\$250,000

# HOLOGIC®

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### Background

- Breast cancer accounts for approximately 30% of all cancer cases in women.<sup>1</sup>
- Screening mammography plays a critical role in early breast cancer detection, thereby increasing the likelihood of survival.<sup>2</sup>
- Breast positioning is a key factor that impacts the quality of a mammography image, and improper imaging can lead to inconclusive results,<sup>3</sup> necessitating screening mammography retakes during the initial exam (same-day retake) or requiring a patient to return on a different day for additional imaging (technical recall).
- The aim of this study was to estimate the economic impact and efficiency implications of screening mammography image quality (IQ)-related same-day retakes, technical recalls, and other IQ improvement activities from the facility perspective.

### Methods

- We constructed a modeling tool in Microsoft Office Excel.
- - Model inputs and base case values are listed in Table 1.
  - Facility characteristics were estimated from market research data and published literature. The Merative MarketScan Commercial Claims Database was used to inform the estimated DBT screening mammogram reimbursement rate.
  - IQ-related components were grouped into three categories: same-day retakes, technical recalls, and other IQ improvement activities, such as monthly trainings.
  - Approximations of the rate of and time required for same-day retakes, technical recalls, and other IQ improvement activities were derived from internal market research data and assumptions.

### Base case analysis

- The number of sameday retakes and technical recalls, the time associated with all three IQ-related components, and the cost associated with all three IQ-related components were calculated.
- In addition, the annua additional screening revenue opportunity was modeled by calculating the potential revenue associated with new screening mammograms that could be conducted from the room time spent on same-day retakes and technical
- recalls. Improvement scenario analyses were performed to assess the impact of reductions in all three **IQ-related** components.

## Sensitivity analysis

 A sensitivity analysis evaluated the impact of key inputs on (1) annual cost and (2) annual additional screening revenue opportunity of all three IQ components combined.

Other image quality improvement activities

#### Table 1. Model Inputs Case Facility characteristics Number of gantries<sup>4</sup> Number of screening mammography exams per gantry per year<sup>4</sup> Number of mammography technologists<sup>4</sup> Screening mammography exam time slot<sup>4</sup> \$19 Hourly cost of administrative staff<sup>5</sup> \$200 Hourly cost of operating a mammography room<sup>4</sup> \$43 Hourly cost of mammography technologist<sup>6</sup> Hourly cost of breast radiologist<sup>7</sup> \$241.15 Reimbursement for a DBT screening mammography exam<sup>8</sup> Same-day retakes Percentage of screening mammography exams that require retake on the same day due to poor image quality9 Average administrative staff time needed for a same-day retake<sup>4</sup> 0 min Average room time needed for a same-day retake<sup>4</sup> 1 min Average radiologist time needed for a same-day retake<sup>4</sup> 0 min Technical recalls Percentage of screening mammography exams that require technical recall (different day retake) due to poor image quality<sup>9</sup> Average administrative staff time needed for a technical recall<sup>4</sup> 5 min 15 min Average room time needed for a technical recall<sup>4</sup> Average radiologist time needed for a technical recall<sup>4</sup> 5 min

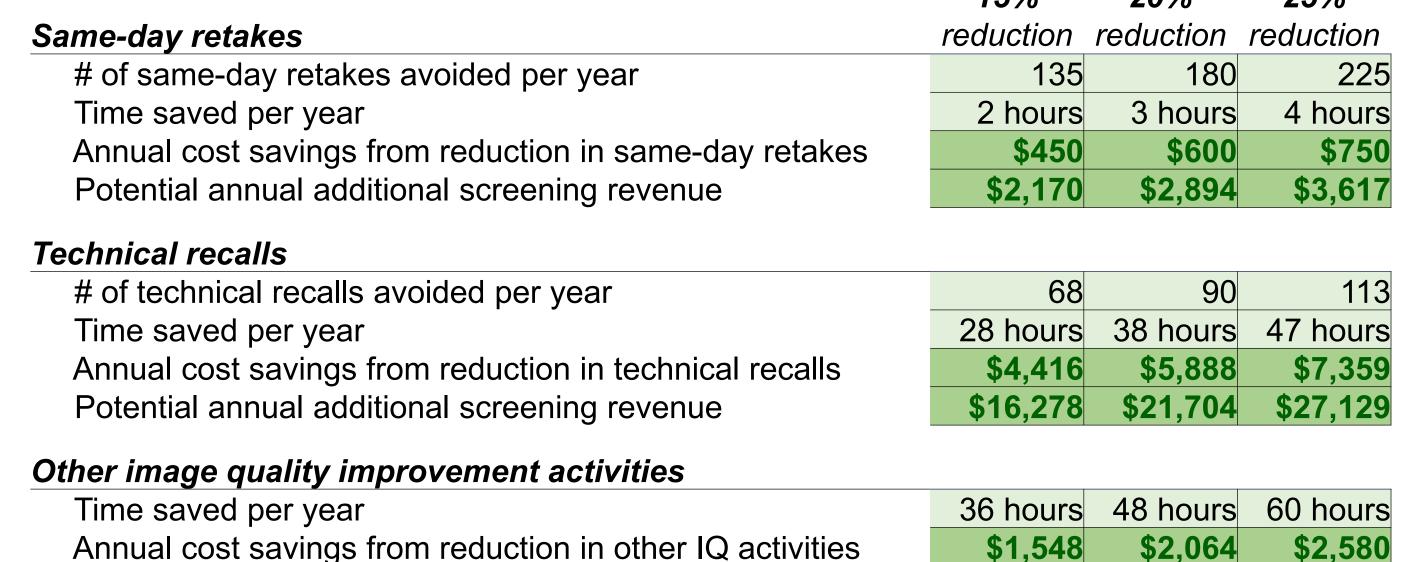
Average time spent on other IQ improvement activities per month<sup>9</sup> 2 hours

### Base case analysis

- Under the base case scenario, the number of same-day retakes and technical recalls per year was 1,350 (Table 2). The amount of time spent on all three IQ-related components was 443 hours, for a total annual cost of \$42,758. The annual additional screening revenue opportunity based on the room time associated with same-day retakes and technical recalls was \$122,987.
- Modeling improvement scenarios of 15% to 25% reductions in same-day retake rate, technical recall rate, and time spent on other IQ improvement activities results in 203 to 338 avoided same-day retakes and technical recalls per year, time savings of 66 to 111 hours per year, and cost savings of \$6,414 to \$10,689 per year (Table 3; Figure 1). These scenarios result in the potential for \$18,448 to \$30,747 in additional annual screening revenue if the room time associated with the avoided retakes and recalls was utilized to conduct new screening exams.

\$18,448 \$24,597 \$30,747

Table 3. Improvement scenarios: modeling a 15% to 25% reduction in same-day retake rate, technical recall rate, and time spent on other IQ improvement activities



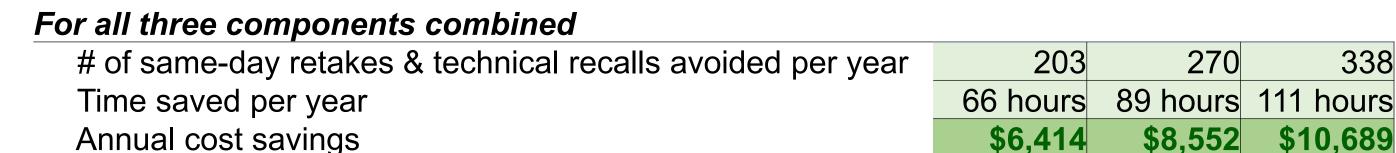
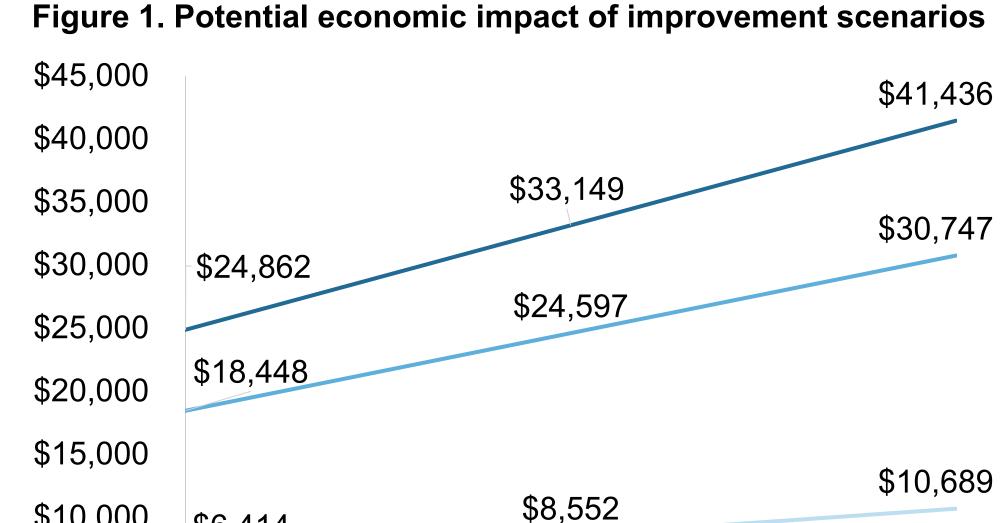
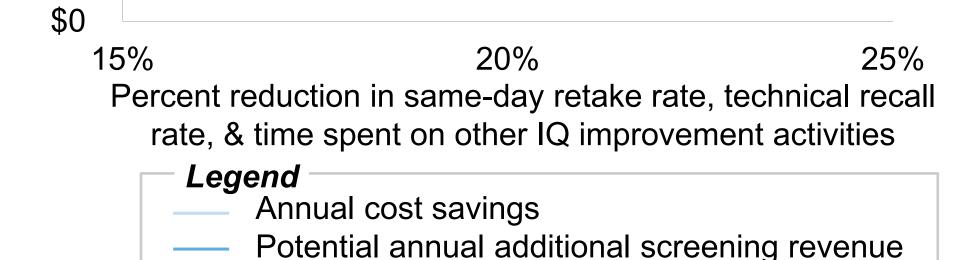


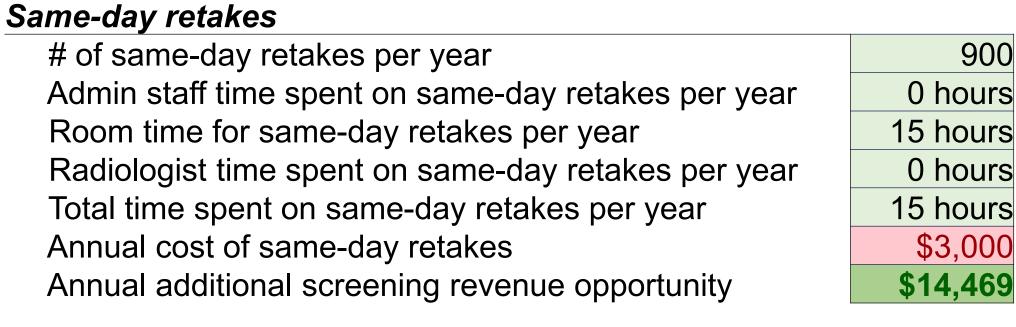
Table 4. Values for sensitivity analyses for annual cost and annual additional screening

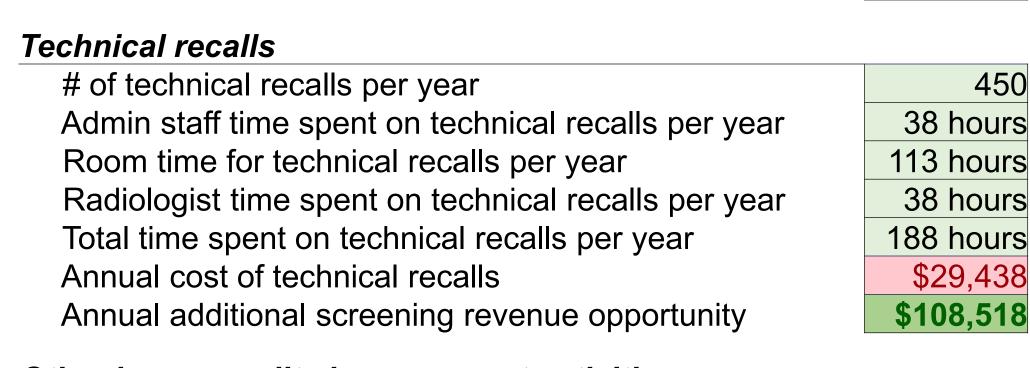


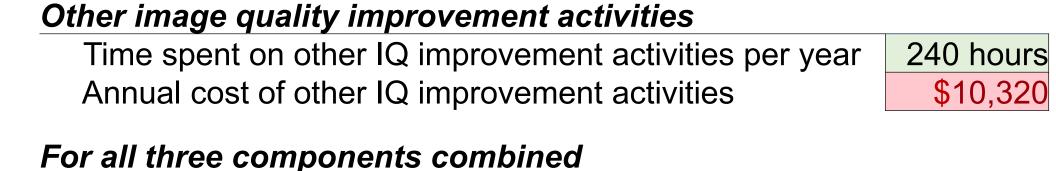


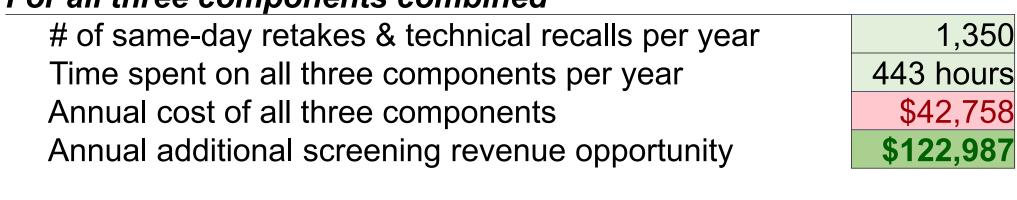
— Total economic impact

### Table 2. Base case analysis results Base Case 15,000 Number of screening mammograms per year









### Sensitivity analysis

Potential annual additional screening revenue

revenue opportunity for all three components combined

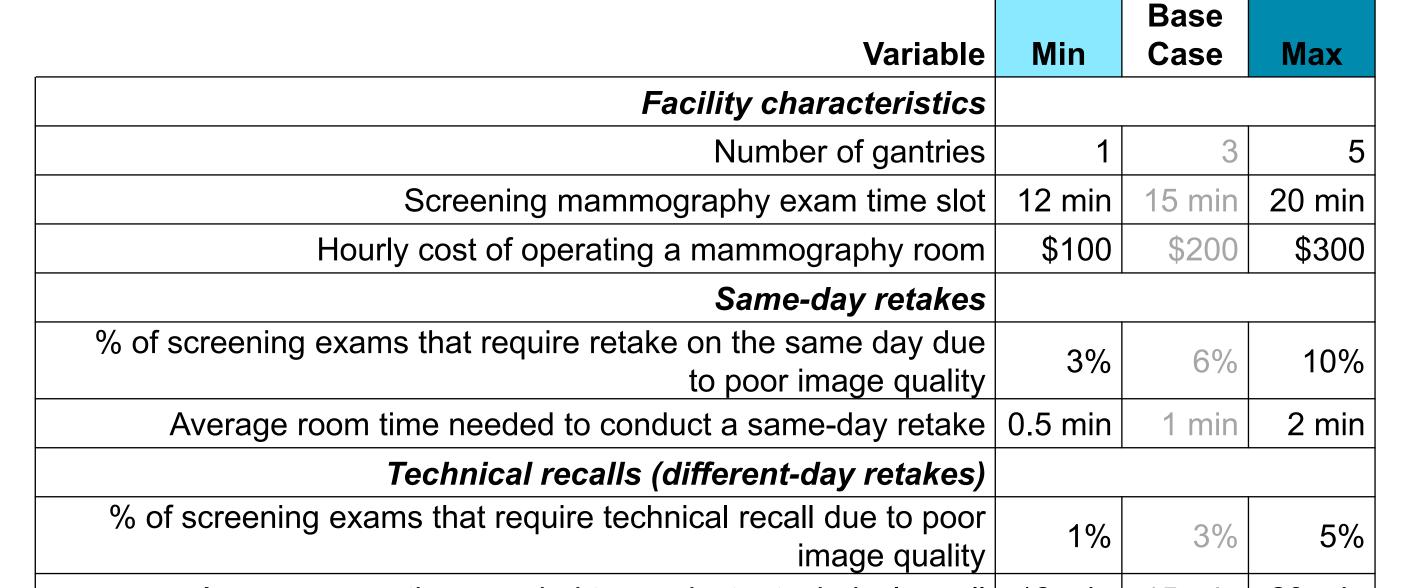
• A sensitivity analysis evaluated the impact of key inputs on the annual cost and annual additional potential screening revenue opportunity of all three IQ components combined (Table 4, Figures 2-3).

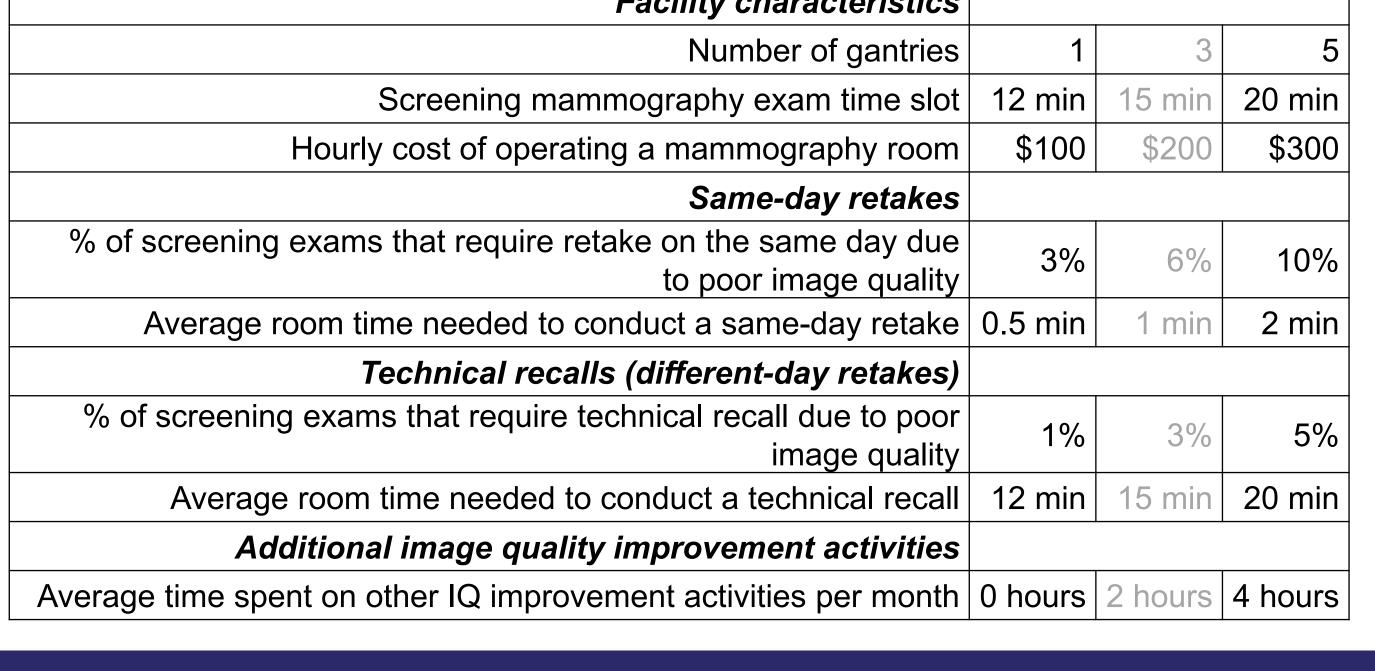
\$5,000

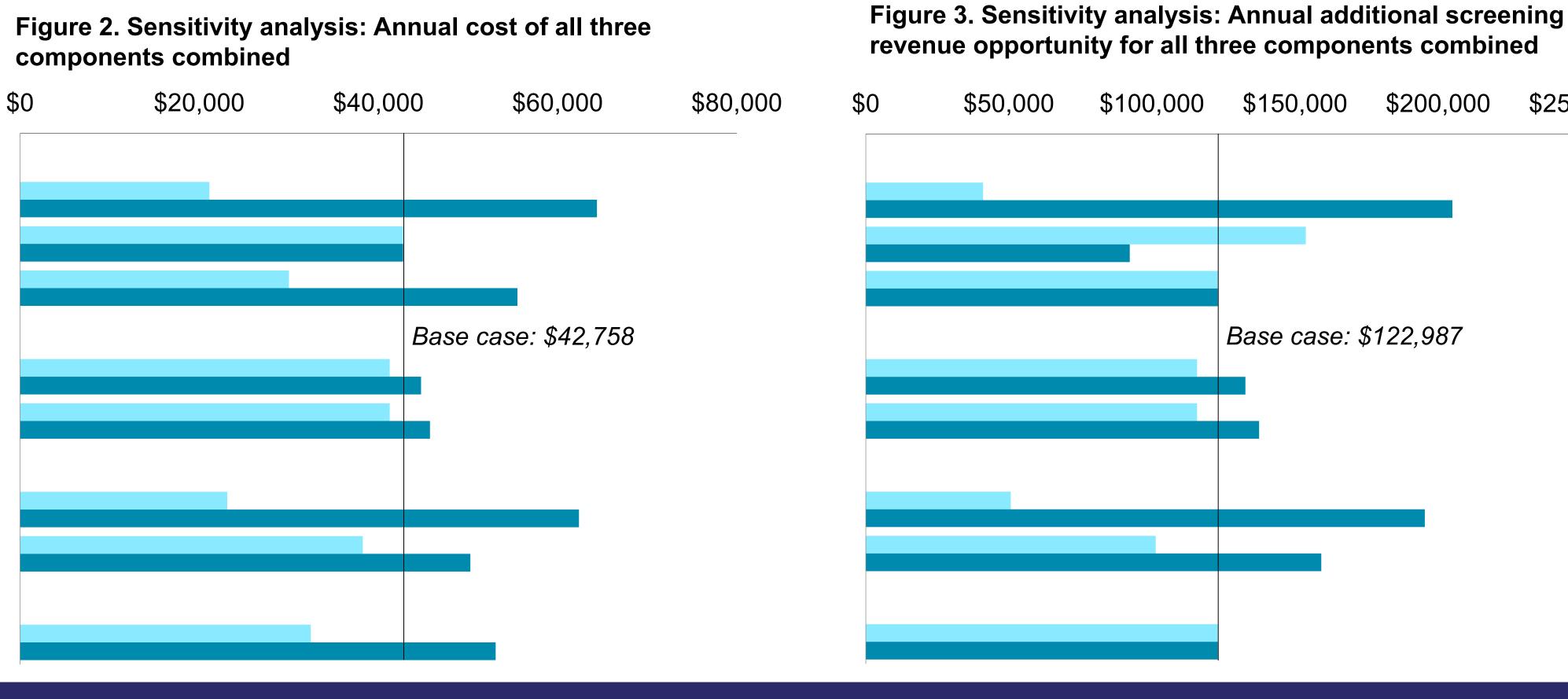
• The number of gantries, hourly cost of operating a mammography room, percentage of screening exams that require technical recall, and average time spent on other IQ improvement activities had the greatest impact on annual cost (Figure 2).

Results

• The number of gantries, percentage of screening exams that require technical recall, and screening mammography exam time slot had the largest influence on annual additional revenue opportunity (Figure 3).







### Conclusions

- The impact of screening mammography same-day retakes and technical recalls on facility economics and efficiency is non-negligible.
- Improvements in ease of positioning and image quality on mammography systems and technical recalls, resulting in efficiency gains and cost savings for facilities.

- ¹Mllington TD, Miller JW, Henley SJ, Wilson RJ, Wu M, Richardson LC. Trends in Breast Cancer Incidence, by Race, Ethnicity, and Age Among Women Aged ≥20 Years United States, 1999-2018. MMWR Morb Mortal Wkly Rep. 2022 Jan 14;71(2):43-47. doi: 10.15585/mmwr.mm7102a2. Erratum in: MMWR Morb Mortal Wkly Rep. 2022 Jan 28;71(4):156. PMID: 35025856; PMCID: PMC8757618. <sup>2</sup>Maiz, C., Silva, F., Domínguez, F., Galindo, H., Camus, M., León, A., Oddó, D., Villarroel, A., Razmilic, D., Navarro, M. E., Medina, L., Merino, T., Vines, E., Peña, J., Maldonado, D., Villarroel, A., Razmilic, D., Navarro, M. E., Medina, L., Merino, T., Vines, E., Peña, J., Maldonado, D., Villarroel, A., Razmilic, D., Villarroel, A., Razmilic, D., Navarro, M. E., Medina, L., Merino, T., Vines, E., Peña, J., Maldonado, D., Villarroel, A., Razmilic, D., Villarroel, A., Vines, E., Vines, E https://doi.org/10.3332/ecancer.2020.1005
- <sup>3</sup>Popli, M. B., Teotia, R., Narang, M., & Krishna, H. (2014). Breast Positioning during Mammography: Mistakes to be Avoided. *Breast cancer: basic and clinical research*, 8, 119–124. <a href="https://doi.org/10.4137/BCBCR.S17617">https://doi.org/10.4137/BCBCR.S17617</a>
- <sup>5</sup>Hourly wage for clinic receptionist. Salary.com. (2024, March 26). https://www.salary.com/research/salary/benchmark/clinic-receptionist-hourly-wages <sup>6</sup> Mammography technologist salary. ZipRecruiter. (2024, April 15). https://www.ziprecruiter.com/Salaries/Mammography-Technologist-Salary
- <sup>7</sup> Breast radiologist salary. ZipRecruiter. (2024, April 15). https://www.ziprecruiter.com/Salaries/Breast-Radiologist-Salary <sup>8</sup>Merative MarketScan claims data, 2023

<sup>9</sup>Internal market research data, 2023

### Disclaimers:

- \*This study was funded by Hologic. Inc.
- \*Hologic provides this tool for informational purposes only and not an affirmative instruction or guarantee as to medical treatment protocol, medical benefit coverage, reimbursement or any particular financial outcome or return on investment your practice will receive. Hologic is not responsible for the consequences of any decisions or actions taken in reliance
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