

## Annual Gross Profit Potential from ATD's Tear Diagnostic Tests

		Lactoferrin	IgE	Both
Per Eye	2016 CMS Rates	\$17.63	\$22.43	\$40.06
	Product Cost	\$10.50	\$10.50	\$21.00
	Gross Profit	\$7.13	\$11.93	\$19.06
Per Patient	2016 CMS Rates	\$35.26	\$44.86	\$80.12
	Product Cost	\$21.00	\$21.00	\$42.00
	Gross Profit	\$14.26	\$23.86	\$38.12

		# of Patients Tested Per Day	No Retest	With 1 Retest*
Gross Profit Potential with 5 day week and 48 week year	1	\$9,134	\$13,357	
	5	\$45,672	\$66,784	
	10	\$91,344	\$133,567	
	25	\$228,360	\$333,918	
	50	\$456,720	\$667,836	

\* To Test Treatment Efficacy assumes each patient comes back for one retest based on the findings of the first tests. Only one test is performed - 65% were retested for Lactoferrin and 35% for IgE.

Note: This is only an example of potential gross profitability from test strip reimbursements with a single retest (more severe cases would likely be brought back for more than one retest) and is not an estimate for your practice. Related services such as exam revenues, supplements and punctual plugs can more than double these estimates. *Estimates provided by ATD are for example purposes only and not a guarantee or predictor of actual results.*



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