairemont Mesa Blvd., #108, San
Diego, CA, 92111 Phone: (858) 874-3626
UltrasoundServicesInc.com



REVENUE SCORECARD

How The Clinic Makes A Profit

We provide on-site ultrasound to drive new value for clinics

- We are a premier ancillary services provider expanding our services.
- We are contracted with North American Medical Management California, Inc. (NAMM CA) & Mercy Physicians Medical Group (MPMG), both part of OptumCare, as well as with San Diego Physicians Medical Group/Scripps Physicians Medical Group (SDPMG/SPMG) & Mid County Physicians Medical Group (MCPMG)
- We are an Independent Diagnostic Testing Facility (IDTF) fully compliant with Anti-Kickback Statute & Physician Self-Referral Laws (Stark Laws).
- We are fully compliant with California AB5.
- Our Medicare NPI # is 1649320656.

Ultrasound Services	Includes
Abdominal/Renal Ultrasound	Gallbladder, Liver, Pancreas, Spleen, Biliary Tree, Kidneys & Abdominal Aorta, including Arterial Duplex Ultrasound
Small Parts Sonography	Breast, Thyroid & Testicular
Echocardiography & Doppler Ultrasonography	2D & MMode Echo, Cardiac Doppler & Color Flow, Arterial/Venous Doppler (upper/lower extremities), Carotid Doppler, TTE, TEE
MSK Ultrasound	Extremity/Joints, Neck & Low Back



TABLE OF CONTENTS

Page Number

2.	CLINIC PROFIT
3.	CASE STUDY: SAN DIEGO-CARLSBAD
6.	CASE STUDY: LA - LONG BEACH - ANAHEIM - OC
9.	SIX OPTIONS FOR 100% COMPLIANCE
12.	AUTHS / REVENUE CYCLE
17.	PAYMENT RULES FAQ & REIMBURSEMENT
19.	SONOGRAPHERS
24.	CARDIAC SONOGRAPHERS
29.	CARDIOLOGISTS
35.	RADIOLOGISTS
37.	INDICATIONS
42.	SYMPTOMS & CPTS
43.	CUSTOMER TESTIMONIALS
44.	QUALITY
46.	GL/PROFESSIONAL LIABILITY INSURANCE POLICIES
47.	CLOUD-BASED PACS FOR IMAGES, INTERPRETATIONS & REPORTS
48.	JCAHO CONTRACTOR ATTESTATION



REVENUE SCORECARD

How The Clinic Makes A Profit

Profit = Global Billings – Our Hourly Rate & Interpretations
The Clinic Makes Upwards of 68% Of Global Billings as Profit

Our service is 100% compliant and includes sonographers, ultrasound machines, GL/Professional Liability insurance coverage, interpreting cardiologists and radiologists, plus cloud-based PACS to ensure timely interpretations/reports for the Clinic.

The Clinic makes a profit based on the global billings minus both our rate and the cost of interpretations. We can perform 2-3 exams per hour, with upwards of 61% of global billings as profit for the Clinic based on:

- Medicare reimbursement (San Diego versus Orange County/LA, etc).
- The types of studies performed (general ultrasound versus cardiovascular ultrasound).
- PPO & insurance reimburse at 100% of the Medicare allowable, and some pay more than twice as much on average.
- The Clinic's patients will save money. Onsite ultrasound eliminates unnecessary and surprise bills for your patients. The average outside facility charges \$300 more for the cost of an ultrasound.
- Multiple exams for the same patient should be performed on different dates of service. With Medicare, PPOs and insurance, there is a 25% reduction on reimbursement when multiple exams for a patient are performed the same day of service.
- We can provide ongoing support with prior authorizations, billing and collections to ensure a Net Collection Percentage of 95-98%.



CASE STUDIES

San Diego/Carlsbad – 100% Medicare Allowable

San Diego–Carlsbad 100% Medicare Reimbursement:

Example Procedure Types	CPT Code	100% Medicare Allowable (San Diego–Carlsbad)	Time (Per Exam)
Cardiovascular Ultrasounds (examples)			
Bilateral Lower Extremity Arterial Duplex Ultrasound (BLEA)	93925	\$287.87	20 minutes
Complete Echocardiogram	93306	\$232.35	20–30 minutes
Carotid Artery Duplex Ultrasound	93880	\$225.67	20 minutes
Bilateral Lower Extremity Venous Duplex Ultrasound (BLEV)	93970	\$220.72	20 minutes
General Ultrasounds (examples)			
Abdomen Complete Ultrasound	76700	\$137.51	20–30 minutes
Thyroid Ultrasound (thyroid, parathyroid, parotid)	76536	\$130.62	20 minutes
Abdominal aortic aneurysm (AAA) screening	76706	\$128.21	15–20 minutes
Kidney Ultrasound	76770	\$126.72	20 minutes
Pelvis Ultrasound	76856	\$122.82	20 minutes
Fine Needle Aspiration/Core Biopsy	76942	\$62.94	10 minutes

(These calculations are estimates based on Medicare reimbursement data from the current CMS Physician Fee Schedule for San Diego–Carlsbad.)



CASE STUDIES

San Diego/Carlsbad – Example Calculations

The Clinic makes upwards of 59% of global billings as profit based just on Medicare reimbursement, as well as the types of studies performed within an hour. PPO & insurance reimburse at 100% of the Medicare allowable, and some pay more than twice as much on average. We can perform 2-3 exams per hour.

Net profit for the Clinic based just on San Diego-Carlsbad 100% Medicare Reimbursement:

An Hour of Procedures (2-3 exams per hour)	CPT Code	2 Exams (% Profit)	Hourly Revenue	3 Exams (% Profit)	Hourly Revenue	Time (Per Exam)
Cardiovascular Ultrasounds (examples)						
Carotid Artery Duplex Ultrasound	93880	44.61%	\$201.34	59.38%	\$402.01	20 minutes
Complete Echocardiogram	93306	37.59%	\$174.70	51.94%	\$362.05	20-30 minutes
Carotid Artery Duplex Ultrasound, Bilateral Lower Extremity Arterial Duplex Ultrasound (BLEA)	93880 93925	51.32%	\$263.54	45.93%	\$233.59	20-30 minutes
Bilateral Lower Extremity Venous Duplex Ultrasound (BLEV)	93970					
General Ultrasounds (examples)						
Abdomen Complete Ultrasound	76700	27.28%	\$75.02	45.46%	\$187.53	20-30 minutes
Abdominal Aortic Aneurysm (AAA) screening	76706	22.00%	\$56.42	41.50%	\$159.63	15-20 minutes
Abdomen Complete Ultrasound	76700	25.41%	\$68.13	43.23%	\$171.34	20-30 minutes
Thyroid Ultrasound (thyroid, parathyroid, parotid)	76536					
Abdominal aortic aneurysm (AAA) screening	76706					

(These calculations are estimates based on Medicare reimbursement data from the current CMS Physician Fee Schedule for San Diego-Carlsbad.

As an example, the Net Profit calculation for the yellow highlighted section is listed on the preceding page.)



CASE STUDIES

Net profit for the Clinic based just on San Diego-Carlsbad 100% Medicare Reimbursement:

An Hour of Procedures (2-3 exams per hour)	CPT Code	100% Medicare Allowable (San Diego-Carlsbad)	Time (Per Exam)
General Ultrasounds (examples)			
Carotid Artery Duplex Ultrasound	93880	\$225.67	20 minutes
Carotid Artery Duplex Ultrasound	93880	\$225.67	20 minutes
Carotid Artery Duplex Ultrasound	93880	\$225.67	20 minutes
	TOTAL	\$677.01	

Costs	Amount	Hourly Profit Generated (for Clinic) - Where It Comes From
\$200 HOURLY RATE - Carotid CPT 93880 reimburses \$183.55 for technical (one exam) with Medicare (San Diego-Carlsbad). Rate includes sonographers, ultrasound machines, liability insurance coverage, and cloud-based PACS.	\$200.00	\$350.65
ULTRASOUND INTERPRETATION - Carotid CPT 93880 reimburses \$42.12 for professional with Medicare (San Diego-Carlsbad)	\$25.00	\$17.12
ULTRASOUND INTERPRETATION - Carotid CPT 93880 reimburses \$42.12 for professional with Medicare (San Diego-Carlsbad)	\$25.00	\$17.12
ULTRASOUND INTERPRETATION - Carotid CPT 93880 reimburses \$42.12 for professional with Medicare (San Diego-Carlsbad)	\$25.00	\$17.12
TOTAL	\$275.00	\$402.01

Global Billings	Costs	Hourly Profit Generated (for Clinic)	% Global Billings for Clinic
\$677.01	\$275.00	\$402.01	59.38%



CASE STUDIES

LA-Long Beach-Anaheim-OC – 100% Medicine Allowable

San Diego-Carlsbad 100% Medicare Reimbursement:

Example Procedure Types	CPT Code	100% Medicare Allowable (LA-Long Beach-Anaheim-OC)	Time (Per Exam)
Cardiovascular Ultrasounds (examples)			
Bilateral Lower Extremity Arterial Duplex Ultrasound (BLEA)	93925	\$299.12	20 minutes
Complete Echocardiogram	93306	\$240.58	20-30 minutes
Carotid Artery Duplex Ultrasound	93880	\$234.34	20 minutes
Bilateral Lower Extremity Venous Duplex Ultrasound (BLEV)	93970	\$229.29	20 minutes
General Ultrasounds (examples)			
Abdomen Complete Ultrasound	76700	\$142.52	20-30 minutes
Thyroid Ultrasound (thyroid, parathyroid, parotid)	76536	\$135.53	20 minutes
Abdominal aortic aneurysm (AAA) screening	76706	\$133.03	15-20 minutes
Kidney Ultrasound	76770	\$131.29	20 minutes
Pelvis Ultrasound	76856	\$127.28	20 minutes
Fine Needle Aspiration/Core Biopsy, Ultrasonic guidance for needle placement (e.g., biopsy, aspiration, injection, localization device), imaging supervision and interpretation	76942	\$64.98	10 minutes

(These calculations are estimates based on Medicare reimbursement data from the current CMS Physician Fee Schedule for San Diego-Carlsbad.)



CASE STUDIES

LA-Long Beach-Anaheim-OC – Example Calculations

The Clinic makes upwards of 61% of global billings as profit based just on Medicare reimbursement, as well as the types of studies performed within an hour. PPO & insurance reimburse at 100% of the Medicare allowable, and some pay more than twice as much on average. We can perform 2-3 exams per hour.

Net profit for the Clinic based just on LA-Long Beach-Anaheim-OC 100% Medicare Reimbursement:

An Hour of Procedures (2-3 exams per hour)	CPT Code	2 Exams (% Profit)	Hourly Revenue	3 Exams (% Profit)	Hourly Revenue	Time (Per Exam)
Cardiovascular Ultrasounds (examples)						
Carotid Artery Duplex Ultrasound	93880	46.66%	\$218.68	60.88%	\$428.02	20 minutes
Complete Echocardiogram	93306	39.73%	\$191.16	59.82%	\$431.74	20-30 minutes
Carotid Artery Duplex Ultrasound Bilateral Lower Extremity Arterial Duplex Ultrasound (BLEA) Bilateral Lower Extremity Venous Duplex Ultrasound (BLEV)	93880 93925 93970	53.14%	\$283.46	47.96%	\$253.41	20-30 minutes
General Ultrasounds (examples)						
Abdomen Complete Ultrasound	76700	29.83%	\$85.04	47.38%	\$202.56	20-30 minutes
Abdominal Aortic Aneurysm (AAA) screening	76706	24.83%	\$66.06	43.62%	\$174.09	15-20 minutes
Abdomen Complete Ultrasound, Thyroid Ultrasound (thyroid, parathyroid, parotid) Abdominal aortic aneurysm (AAA) screening	76700 76536 76706	28.07%	\$78.05	45.27%	\$186.08	20-30 minutes

(These calculations are estimates based on Medicare reimbursement data from the current CMS Physician Fee Schedule for LA-Long Beach-Anaheim-OC. As an example, the Net Profit calculation for the yellow highlighted section is listed on the preceding page.)



CASE STUDIES

Net profit for the Clinic based just on LA-Long Beach-Anaheim-OC 100% Medicare Reimbursement:

An Hour of Procedures (2-3 exams per hour)	CPT Code	100% Medicare Allowable (LA-Long Beach-Anaheim-OC)	Time (Per Exam)
General Ultrasounds (examples)			
Carotid Artery Duplex Ultrasound	93880	\$234.34	20 minutes
Carotid Artery Duplex Ultrasound	93880	\$234.34	20 minutes
Carotid Artery Duplex Ultrasound	93880	\$234.34	20 minutes
	TOTAL	\$703.02	

Costs	Amount	Hourly Profit Generated (for Clinic) - Where It Comes From
\$200 HOURLY RATE - Carotid CPT 93880 reimburses \$191.09 for technical with Medicare (LA-Long Beach-Anaheim-OC). Rate includes sonographers, ultrasound machines, liability insurance coverage, and cloud-based PACS.	\$200.00	\$373.27
ULTRASOUND INTERPRETATION - Carotid CPT 93880 reimburses \$43.26 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$18.26
ULTRASOUND INTERPRETATION - Carotid CPT 93880 reimburses \$43.26 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$18.26
ULTRASOUND INTERPRETATION - Carotid CPT 93880 reimburses \$43.26 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$18.26
TOTAL	\$275.00	\$428.05

Global Billings	Costs	Hourly Profit Generated (for Clinic)	% Global Billings for Clinic
\$703.02	\$275.00	\$428.02	60.88%



COMPLIANCE

SIX OPTIONS FOR 100% COMPLIANCE

We provide five options for full compliance with Anti-Kickback Statute and Physician Self-Referral Laws (Stark Laws). We have taken the care to structure an arrangement that does not trigger enforcement red flags for self-referral and anti-kickback violations. Our arrangement has been reviewed by our healthcare attorney.

- 1 WE BILL MEDICARE AND THE CLINIC BILLS INSURANCE.** Per exam arrangements are illegal for Medicare patients. Fee-per study is, however, acceptable for patients with insurance. The Clinic makes a profit based on the global billings minus both our fee-per study for the insurance patients and the cost of interpretations. Ultrasound Services bills for Medicare patients.
- 2 WE PROVIDE SERVICE AS A PRESPECIFIED BLOCK OF TIME.** There is a fairly priced threshold minimum of a half-day (4 hours) starting at \$600 for general ultrasound exams. After meeting a minimum requirement, additional studies are add-ons. The Clinic bills all performed exams globally. The Clinic makes a profit based on the global billings minus both our half-day rate and the cost of interpretations. For cardiovascular exams, there is a threshold minimum of a half-day (4 hours) starting at \$800. We can perform 2-3 exams per hour.

Ultrasound Type	Half-Day Rate (4 hours)	Hourly Lease (per hour)
GENERAL ULTRASOUNDS	\$600	\$150
CARDIOVASCULAR ULTRASOUNDS	\$800	\$200



COMPLIANCE

SIX OPTIONS FOR 100% COMPLIANCE CONT.

- 3 WE BILL AN HOURLY LEASE ARRANGEMENT.** Our fairly priced hourly rate for general ultrasound exams starts at \$150 per hour. For cardiovascular exams, our rates start at \$200 an hour with interpretations separate. The Clinic bills all performed exams globally. The Clinic makes a profit based on the global billings minus both our hourly rate and the cost of interpretations. We can perform 2-3 exams per hour.
- 4 WE OR THE CLINIC BILL "INCIDENT TO".** "Incident to" Billing allows groups to bill for services provided by independent contractor MLPs who reassign their right to payment to the physician group, but only for the services they provide on the group's premises.
- 5 WE BILL MANAGED CARE PLANS DIRECTLY.** This includes North American Medical Management California, Inc. (NAMM CA) part of OptumCare, Mercy Physicians Medical Group (MPMG), San Diego Physicians Medical Group/Scripps Physicians Medical Group (SDPMG/SPMG) & Mid County Physicians Medical Group (MCPMG).
- 6 WE ALSO OFFER ADDITIONAL CUSTOMIZED** Sonography Registry Pricing for clinics and hospitals which have their own ultrasound machines.



COMPLIANCE

Also of note, our pricing for interpretations creates additional profit for the Clinic. Profit from the interpretations has been built into the preceding revenue scorecard calculations.

100% Medicare Allowable (San Diego-Carlsbad)	Amount That We Charge	Profit for Clinic (per Interpretation)
Ultrasound Interpretation - Carotid CPT 93880 reimburses \$42.12 for professional with Medicare (San Diego-Carlsbad)	\$25.00	\$17.12
Echo Interpretation - Echocardiogram CPT 93306 reimburses \$78.58 for professional with Medicare (San Diego-Carlsbad)	\$45.00	\$33.58
Ultrasound Interpretation - BLEA CPT 93925 reimburses \$41.31 for professional with Medicare (San Diego-Carlsbad)	\$25.00	\$16.31
Ultrasound Interpretation - BLEV CPT 93970 reimburses \$36.36 for professional with Medicare (San Diego-Carlsbad)	\$25.00	\$11.36
Ultrasound Interpretation - Abdomen Complete CPT 93880 reimburses \$42.12 for professional w/ Medicare (San Diego-Carlsbad)	\$25.00	\$17.12
Ultrasound Interpretation - AAA CPT 76706 reimburses \$29.30 for professional with Medicare (San Diego-Carlsbad)	\$25.00	\$4.30
Ultrasound Interpretation - Thyroid CPT 76536 reimburses \$30.08 for professional with Medicare (San Diego-Carlsbad)	\$25.00	\$5.08

100% Medicare Allowable (LA-Long Beach-Anaheim-OC)	Amount That We Charge	Profit for Clinic (per Interpretation)
Ultrasound Interpretation - Carotid CPT 93880 reimburses \$43.26 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$18.26
Echo Interpretation - Echocardiogram CPT 93306 reimburses \$80.48 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$45.00	\$35.48
Ultrasound Interpretation - BLEA CPT 93925 reimburses \$42.41 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$17.41
Ultrasound Interpretation - BLEV CPT 93970 reimburses \$37.36 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$12.36
Ultrasound Interpretation - Abdomen Complete CPT 93880 reimburses \$43.26 for professional w/ Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$18.26
Ultrasound Interpretation - AAA CPT 76706 reimburses \$30.06 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$5.06
Ultrasound Interpretation - Thyroid CPT 76536 reimburses \$30.86 for professional with Medicare (LA-Long Beach-Anaheim-OC)	\$25.00	\$5.86



BRIDGETTE BARNHART

Director of Revenue Cycle *San Diego, CA*

ABOUT

I love what I do. I make sure the money gets collected. I am a highly skilled Director of Revenue Cycle responsible for overseeing billing accounts and helping resolve revenue cycle issues. I oversee the billing team that manages accounts, communications with insurance, collections, cash posting, billing transactions with clients, and report creation. I ensure that these areas run smoothly. I am able to detect problems in the billing system and correct them accordingly. I provide direction, operational support and expertise in aligning initiatives with forward-thinking business strategies to increase revenue. I apply creativity, technical skills and interpersonal skills to consistently meet and exceed established goals.

QUALIFICATIONS

- Seasoned Director of Revenue Cycle.
- Net Collection Percentage of 95-98%
- Proven track record of improvement to revenue.
- I am Tenacious and Never Give Up when it comes to collections and practice revenue.

EXPERIENCE

ULTRASOUND SERVICES INC. — DIRECTOR OF REVENUE CYCLE (Sept 2017 to present)

- I share best practice solutions with all of our customers to maximize collections and practice profit.
- Net Collection Percentage of 95-98%.



BRIDGETTE BARNHART

Director of Revenue Cycle *San Diego, CA*

EXPERIENCE

MEDPRO REVENUE CYCLE SOLUTIONS — DIRECTOR OF REVENUE CYCLE

(March 2018 to present)

- Supervise and control all strategic business aspects with the ability to see the "big picture" in a variety of settings.
- Develop high quality business strategies and plans ensuring their alignment with short-term and long-term objectives.
- Oversee all operations and business activities to ensure desired results are consistent with the overall strategy and analyze problematic situations and occurrences providing solutions to ensure company growth.

XIFIN, INC. — CUSTOMER ACCOUNT MANAGER (March – Sept 2017)

- Customer liaison and project manager of outsourced billing for specialty medical laboratories located throughout the US.
- Supervise and direct Billing & Collections staff as well as their processes that directly and positively impact assigned Customers A/R and financial performance.
- Analyze and review customer financial packages along with AR metrics and Coordinate financial reports that highlight key metrics for client profitability/billing status.

BALBOA NEPHROLOGY MEDICAL GROUP (BNMG) — REVENUE CYCLE MANAGER

(July 2016 – March 2017)

- Responsible for the billing & collections of 50 MD FTE's, contracting, providing direction, implementing predictable and consistent best practices and processes as well as the supervision of the 30+ Revenue Cycle staff.
- Supporting the day-to-day operations of the department using sound business principles compliant with all billing, collections and compliance regulations.
- A highly motivated leader able to function in a high-pressure environment.



BRIDGETTE BARNHART

Director of Revenue Cycle *San Diego, CA*

EXPERIENCE

VERICARE — BILLING MANAGER (March 2014 – June 2016)

- Managed accounts receivables, the billing department and partnered with staff to make sure that the company's billing and receivables operations maintain orderly cash flow for the enterprise.
- Establish and maintain proper billing procedures and systems.
- Oversee all hiring decisions made in the department and work with the staff to ensure that proper training occurs on relevant company procedures.
- Oversee all reporting from the billing department and Cash Applications, so that upper management can assess the effectiveness and execution of current procedures.
- Oversee the day-to-day operations of the billing department to ensure accuracy and billing processes.
- Manage the selection, training, and development of the billing department staff.
- Monitor and utilize operational resources, participate in billing and collection process improvement to maximize reimbursement.

VERICARE — REVENUE CYCLE SUPERVISOR (May 2007 – March 2014)

- Analyzed reports and assisted providers, facilities and staff.
- Execute Medi-cal/Medicaid, Medicare, UBH, HMO/PPO, Work Comp.
- Assure timely and accurate submission of claims to the payers.
- Ensure payer denials are resolved in a timely manner.
- Adhere to all policies and procedures, with the most stringent attention to complying with all governmental and HIPPA mandated patient confidentiality regulations.
- Promote customer satisfaction through building healthy internal and external customer relationships.
- Perform various collection actions including correcting and resubmitting claims to third party payers within the required timely filing limits.
- Train and mentor staff in their daily responsibilities.



BRIDGETTE BARNHART

Director of Revenue Cycle *San Diego, CA*

EXPERIENCE

REHAB STRATEGIES — OFFICE MANAGER (Dec 2005 – May 2007)

- Responsible for A/R and A/P.
- Provided excellent customer service.
- Handled heavy phone inquiries.
- Verified eligibility, authorizations and coded.
- Executed billing both electronically and manually.
- Followed up on unpaid claims, appeals, and reports.
- Supervised and trained staff.

CRESCENT HEALTHCARE — INTAKE COORDINATOR (May 2005 – Dec 2005)

- Managed heavy phone inquiries including intake calls from hospitals and physician offices.
- Verified eligibility, negotiated rates, coded.
- Produced reports.
- Evaluated and managed authorizations and contracting.
- Assisted nursing and pharmacy with additional services

HRA — SR. PATIENT ACCOUNT REPRESENTATIVE (May 2004 – May 2005)

- Worked nearly 100 patient accounts daily.
- Managed high volume of patient inquiries with regard with respect to patient confidentiality
- Verified eligibility and appeals.
- Managed high volume of correspondence from patients and insurance companies



BRIDGETTE BARNHART

Director of Revenue Cycle *San Diego, CA*

EXPERIENCE

SPECTRUM HEALTH SYSTEMS — OFFICE MANAGER/BILLER (June 2003 – May 2004)

- Managed multiple physicians' billing accounts, including A/R and authorizations.
- Researched and audited accounts to ensure final payment.
- Posted charges and payments.
- Managed heavy phone inquiries.

CHILDREN'S HOSPITAL AND HEALTH CENTER — SENIOR BILLER (June 2000 – June 2003)

- Managed 2,200 patient accounts on a monthly.
- Evaluated and verified eligibility for collections.
- Researched and audited accounts to ensure final payment.
- Performed Electronic and Manual Billing.
- Responded to heavy customer inquiries while maintaining patient confidentiality.
- Billed ED/UC, Outpatient clinics, Pharmacy, Psych and I/P.

EDUCATION

CABOT COLLEGE, Associates of Science/Revenue Cycle Management/Medical Billing and Coding, GPA 4.0 (1999 – 2000)

LICENSES & CERTIFICATIONS

Medical Insurance Billing

LANGUAGES

Spanish



PAYMENT RULES FAQ Medicare LCDs and NCDs

ULTRASOUND REIMBURSEMENT

QUESTION

Do our physicians have to be licensed (in cardiology/radiology) to bill for ultrasounds performed in our clinic?

ANSWER

No.

Our service is comprehensive. We provide the documentation, sonographer, ultrasound machine, and the interpreting cardiologist/radiologist (who hold the requisite licensure/training). We can also obtain prior authorizations and perform billing/collections for the ultrasound exams.

"Effective May 22, 2007, Medicare has a National Coverage Determination ("NCD") regarding ultrasound diagnostic procedures. 2 Per this policy, Medicare will generally reimburse physicians for medically necessary diagnostic ultrasound services, provided the services are within the scope of the physician's license and for the indications outlined in the NCD. Some Medicare Administrative Contractors ("MACs") require that the physician who performs and/or interprets some types of ultrasound examinations be capable of demonstrating relevant, documented training through recent residency training or postgraduate CME and experience."

Medicare National Coverage Determinations Manual, Ch. 1, Part 4, § 220.5, Ultrasound Diagnostic Procedures (Effective May 22, 2007) (Rev. 173, Issued: 09-04-14, Effective: Upon Implementation of ICD-10), available at https://www.cms.gov/Regulations-and-Guidance/Guidance/Manuals/Downloads/ncd103c1_Part4.pdf



PAYMENT RULES FAQ

Medicare LCDs and NCDs

ULTRASOUND REIMBURSEMENT

QUESTION

Can we bill for ultrasounds performed in our clinic?

ANSWER

Yes.

"In the office setting, a physician who owns the equipment and performs the service him or herself or through an employed or contracted sonographer, may generally bill the global fee, which is represented by the CPT 1 code without any modifiers."

(i) CPT 2019 Professional Edition, American Medical Association, Page 493.

ADDITIONALLY

- 1** Payment rules for other non-Medicare payers (e.g., commercial/private payers, Medicare Advantage, Medicaid) vary by payer and plan. Payer rules and guidance should be reviewed, as some plans indicate, for example, what qualifications or credentials are required or which specialties may perform and receive reimbursement for ultrasound services. Some insurers require physicians to submit applications requesting ultrasound be added to their list of services performed in their practice.
- 2** Additional requirements may apply, so providers should contact the appropriate plan before submitting claims for ultrasound studies to determine their requirements and request that they add ultrasound to the list of services in your contract.
- 3** All ultrasound examinations must meet the requirements of medical necessity as set forth by the payer, must meet the requirements of completeness for the code that is chosen, and must be documented in the patient's record, regardless of the type of ultrasound equipment that is used.
- 4** Physicians will select the CPT and ICD-10 codes that accurately describe the services performed and the corresponding reasons for the study. We provide the exam requisition with the diagnosis ICD-10 codes.



COURTNEY WILLIAMSON, ARDMS ELIGIBLE

Sr. Sonographer – General, Small Parts, Pelvic,
Arterial & Vascular *Lake Elsinore, CA*

ABOUT

Lake Elsinore is my home and I love being a sonographer. I strive to be the best Sonographer I can be while providing patient care at facilities throughout Southern California. I am self-driven and reliable. I excel at working with others and am adept at performing multiple tasks in a fast paced environment. I am quick to learn new technologies and procedures. I am eager to learn new and challenging skills at every opportunity to provide better patient care.

QUALIFICATIONS

- Understanding of ultrasound physics, image formation and display, Doppler, color flow, m-mode, 2D scanning, and instrumentation.
- Experience in scanning Ob, pelvic, Abdominal, Carotid, Small Parts, Arterial, and Vascular.
- Knowledge of human anatomy, venous system, nervous system, and reproduction system.
- Familiar with different types of ultrasound machines as well their transducers and applications. Hands on experience using Phillips ATL, GE Voluson, Acuson Cypress and Mindray M7 Portable Ultrasound.

EXPERIENCE

ULTRASOUND SERVICES INC. – SR. SONOGRAPHER (Feb 2017 to present)

- Perform General, Small Parts, Pelvic, OB-GYN, Arterial, and Vascular ultrasound scans at clinics and specialty acute care, post acute care and long-term care hospital clients throughout Southern California.
- Partner with other clinicians to provide the absolute best patient care possible. I work with doctors, nurses, NPs, PAs, and Medical Assistants at Kindred Hospital – San Diego, Vibra Hospital of San Diego, Select Specialty Hospital – San Diego, Escondido Post Acute Rehab, and Palomar Heights Post Acute Rehab.



COURTNEY WILLIAMSON, *ARDMS ELIGIBLE*

Sr. Sonographer – General, Small Parts, Pelvic,
Arterial & Vascular *Lake Elsinore, CA*

EXPERIENCE

ULTRASOUND SERVICES INC. — SR. SONOGRAPHER (Feb 2017 to present) *continued*

- Write up reports for radiologists/cardiologists along with preliminary reports for patient charts.
- Upload images and reports with different PACS systems.
- With our hospital clients, I perform approximately 116 scans per month with complex pathologies, including 3,712 complex pathology scans over the last 32 months.

EXPERIENCE WITH PATHOLOGY

Abdominal

Aortic aneurysm
Abdominal cyst
Abdominal ascites
Pneumoperitoneum

Gallbladder

Cholecystitis
Cholelithiasis
Sludge
Phrygian cap

Kidneys

Hydronephrosis
Renal mass
Renal cyst
Renal stones
Dual collecting system
Dromedary hump

Liver

Hepatomegaly
Liver cyst
Liver ascites
Fluid in Morrison's pouch
Liver mass

OBGYN

Nabothian cyst
Ventricular omegaly
Abdominal ascites
Omphalocele
Twins
Fetal demise
Cleft lip
Club foot

Pancreas

Pancreatic cyst

Spleen

Splenomegaly
Splenic ascites
Accessory spleen

Testicular

Hydrocele
Spermatocele
Scrotal edema

Tissues

Edema
Hematoma
Mass

Vascular

Plaque
Stenosis
Thrombosis
Pseudoaneurysm



COURTNEY WILLIAMSON, *ARDMS ELIGIBLE*

Sr. Sonographer – General, Small Parts, Pelvic,
Arterial & Vascular *Lake Elsinore, CA*

EXPERIENCE

DR. BRAR HIGH RISK OB – DIAGNOSTIC MEDICAL SONOGRAPHER EXTERNSHIP (2015)

- Medical Assistant skills, filling out visit reports/assessments, recording scans, labeling, sending appointment tasks, inputting patient data, and draping patients.
- Standard OB scans, high risk, CRL, and Nuchal translucency images.

EDUCATION

WEST COAST ULTRASOUND INSTITUTE, ASSOCIATES OF OCCUPATIONAL SCIENCE/DIAGNOSTIC MEDICAL SONOGRAPHY, GPA 4.0 (2014 – 2015)

CAREER COLLEGE OF AMERICA, DIAGNOSTIC MEDICAL SONOGRAPHY, GPA 4.0 (2012 – 2014)

RIVERSIDE COMMUNITY COLLEGE, ASSOCIATES DEGREE, GPA 4.0 (2008 – 2011)

LICENSES & CERTIFICATIONS

ARDMS-Eligible, SPI certified, and certified in Basic Life Support (BLS/CPR/AED), HIPAA, and First Aid



MADELAINE RICE RDMS

Sonographer – General, Small Parts, Pelvic
Oceanside, CA

ABOUT

ARDMS-certified ultrasound technician experienced in various areas of ultrasound imaging, such as Vascular, Abdomen, Small parts, Breast, OB-GYN, and Echocardiography. Diligent individual, dedicated to maintaining patient safety, comfort, and rapport while producing diagnostic images. Works as a team player with radiologists and other medical professionals, as well as independently with professional initiative and judgment.

LICENSES & CERTIFICATIONS

BLS August 2019 – August 2021 Certification of SPI October 2017 ARDMS Abdomen – September 2018

PROFESSIONAL EXPERIENCE

MOUNTAIN HEALTH CARES – ESCONDIDO, CA REFERRAL COORDINATOR/MEDICAL RECORDS CLERK MARCH (March 2019 to present)

- Receive and review requests for release of medical records, process requests, and fax or mail release of records to appropriate locations in a timely manner. Enter data into NextGen system, maintain electronic records and logs, and file paperwork.
- Greet and check in patients, schedule, reschedule and verify patient appointments, verifies insurance and receive co-payments when necessary.



MADELAINE RICE RDMS

Sonographer – General, Small Parts, Pelvic
Oceanside, CA

PROFESSIONAL EXPERIENCE

ULTRASOUND SERVICES, INC. – SAN DIEGO, CA ULTRASOUND TECHNICIAN
(August 2018 to present)

- Operate Philips ATL (5000), Acuson (XP 128, Aspen, Sequoia 512 & c256, Cypress), and Mindray M7 ultrasound equipment, select appropriate settings, and adjust patient positioning to produce and record diagnostic images of organs, tissues, and the motion, shape, and composition of blood.
- Review and submit diagnostic images and written reports of technical findings to the physician for use in medical diagnosis.

CHILDREN'S CENTER AT CALIFORNIA STATE UNIVERSITY, FULLERTON – FULLERTON, CA
Substitute Teacher August 2016 – September 2017, Lead Teacher August 2011 – May 2015

- Planned, co-facilitated, and implemented weekly meetings with staff on topics, such as Desired Results Developmental Profile (DRDP) trainings.
- Organize and lead weekly curriculum and adopt teaching methods and instructional materials to meet students' varying needs and interests.

VOLUNTEER EXPERIENCE

Lucile Packard Children's Hospital at Stanford – Palo Alto, CA Audiology Volunteer
December 2015 – August 2016

Volunteer at UC Irvine Medical Center – Orange, CA Emergency Department
Volunteer August 2014 – May 2015

EDUCATION

PLATT COLLEGE, ASSOCIATE'S DEGREE, DIAGNOSTIC MEDICAL SONOGRAPHER,
(2016 – 2018)

**CALIFORNIA STATE UNIVERSITY, BACHELOR OF SCIENCE, CHILD AND ADOLESCENT
DEVELOPMENT,** (2009 – 2013)



LAYTH GORGEES RCS

Cardiovascular Sonographer
San Diego, CA

ABOUT

Trilingual professional with strengths in ultrasound scanning, report composition and multitasking.

QUALIFICATIONS

- Trilingual (English, Arabic and Chaldean)
- Capable of effectively communicating with all levels of administrative and medical staff
- Proven clinical knowledge, skills, and attitude to implement ultrasound procedures
- Knowledgeable of PACS/DICOM
- Able to take vital signs and ambulatory blood pressure
- Injections/Venipunctures

EXPERIENCE

ULTRASOUND SERVICES INC. — CARDIOVASCULAR SONOGRAPHER

(Jan 2019 to present)

- Perform echocardiograms/stress echoes and manage the imaging with the measurements.
- Create preliminary echocardiographic reports for physician review/signature.
- Perform vascular studies (Carotid Ultrasound study, lower and upper arterial, and venous studies).



LAYTH GORGEES RCS

Cardiovascular Sonographer
San Diego, CA

EXPERIENCE

ZAVARO CARDIOVASCULAR INSTITUTE Cardiovascular Sonographer
(Oct 2019 – Present)

- Perform high quality cardiac ultrasound studies.
- Contribute to the development of section standard operating procedures.
- Prepare preliminary reports for review and interpretation by cardiologists

ZAVARO CARDIOVASCULAR INSTITUTE Medical Assistant (Oct 2019 – Present)

- Developed a strategic business and marketing plan that increased profit.
- Built strong positive word-of-mouth for new startup business through advertising.
- Analyzed financial data for taxation preparation for the business.

EDUCATION

**WEST COAST ULTRASOUND INSTITUTE, ASSOCIATE OF SCIENCE IN DIAGNOSTIC
MEDICAL SONOGRAPHY** (2017 – 2019)

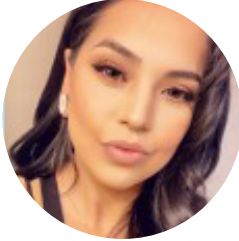
SAN DIEGO CITY COLLEGE, ASSOCIATE OF SCIENCE IN GENERAL STUDIES,
(2014 – 2016)

KAPLAN COLLEGE, MEDICAL ASSISTANT DIPLOMA (2011 – 2012)

CERTIFICATIONS & REGISTRY

+CCT and RCS +EKG +EECP Clinical Training Certificate
+CPR/BLS (AHA) +HIPAA

PROFICIENCY OPERATING THE FOLLOWING MACHINES: Phillips, Mindray, Samsung, & Sequoia



LORRAINA MARTINEZ

RCS ELIGIBLE

Cardiovascular Sonographer
San Diego, CA

ABOUT

Systematic and tactful cardiac professional offering strong proficiency in 2-dimensioned Doppler-based procedures and echocardiography. Expert in obtaining diagnostic recordings from cardiac ultrasound images and hemodynamic data. Current BLS-HP certification, along with exceptional arrhythmia interpretation skills.

QUALIFICATIONS

- Ability to perform all aspects of Echocardiography protocol utilizing 2D, M-Mode, continuous wave, pulse, and color doppler on adult patients.
- Knowledge of anatomy, physiology, pathology, and cardiac hemodynamics.
- Advanced vascular assessment, carotid series, arterial & venous (lower extremities).
- Proficient in performing, and documenting, all measurements necessary to process a full diagnostic examination.
- Experience in: SEQUOIA, FE, PHILLIPS, ATL HDI 5000 and Acuson technologies. Also quick to learn new technologies.

CERTIFICATIONS

+CCT and RCS +EKG +EECP Clinical Training Certificate
+CPR/BLS (AHA) +HIPAA

EXPERIENCE

ULTRASOUND SERVICES INC. — CARDIOVASCULAR SONOGRAPHER
(Nov 2019 to present)

- Perform echocardiograms/stress echos and vascular studies (carotid ultrasound, lower and upper arterial, and venous studies).
- Prepare, process and provide measurement and image data to Cardiologists and Radiologists for interpretation, utilizing 2D, M-Mode, Doppler, and Color Flow imaging



LORRAINA MARTINEZ

RCS ELIGIBLE

Cardiovascular Sonographer
San Diego, CA

EXPERIENCE

PERFORMANCE TEAM – Shipping Supervisor (2017 – 2019)

- Manage various work orders, accounts, and multiple associates.
- Scheduled delivery routes, and created BOL's.
- Efficiently delegate, supervise, and complete high volume freight orders.
- Provided communication directly with customers regarding collection, completion, and any concerns.

STARLING PHYSICIANS – Patient Service Representative (2015 – 2017)

- Answered an average of 50 calls per day for high volume hematology/oncology department.
- Ensured superior customer experience by addressing customer concerns, demonstrating empathy and resolving problems on the spot.
- Recipient of multiple positive reviews acknowledging dedication to excellent customer service.
- Schedule, and reschedule, urgent/routine patient appointments with physicians.
- Collection of copays, and balances, via cash and/or credit card.
- Patient data information entry, and insurance eligibility.

EDUCATION

**WEST COAST ULTRASOUND INSTITUTE, ASSOCIATES IN OCCUPATIONAL SCIENCE –
CARDIOVASCULAR SONOGRAPHY** (2017 – 2019)

MT. SAN ANTONIO COLLEGE, ASSOCIATES IN ANIMAL SCIENCE (2009 – 2014)



NEIL SINGH, RD^{CS}

Cardiovascular Sonographer Cypress, CA

ABOUT

I currently provide cardiac imaging services to local hospitals, clinics, doctors offices, and donor heart transplant programs throughout Southern California. Also focus on providing preventive cardiac care screenings to employers, communities, churches, individuals, and anyone interested in taking a charge in their heart health.

QUALIFICATIONS

- Echocardiograms, Stress Echocardiograms, Carotid, Venous, and Arterial

EXPERIENCE

Cardio-Beat imaging, Inc. — Echocardiographer / Owner (1995 to present)

- Perform echocardiograms, stress echocardiograms, carotid, venous, arterial. Also manage sonographers on the team who perform general, small parts, pelvic, arterial, and vascular scans at clinics and within post acute care hospitals.

EDUCATION

PACIFIC COAST COLLEGE, Cardiovascular Technician (1994 – 1995)

LICENSES & CERTIFICATIONS

RD^{CS}



RAM DANDILLAYA, MD, FACC, FCCP

Cardiologist *Beverly Hills, CA*

CLINICAL APPOINTMENTS

Vice – Clinical Chief, Division of Cardiology, Cedars – Sinai Heart Institute
Attending Staff, Division of Cardiology, Cedars – Sinai Medical Center
Member, Cedars – Sinai Heart Institute Center of Excellence
Medical Director – West Coast Ultrasound Institute

EDUCATION & TRAINING

HARBOR – UCLA MEDICAL CENTER, Advanced Imaging Training in Cardiac Computed Tomography (CT) (July 2006 – Oct 2006)

HARBOR – UCLA MEDICAL CENTER, Fellowship in Cardiology (2003–2006)

CEDARS – SINAI MEDICAL CENTER, Residency Training in Internal Medicine (2000 – 2003)

THE GEORGE WASHINGTON UNIVERSITY, Doctor of Medicine (1996–2000)

UNIVERSITY OF CALIFORNIA, IRVINE, Bachelor of Science, Biological Sciences (1992 – 1996)

ST. JOSEPH HIGH SCHOOL, Highschool Diploma (1988 – 1992)

RESEARCH EXPERIENCE

LA BIOMEDICAL RESEARCH INSTITUTE, TORRANCE, CA (2012 – Present)

Involved in imaging research under the direction of Dr. Matthew Budoff.
Conduct clinical trials and involved as supervising imaging physician for nuclear cardiology.

CARDIOVASCULAR INTERVENTION CENTER, DIVISION OF CARDIOLOGY CEDARS – SINAI MEDICAL CENTER, LOS ANGELES, CA (2007 – 2012)

Involved as clinical cardiologist for PARTNER trial, investigating the efficacy of percutaneous based aortic valve replacement.

DIVISION OF CARDIOLOGY, HARBOR UCLA MEDICAL CENTER (2004 – 2006)

Involved in advanced imaging research with Dr. Matthew Budoff, particularly examining the role of EBCT/MDCT and coronary calcium in coronary artery disease.



RAM DANDILLAYA, MD, FACC, FCCP

Cardiologist *Beverly Hills, CA*

RESEARCH EXPERIENCE

ATHEROSCLEROSIS RESEARCH CENTER, DIVISION OF CARDIOLOGY, CEDARS – SINAI MEDICAL CENTER, LOS ANGELES, CA (2001 – 2003)

Involved in project investigating the effects of EGCG, a component of green tea, on vascular smooth muscle proliferation and neointimal proliferation. Techniques involved include sectioning of tissue samples, various staining protocols, and computer aided measurement of cross sectional areas. Research was presented at the Solomon Scholars Meeting at UCLA 2002.

DEPARTMENT OF MOLECULAR BIOLOGY AND IMMUNOLOGY, UC IRVINE, IRVINE, CA (1995 – 1996)

Student Researcher; Conducted ovarian cancer research under Dr. Gale Granger, Professor of Biological Sciences. Research involved utilization of an animal model for epithelial ovarian cancer to test immunization potential of genetically altered tumor cells. Awarded Excellence in Research. Honors Thesis was published in the UCI Journal of Undergraduate Research, 1996: "Retroviral gene transduction of TNF-alpha results in increased tumor immunogenicity in the NuTu-19 epithelial ovarian cancer animal model." This project was also presented at the annual Research Day at the George Washington University in 1996.

DEPARTMENT OF CELL AND DEVELOPMENTAL BIOLOGY, UC IRVINE, IRVINE, CA (1993 – 1995)

Student Researcher; Involved in developmental genetics research of *Drosophila melanogaster* in the lab of Dr. J. Lawrence Marsh, Chairman of Cell and Developmental Biology. Project involved identifying novel mutants of the disheveled gene through P-element induced mutagenesis. Awarded grant from UCI Committee on Instructional Development for research, 1994

ABSTRACTS

- Measurement of Left Ventricular Myocardial Mass by Cardiac CT Angiography. Presented at Society for Cardiac Computed Tomography Annual Meeting. 2006.
- Coronary Calcium Progression Rates with a Zero Initial Score. Presented at the Society for Cardiac Computed Tomography Annual Meeting. 2006
- Angiotensin-converting Enzyme Inhibitors Retards Progression of Coronary Calcium Among Individuals on Statins. American Heart Association Scientific Sessions 2005.
- Green Tea Derived Polyphenol Antioxidant EGCG Differentially Modulates Developing Compared to Mature Atherosclerotic Lesions in ApoE ^{-/-} Mice. American College of Cardiology Annual Meeting, 2003.



RAM DANDILLAYA, MD, FACC, FCCP

Cardiologist *Beverly Hills, CA*

PUBLICATIONS

DIFFERENTIAL EFFECTS OF GREEN TEA DERIVED CATECHIN ON DEVELOPING VS ESTABLISHED ATHEROSCLEROSIS IN APOE NULL MICE. Chyu K, Babbidge S, Zhao X, Dandillaya R, Rietveld A, Yano J, Dimayuga P, Cercek B, Shah Pk. Circulation. 2004, May 25.

PROFESSIONAL LICENSES AND CERTIFICATIONS

- 2008** Diplomate, Certification Board of Computed Tomography (CBCCT)
- 2007** Diplomate, National Board of Echocardiography (Comprehensive Echocardiography)
- 2006** Certification in Cardiovascular Disease, American Board of Internal Medicine
- 2005** Diplomate, Certification Board of Nuclear Cardiology
- 2003** Diplomate, American Board of Internal Medicine
- 2001** USMLE Step III – passed on 1 st attempt
- 1999** USMLE Step II – passed on 1 st attempt
- 1998** USMLE Step I – passed on 1 st attempt
- 1992** Emergency Medical Technician (EMT-IA) Certification

California License # A77410
Arizona Medical Board
Washington State Medical Board
DEA License # BD7660827
Basic/Advanced Life Support Certification

PROFESSIONAL COMMITTEES

- 2012 – Present** Performance Improvement Committee,
Department of Medicine, Cedars Sinai Medical
Center
- 2011 – Present** Cedars-Sinai Heart Institute Preventive Cardiology
Center of Excellence
- 2010 – Present** Performance Improvement Committee, Division of
Cardiology, Cedars Sinai Medical Center



RAM DANDILLAYA, MD, FACC, FCCP

Cardiologist *Beverly Hills, CA*

PROFESSIONAL AFFILIATIONS

American College of Cardiology – Fellow (F.A.C.C.),
American Heart Association – Council on Cardiovascular Radiology & Intervention.
American College of Physicians
American College of Chest Physicians – Fellow(F.C.C.P)
Member, Cedars-Sinai Trendsetters(2013) – Invitation Only.
Scientific Advisory Board, World Congress On Heart Disease 2010
Los Angeles and American Society of Echocardiography
Scientific Advisory Board, West Coast Ultrasound Institute
Los Angeles County Medical Association 2000-2006
American Society of Nuclear Cardiology
Society of Vascular Medicine and Biology
Society of Vascular Ultrasound
Adjunct Faculty, Vascular Biology Working Group 2003-2010
Member, Executive Board, Cedars-Sinai Medical Center Alumni Association. Current
Position, Treasurer (2008-2011) Vice-President (2010-2011)
Young Physicians Organization
American Association of Cardiologists of Indian Origin
Indian Medical Association of Greater Los Angeles
Member, American Association of Physicians from India(AAPI)
Member, William Beaumont Research Society , The George Washington University
Member, Medical Society of the District of Columbia 1996-2000
Member, American Association of Family Practice 1996-2000



RAM DANDILLAYA, MD, FACC, FCCP

Cardiologist *Beverly Hills, CA*

SPECIALTY TRAINING/WORKSHOPS

2012- 2013	Cedars-Sinai Leadership Development Retreat/Training Nuclear Cardiology Training, Level II Echocardiography Training, Level II Cardiac Catheterization, Level II Cardiac CT angiography Training, Level III
2004	American Heart Association Peripheral Arterial Disease Workshop
2004 – PRESENT	Vascular Biology Working Group Regional Adjunct Faculty Meeting,
2008	Cardiopulmonary Exercise Testing Certification – Harbor-UCLA

AWARDS

Cedars – Sinai Medical Center “Circle of Friends” 2011
Consumer’s Research Council of America “Top Cardiologists” 2009, 2010
Recipient 16 th Annual Coronary Interventions Fellowship Award, Scripps Clinic
Named to “One Thousand Great Americans” by International Biographical Centre, 2002
Selected to present at Solomon Scholars 2002, UCLA
Standing Ovation Award for excellence in patient care, Cedars – Sinai Medical Center 2000,
2009
Awarded M.D. with Distinction from George Washington University 2000
Election to William Beaumont Research Society, George Washington University 1996
Graduation with Honors Thesis, UC Irvine 1996
Excellence in Research, UC Irvine 1996
Cum Laude , UC Irvine 1996
Dean’s List, UCI 1993 – 1996
Phi Beta Kappa, Junior Year Induction, UCI 1994
Golden Key National Honors Society, 1994
University of California Regents’ Scholar 1992 – 1996
Election to Campuswide Honors Program, UCI 1992 – 1996
Admission with Distinction, UCI 1992
Valedictorian, St. Joseph High School Class of 1992



RAM DANDILLAYA, MD, FACC, FCCP

Cardiologist *Beverly Hills, CA*

PROFESSIONAL WORK EXPERIENCE

RAM DANDILLAYA, M.D., INC., LOS ANGELES, CA (2008 – Present)
Solo cardiology practice serving Beverly Hills/Torrance offices.

WCCT GLOBAL, LLC, CYPRESS, CA (2013 – Present)
Consulting Research Physician

CARDIOVASCULAR MEDICAL GROUP/CVMG OF SOUTHERN CALIFORNIA (2005 – 2008)
Provided coverage and image interpretation for large 17 members cardiology group located in Beverly Hills and Culver City.

MEDICAL GROUP OF BEVERLY HILLS, LOS ANGELES, CA (2002 – 2003)
Urgent Care Physician

TRANSITIONAL CRITICAL CARE SERVICES, CEDARS – SINAI, LOS ANGELES, CA (2002)
Triage Physician



SUNIL KINI, MD

Radiologist *Miami, FL*

ABOUT

Dr. Sunil Kini is a radiologist in Miami, FL. He received his medical degree from University of South Carolina School of Medicine and has been in practice 17 years. He specializes in bone imaging/ musculoskeletal, neuroradiology, and ultrasound and is experienced in telemedicine, magnetic resonance imaging, ultrasonography, and x-ray computed tomography.

EDUCATION

WILLIAM BEAUMONT HOSPITAL, Fellowship/Neuroradiology & Body Imaging

MEDICAL UNIVERSITY OF SOUTH CAROLINA, Residency/Radiology

ST JOSEPH MERCY LIVINGSTON HOSPITAL, Internship

UNIVERSITY OF SOUTH CAROLINA SCHOOL OF MEDICINE, Medical School

UNIVERSITY OF VIRGINIA, Undergrad

LICENSES & CERTIFICATIONS

2019 – 2021 CA STATE MEDICAL LICENSE

2016 – 2020 PA STATE MEDICAL LICENSE

2015 – 2019 IN STATE MEDICAL LICENSE

2015 – 2020 TN STATE MEDICAL LICENSE

2012 – 2020 IL STATE MEDICAL LICENSE

2007 – 2020 NY STATE MEDICAL LICENSE

2007 – 2020 FL STATE MEDICAL LICENSE

AMERICAN BOARD OF RADIOLOGY

DIAGNOSTIC RADIOLOGY



SUNIL KINI, MD

Radiologist *Miami, FL*

PUBLICATIONS

JOURNALS

HOW HELICAL MULTIDETECTOR CT IS CHANGING ABDOMINAL WORKUPS. Kini S, Carr C, Kini GS, Pope T, Curry N, Emergency Medicine, 2005.

DIFFERENTIAL CELLULAR AND SUBCELLULAR LOCALIZATION OF PROTEIN PHOSPHATASE 1 ISOFORMS IN BRAIN. Strack S, Kini S, Ebner F, Wadzinski B, Colbran R, The Journal of Comparative Neurology, 1999.

ABSTRACTS/POSTERS

NORMAL CORONARY ARTERIAL AND VENOUS ANATOMY WITH HIGH RESOLUTION CT ANGIOGRAPHY. Kini S, Kucej BD, Weaver L, Bis KG, Electronic Exhibit and Silver Medal Winner at the American Roentgen Ray Society Meeting and Am. J. Roentgenol, 2007.

BRAIN MR ABNORMALITIES IN RENAL TRANSPLANT PATIENTS. Kini S, Besenski N, Rumboldt Z, Budisavljevic M, Emovon O, American Society of Neuroradiology 42nd Annual Meeting and Am. J. Neuroradiol, 2005.



INDICATIONS

ECHOCARDIOGRAM

The resting echocardiogram shows a real-time, cross-sectional, two-dimensional image of the patient's beating heart, including the heart's chambers, valves and large blood vessels. The technologist also employs Doppler ultrasound imaging during the resting echocardiogram to reveal blood-flow direction and velocity. The echocardiogram's data is recorded as both still and video images and a permanent record is created. A resting echocardiogram is a safe, painless procedure for the patient that takes the sonographer about 25 – 30 minutes to perform.

BENEFIT PATIENT WELL-BEING

- 1 Quickly quantify new or existing murmurs of unknown cause.
- 2 Evaluate the significance of hypertension.
- 3 Establish a baseline echocardiogram with new patients, ideally for hypertensive patients with chest pain, unexplained dyspnea, arrhythmias or other cardiac symptoms.

COMMON INDICATIONS:

SHORTNESS OF

BREATH

ABNORMAL ECG/EKG

ELEVATED BLOOD

**PRESSURE
(HYPERTENSION)**

ATRIAL FIBRILLATION

**FAMILY HISTORY OF
CARDIOMYOPATHIES**

HISTORY OF MI

HISTORY OF

CABG

PERICARDIAL

EFFUSION

CHEST PAIN

MURMUR

HYPOTENSION

ENLARGED HEART

LEG EDEMA

SYNCOPE AND

COLLAPSE



INDICATIONS

STRESS ECHOCARDIOGRAM

A conventional stress echocardiogram requires the use of a treadmill because the patient is monitored during physical activity. Before starting the stress echocardiogram, the sonographer first obtains baseline resting echocardiogram images. Following the baseline images, the patient moves to a treadmill for a stress test, where they are monitored using an EKG and gradually increases his/ her efforts until at 85 percent of maximum heart rate. The patient is then quickly helped back to the exam table so the technician can capture the post-exercise echocardiogram images. Because the complete test requires an initial resting echocardiogram, the stress test, and a final, post-exercise echocardiogram, the procedure requires about 45-60 minutes.

COMMON INDICATIONS:

ABNORMAL EKG

CHEST PAIN

SYNCOPE AND COLLAPSE

PAINFUL RESPIRATION

CARDIOVASCULAR DISEASE

ANGINA

PREVIOUS MYOCARDIAL

INFARCTION

CAROTID ARTERY DUPLEX SCANS

Carotid duplex imaging is conducted via ultrasound. Unlike resting or stress echocardiograms, which examine the heart, during carotid duplex imaging the sonographer focuses on the patient's carotid arteries in the neck. The test is designed to show whether and to what degree plaque has narrowed the arteries. Arterial plaque can compromise blood supply to the brain and increase risk of stroke. For a carotid duplex procedure, the patient lies on his or her back. The procedure is safe, painless and relatively quick; it should take about 20 minutes.

COMMON INDICATIONS:

BRUIT

DIZZINESS

SYNCOPE AND COLLAPSE

CEREBRAL ATHEROSCLEROSIS

AMAUROSIS FUGAX

INTRACTABLE MIGRAINE



INDICATIONS

CAROTID+ SCAN

A Carotid+ scan combines a full carotid duplex study with a full carotid intima-media thickness (CIMT) scan. CIMT scans measure the thickness of the carotid arteries' inner walls. Ultrasound imaging of the carotid arteries can also reveal the presence of plaque, which increases the patient's risk of stroke. The most common cause of thickening of the intima media is atherosclerosis. It is not, however, the only cause. The data produced by the CIMT imaging allows the interpreting physician to compare the average thickness of the patient's intima media against that of other people the same age and gender to arrive at an arterial "age" for the patient. The procedure is safe and painless. The Carotid+ scan should take about 20-30 minutes.

COMMON INDICATIONS:

**FAMILY HISTORY OF
CARDIOVASCULAR
DISEASE**

**POST-HEART ATTACK
OR POST-STROKE
MONITORING**

TOBACCO USE

OBESITY (BMI >30)

**HIGH LDL OR LOW HDL
CHOLESTEROL LEVELS**

**A POSITIVE EBT
CALCIUM SCORE**

DIABETES

ELEVATED

LIPOPROTEIN(A)

HYPERTENSION

**SEDENTARY
LIFESTYLE**

PERIPHERAL ARTERIAL EXAM

During a peripheral arterial exam, the sonographer uses a variety of ultrasound imaging techniques to produce images of the arterial blood flow in the patient's lower extremities. The peripheral arterial exam may include real-time ultrasound imaging, Doppler spectrum analysis, and segmental pressures. The peripheral arterial takes about 45 minutes to complete.

COMMON INDICATIONS:

**DIABETES WITH PERIPHERAL
CIRCULATORY DISORDERS**

PAIN IN LIMB

LOCALIZED SUPERFICIAL SWELLING

MASS/LUMP IN EXTREMITY

NON-HEALING WOUNDS/ULCERS

NUMBNESS IN LIMB



INDICATIONS

ABDOMINAL AORTA SCAN (AAA)

During an abdominal aorta scan, the sonographer uses two types of ultrasound to systematically interrogate the entire length of the abdominal aorta. They also create images of the common iliac arteries. The most frequent reason for ordering an abdominal aorta scan is to check for the presence of an enlargement in the aorta that indicates an aneurysm. The abdominal aorta scan is safe and painless. The patient lies motionless on their back while the sonographer creates ultrasound images of the abdomen. The abdominal aorta scan should take 15 – 20 minutes.

COMMON INDICATIONS:

TOBACCO USE

HISTORY OF TOBACCO USE

FAMILY HISTORY OF AAA

ADVANCED CORONARY DISEASE

ABDOMINAL AORTIC ANEURYSM WITHOUT RUPTURE

ABDOMINAL PAIN

VENOUS DUPLEX SCAN

The Venous Duplex scan is a painless exam that uses ultrasound to check the circulation in the large veins in the legs. During a lower extremity scan, the veins in the legs and ankles are viewed. The procedure takes about 30 minutes to complete.

COMMON INDICATIONS:

EDEMA IN THE LEGS

LEG/FOOT PAIN AT REST

EXCESSIVE VARICOSE VEINS

VENOUS INSUFFICIENCY

VENOUS REFLUX

DOCUMENTATION OF A SOURCE FOR PULMONARY EMBOLISM (PE)

PALPABLE CORD

SYMPTOMS OF PULMONARY

STATUS POST VENOUS INTERVENTIONAL PROCEDURE

EMBOLISM

SHORTNESS OF BREATH WITH

KNOWN LOWER EXTREMITY VENOUS THROMBOSIS

NEW LOWER EXTREMITY PAIN WHILE ON ANTICOAGULATION

**BEFORE TERMINATING ANTI-
COAGULATION THERAPY**



INDICATIONS

HOLTER MONITORING

A Holter Monitor is a small recording device that a patient wears for a 24-hour period to produce a continuous record of their ECG. Holter monitoring is useful in detecting cardiac abnormalities that might not show up in an exam of shorter duration. Holter monitoring is performed during the course of the patient's ordinary daily activities and the chest electrodes are worn discreetly under clothing. The patient is able to do ordinary activities as long as the electrodes and monitor stay dry.

COMMON INDICATIONS:

BUNDLE BRANCH BLOCK

ATRIAL FLUTTER

CARDIAC DYSRHYTHMIA

PALPITATIONS (PVC, PAC)



QUICK GUIDE FOR ULTRASOUND

SYMPTOMS & CPTS

SUFFERS FROM SHORTNESS OF BREATH

Echo (93306)

Aorta (93978)

PATIENT HAS HISTORY OF TIA OR CVA

Carotid (93880)

Echo (93306)

PATIENT HAS ABDOMINAL PAIN

Aorta (93978)

Abdominal (76700)

Renal (76770)

PATIENT SUFFERS FROM PERIPHERAL VASCULAR DISEASE

Arterial Arms (93930)

Arterial Legs (93925)

ABI (93922)

PATIENT HAS DIABETES

ABI (93922)

VISUAL SIGNS OF LEG ULCERS OR SORES

Arterial Legs (93925)

EXPERIENCING LEG SWELLING OR EDEMA

Echo (93306)

PATIENT HAS VARICOSE VEINS

Venous Legs (93970)

PATIENT HAS VASCULAR KIDNEY DISORDERS

Echo (93306)

Aorta (93978)

LEA (93925)

PATIENT HAS PELVIC PAIN

Pelvic Transabdominal (76856)

Pelvic Transvaginal (76830)

PATIENT EXPERIENCES VISUAL FIELD DEFECTS OR DIZZINESS

Carotid (93880)

Aorta (93978)

PATIENT HAS NECK SWELLING

Thyroid (76536)

FLUTTERING OF THE HEART OR PALPITATIONS DURING THE LAST MONTH

Echo (93306)



CUSTOMER TESTIMONIALS



"Ultrasound Services is an ideal program that allows a certain level of care not available otherwise. Our partnership with Ultrasound Services also has a net positive impact on our bottom line."

**VICE PRESIDENT
FEDERALLY QUALIFIED HEALTH CENTER
(FQHC)**



"Ultrasound Services enables us to take our single-minded commitment to our patients to another level. We are constantly pushing the envelope to innovate and improve the clinical care and experience for our patients and we see a partner like Ultrasound Services being an important part of that process."

**CEO
FEDERALLY QUALIFIED HEALTH CENTER
(FQHC)**



"If we didn't have Ultrasound Services, our patients would continue to be sent out of the clinic for noninvasive cardiac testing. Now they receive prompt care, under one roof."

**CENTER DIRECTOR
FEDERALLY QUALIFIED HEALTH CENTER
(FQHC)**



"Our partnership with Ultrasound Services enables us to offer high quality cardiac testing for our patients. The collaborative approach with Ultrasound Services allows our patients to receive services directly in our clinic and hospitals. Their prompt, professional sonographers allow us to make timely decisions on appropriate care."

**DR. STEVEN A. GROSS, MD, FACC
CARDIOLOGIST, SOUTHERN CALIFORNIA
CARDIOLOGY MEDICAL GROUP**



"We love Ultrasound Services! They are professional and a pleasure to work with. They are an important part of our team."

**CHARGE NURSE
FEDERALLY QUALIFIED HEALTH CENTER
(FQHC)**



"Ultrasound Services enables us to take our single-minded commitment to our patients to another level. We are constantly pushing the envelope to innovate and improve the clinical care and experience for our patients and we see a partner like Ultrasound Services being an important part of that process."

**RADIOLOGY SUPERVISOR
TRANSITIONAL CARE AND LONG-TERM
HOSPITAL**



"Ultrasound Services sonographers are a very professional group; they're courteous and the patients absolutely love them."

**DR. JEFFREY K. WILLIAMS MD
CARDIOLOGIST, JEFFREY WILLIAMS, MD,
INC.**



"We are extremely happy with our services from CardioRad. Their cardiologist Dr. Ram Dandillaya has been providing prompt telemedicine EKG interpretations for our student health clinic for two years now. We heartily recommend CardioRad to other health centers."

**VP, STUDENT AFFAIRS
CALIFORNIA STATE UNIVERSITY SYSTEM**



CLINICAL QUALITY

Our experience as a Scripps Health provider with Scripps and Mercy cardiologists and their referring physicians will greatly benefit your patients. We have included below an example of our comprehensive approach to quality that makes our service second to none.

CLINICAL QUALITY INDICATORS

ENVIRONMENT OF CARE	METRIC	TARGET	MONITOR FREQUENCY	REPORTING FREQUENCY
Equipment has evidence of regular preventive maintenance (PM)	# Current PM stickers on equipment/ # Preventive Maintenance Required	100%	Monthly	Quarterly

HUMAN RESOURCES	METRIC	TARGET	MONITOR FREQUENCY	REPORTING FREQUENCY
Staff are qualified by education & training to perform sonography: *Status of licensure (if required)* Certification / registration by ARRT or ARDMS (or other mutually agreed upon entity)	# staff with required qualifications / # staff	100%	Every 6 Months	Quarterly

LEADERSHIP	METRIC	TARGET	MONITOR FREQUENCY	REPORTING FREQUENCY
Satisfaction with services provided	<2 complaints per review Period	# of Complaints	Monthly	Quarterly



CLINICAL QUALITY

(CONTINUED)

CLINICAL QUALITY INDICATORS

QUALITY	METRIC	TARGET	MONITOR FREQUENCY	REPORTING FREQUENCY
Exams are not repeated due to incorrectly / inadequately performed ultrasounds	# correctly performed exams / # exams reviewed OR # repeat exams / # exams reviewed	95%	Monthly	Quarterly
Routine exam report received in less than or equal to __hours*	# reports compliant with turnaround time / # reports reviewed	95%	Monthly	Quarterly
Emergent (stat) exam report received in less than or equal to __hours*	# reports compliant with turnaround time / # reports reviewed	95%	Monthly	Quarterly



OUR GENERAL LIABILITY & PROFESSIONAL LIABILITY INSURANCE POLICIES (CERTIFICATES OF COVERAGE)

We will provide a certificate of coverage for our General Liability insurance policy with \$1M/\$2M coverage for “general” claims involving bodily injuries and property damage. (At the time of service, we will provide a certificate of coverage for \$1M/\$2M for the Clinic as well.)

We will provide a certificate of coverage for our Professional Liability Insurance for our sonographers with \$500K/\$1M of coverage.

We will provide a certificate of Medical Professional Liability Insurance (MPLI) coverage for our reading/interpreting cardiologist Dr. Ram Dandillaya, MD, FACC, FCCP with \$1M/\$3M coverage for each occurrence/aggregate.

We will provide a certificate of Medical Professional Liability Insurance (MPLI) coverage for our reading/interpreting radiologist Dr. Sunil Kini, MD with \$1M/\$3M coverage for each occurrence/aggregate.

Additionally, as of January 1, 2020 we are in full compliance with the new California employment law AB5. All of our sonographers who provide services onsite are all employees of Ultrasound Services Inc.

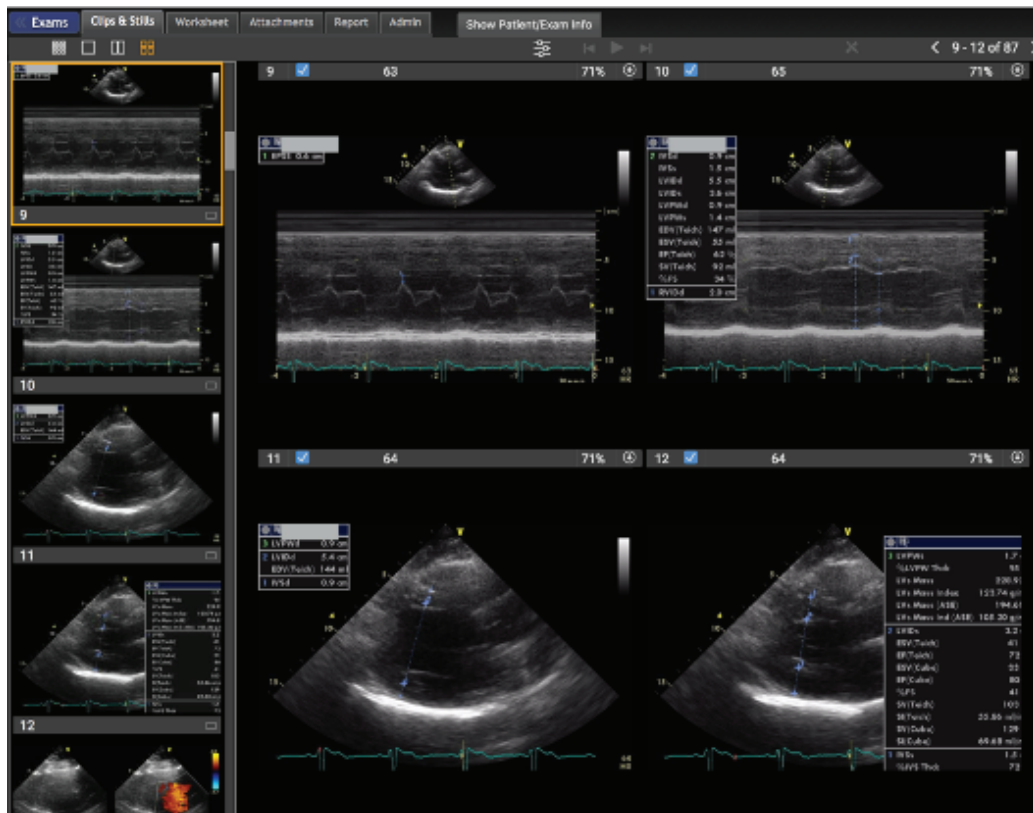
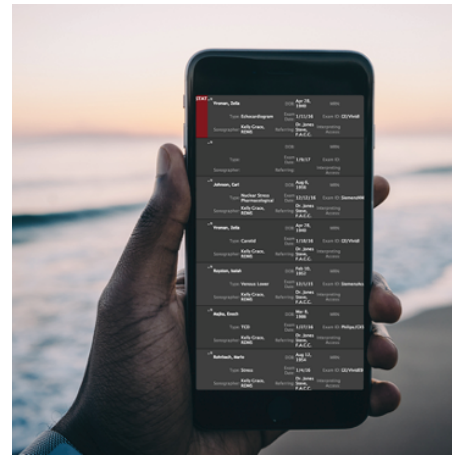


8334 Clairemont Mesa Blvd., #108, San Diego, CA, 92111 Phone: (858) 874-3626
UltrasoundServicesInc.com

CLOUD-BASED PACS FOR IMAGES, INTERPRETATIONS & REPORTS

(CLINICAL QUALITY INDICATORS)

We provide a cloud-native and HIPAA compliant picture archiving and communication system (PACS) for the Clinic to access all medical images and reports for echocardiograms, EKG/ECGs and ultrasounds. All interpretations/reports are immediately faxed to the Clinic upon being finalized by our reading cardiologists and radiologists. We also utilize Multi-factor Authentication for strong sign-in security.



Providers of Patient Care and/or Patient Services to
(THE NAME OF YOUR CLINIC, HEALTH CENTER OR HOSPITAL)
by Ultrasound Services Inc.

CONTRACTOR ATTESTATION

In compliance with JCAHO standards, by my signature below, I attest that when patient care and/or patient services are provided to patients of (THE NAME OF YOUR CLINIC, HEALTH CENTER OR HOSPITAL) through our agreement, the number and qualifications of staff are appropriate to the organization's mission and patient population. Our employees undergo a competency assessment and are evaluated by Ultrasound Services Inc.

I attest that Ultrasound Services Inc. verifies that applicable personnel possess appropriate:

- + education and training as required by applicable law and regulation:
current state licensure, certification, or registration as required:
- + knowledge and experience necessary for assigned responsibilities:
- + written position job descriptions that define qualifications and job expectations and
job performance is evaluated
- + competence of staff members is continually assessed, maintained, demonstrated, ^
and improved: and
- + no health problems exist that could affect his or her ability to provide services.

Ultrasound Services Inc. will supply a summary report as proof of the above.

Agency or Contractor Name: Ultrasound Services Inc.

Authorized Signature: _____

Date Signed: _____

Revised 1/2020 JCAHO Contractor Attestation