

Want to Advance Your Peripheral Vascular Program? 20 Key Questions That Will Help You Assess Your Progress.

Strategy

1. How would you describe the strategic importance of vascular services in your organization?
(e.g. vascular surgery, wound care, minimally invasive vascular intervention)
2. How do you measure the effectiveness of your vascular diagnostic services?
3. What programs do you use to help identify existing and/or asymptomatic peripheral vascular disease in patients your community?
4. What is the leadership and teamwork dynamics amongst radiology, cardiology and vascular surgery?

Reach

5. What percent of vascular diagnostics are you capturing vs. your competition?
6. How do you market your vascular services to your referring physician community?
7. What is the confidence in your referring physicians capabilities for initial diagnosis and referral for the examination and diagnosis of peripheral vascular disease?
8. How much demand do you have for full-time or part-time vascular diagnostic services in the communities you serve?
9. What is the community demand for stroke & vascular screenings?
10. What direct-to-patient stroke and vascular screening services do you make available to your patient community?

Clinical

11. What is your mix and volume of non-invasive vascular ultrasound diagnostics?
12. Have you measured the benefit of substantially increasing the scope and mix of your vascular ultrasound exams?
(e.g. lower arterial, visceral, venous insufficiency, dialysis access & surveillance)
13. What programs and processes do you utilize for maintaining high quality & consistency amongst your vascular ultrasound technologists?
14. How do your vascular ultrasound protocols maximize clinical comprehensiveness?

Operating Efficiency

15. Is your lab ICAVL accredited? If so, for which vascular areas...venous, arterial, cerebrovascular and/or visceral?
16. What are the credentials and expertise of your vascular technologists and how is quality audited and improved?
17. How do you measure, monitor and improve your vascular ultrasound lab productivity?
18. What methods are used to survey satisfaction amongst your referring physicians?
19. How do your vascular ultrasound protocols maximize allowable reimbursement?
20. How do you ensure final reports meet referring physician needs as well as meeting the requirements for allowable reimbursement?