Spirometry is the most beneficial pulmonary diagnostic tool available to primary care physicians. It is officially recommended in the practice guidelines for the diagnosis and management of both asthma and COPD. However, public awareness and physician utilization of spirometry continues to pale in comparison to testing for conditions such as heart disease, diabetes, stroke, and cancer.

As primary care physicians rise to meet the demands of increased costs, shrinking reimbursements, and a healthcare system in flux, those that best manage their business strategies are most likely to thrive. Utilizing spirometry for asthma, COPD, and smoking cessation can improve patient care and outcomes, increase practice revenue for years to come, and lower cost to payers.

Having helped more physicians integrate spirometry into their practices than anyone in the world, Jones Medical understands the key elements to help assure spirometry success in your practice and provides the resources to help you make the right decisions. To optimize the integration of spirometry into your practice, start by answering the following questions:

1. **Do I see enough patients with an indication for a spirometry test, and what is my ROI?** Knowing which of your patients should receive spirometry is the first step in determining your potential ROI. Our exclusive ROI Calculator within our Spirometry Reimbursement Guide can help you accurately determine this information in minutes.

2. **How do I fit spirometry into our patient flow?** Having the spirometry test completed and available when you walk into the exam room significantly streamlines patient flow, efficiency and cost effectiveness. To learn how, see our 5 Cost-Saving Spirometry Tips document.

3. **What spirometer should I buy?** A good spirometer is one of the best physician office investments available and can pay for itself in weeks. Choosing the right spirometer company is as important as choosing the right spirometer. You and your staff are extremely busy. Avoid cheap, inefficient spirometers and unscrupulous online distributors; they can quickly ruin your productivity and derail your spirometry protocol. For simple and straightforward advice, see 10 Tips for Buying a Spirometer.

4. **What do the results mean?** Interpreting your spirometry results efficiently and accurately will help assure a correct diagnosis and disease classification (severity). Understanding the basics of spirometry interpretation is easy with our convenient Easy Spirometry Interpretation Guide.

5. **How do I get paid?** While reimbursement for other diagnostic procedures has been declining, spirometry reimbursement has continued to increase in recent years. Our Spirometry Reimbursement Guide is an invaluable resource providing reimbursement amounts, ICD-9 and CPT codes, as well as our Spirometry ROI Calculator.

Answering the aforementioned questions and following the tips in the resources cited will help make the decision to provide spirometry in your practice and also maximize efficiency and cost effectiveness in a sustainable way.

For personal assistance and advice on successfully integrating spirometry into your practice, call Jones Medical today at 800-323-7336.

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