

## Phototherapy Cost of ownership

First Year Expenditures		1 Year
Levia NB Pro (example)		\$7,200.00
Shipping, Handling & Tax (assuming 8%)		\$696.00
Total Expenditures		\$7,896.00
<b>First year cost</b>		<b>\$7,896.00</b>

### Number of Treatments required for payback

CPT Code	Approximate Reimbursement Rate	# of Treatments
96910	\$77.44	102.0
96920	\$160.68	49.1

### Typical Treatment Regimen: 3 times a week for 8 weeks (24 sessions)

Using CPT Code 96910 (\$77.44)

# of Patients	# of Sessions (24/patient)	Gross Revenue
10	240	\$18,585.60
15	360	\$27,878.40
20	480	\$37,171.20

1st Yr Net	ROI
\$10,689.60	135%
\$19,982.40	253%
\$29,275.20	371%

Using CPT Code 96920 (\$160.68)

# of Patients	# of Sessions (24/patient)	Gross Revenue
10	240	\$38,563.20
15	360	\$57,844.80
20	480	\$77,126.40

1st Yr Net	ROI
\$30,667.20	388%
\$49,948.80	633%
\$69,230.40	877%

### Expenditures - Second year cost

LiteBrush*		
Replacement LiteSpot (1 per year)		\$145.00
Light Meter Calibration (annually)		\$95.00
Replacement light source (Every 2 years**)		\$3,000.00
<b>Cost per year:</b>		<b>\$3,240.00</b>

Using CPT Code 96910 (\$77.44)

# of Patients	# of Sessions (24/patient)	Gross Revenue
10	240	\$18,585.60
15	360	\$27,878.40
20	480	\$37,171.20

Net / Year
\$15,345.60
\$24,638.40
\$33,931.20

Using CPT Code 96920 (\$160.68)

# of Patients	# of Sessions (24/patient)	Gross Revenue
10	240	\$38,563.20
15	360	\$57,844.80
20	480	\$77,126.40

Net / Year
\$35,323.20
\$54,604.80
\$73,886.40

\* LiteBrush cost is \$325 and is for individual patient use only.  
We recommend that the patient purchase their own LiteBrush.

\*\* Based on average office use.

Capital equipment tax deduction may also be available. Consult with your tax advisor for eligibility.

Prices quoted as of July 2013. Subject to change without notice.