

Experienced Colorectal Surgeon Brings Anorectal Testing In-Office with Medspira mcompass

Dedicated Device Delivers Easy, Affordable and Convenient Exams

“If I had designed an anorectal manometry device myself, this would have been it,” says Keith Munson, MD, a highly experienced colorectal surgeon, who for the past 25 years has been performing these specialized exams to test pelvic floor and anal sphincter functioning. “mcompass is easy-to-use, affordable and offers significant patient care benefits. It is the only manometry device optimized exclusively for anorectal applications, and for the first time ever, makes in-office manometry and balloon expulsion testing practical and profitable.”

An outspoken proponent of the exam, Dr. Munson conducts more than 125 anorectal manometry tests each year in the diagnosis of chronic constipation and fecal incontinence. As a practicing colorectal surgeon in his southwestern Virginia area, he regularly sees patients from up to 100 miles away who seek out his highly regarded surgical skills. The tests, he explains, measure the pressures of the anal sphincter muscles, sensation in the rectum and the neural reflexes needed for normal bowel movements. They are used to assess the causes and treatments of fecal incontinence as well as to predict post-operative bowel control following interventions for a range of gastroenterological conditions.

Prior to purchasing mcompass, Dr. Munson performed his exams at a local hospital. However, off-premises testing delayed care, inconvenienced patients and cut down on the number of appointments he could schedule in a day. With a keen interest in bringing the procedure in-office, he had been following the technology marketplace carefully. But nothing came close to meeting his needs, until he was introduced to mcompass at a recent medical conference.

mcompass a Game Changer

“mcompass is a real game changer,” he comments. “It really brings testing within reach of the private practice market. But hospitals can benefit from it too.”

After installing the device, Dr. Munson was surprised to discover a major unanticipated benefit – the large differential between facility and interpretation fees for the exam created a consistent new revenue stream. “While achieving my enhanced patient care goals, I also built a solid new profit center with in-office testing,” he says. “It was a major win all around.”

Dedicated to delivering the highest quality of care and comfort, Dr. Munson notes that patient reaction to the new in-office service has been extremely positive. Compared to the hospital environment, in-office testing is more convenient and private with friendly and familiar physicians and nurses handling the procedure. On-premise testing can also eliminate weeks of delays to schedule exams, helping treatment progress more rapidly. For about half of his cases, Dr. Munson makes the decision to test during an office visit and can conduct the exam immediately, saving the patient a return trip. In other cases, exams are scheduled within a few days. “Patient satisfaction is high. Coming to my office is just so much easier and more convenient.”

mcompass also delivers equally strong and multi-faceted benefits for physicians. According to the experienced surgeon, medical practices enjoy ease-of-use, ultra-fast exam completion and highly accurate results. Conducting exams onsite also helps physicians make the most of their time with the flexibility to schedule procedures when convenient and the elimination of trips to an off-site location.

“This is the first system that is affordable, compact and convenient enough to enable a private practice to realistically look at bringing anorectal manometry in-office,” says Dr. Munson. “I have been involved in several hospital purchases. They were always in the \$100,000 range, and that’s never made sense to me. With Medspira’s mcompass, the equipment cost is only 20% of the cost of others. All the numbers add up. Even a practice with a limited exam volume can easily justify the relatively low capital purchase price.”



Case Study

Easy to Use, Fast, Affordable

At Dr. Munson's busy practice, staff mastered the exam process almost immediately. The mcompass user interface provides automated step-by-step guidance through the entire examination process. He notes, "The learning curve was literally a matter of five patients. The device doesn't interrupt workflow. It makes it better. mcompass is the easiest manometry device to use that I've seen—far better than the more expensive and complex hospital systems. Exams are typically completed in 15 minutes or less, results are extremely accurate."

Dr. Munson already treats the majority of local cases involving fecal incontinence and motility testing. However, he believes that the ability to offer in-office testing will provide an edge to practices in more competitive areas because of the patient benefits. With mcompass, not only colorectal surgeons and gastroenterologists but also a range of other specialists now have a viable in-office option. These include urologists, gynecologists, urogynecologists and gerontologists, who typically refer patients for testing. By treating patients from start to finish, doctors enjoy full control over quality of care, enhanced patient satisfaction and greater revenues. Referring physicians also are more likely to send patients to a practice offering more complete treatment in-office.

Exams Deliver Multiple Benefits

Dr. Munson is a firm believer in the benefits of manometry testing itself for both patients and physicians. Objective measurement of pelvic floor and anal sphincter function provide important insight into the cause of an incontinence problem to drive more efficient and effective intervention. These tests also help realistically assess a patient's risk of bowel control loss after cancer or other surgeries, helping both patients and physicians make informed decisions. Objectively measuring and documenting a patient's pre-surgical functioning also mitigates the risk of malpractice litigation.

"Many specialists who do not have a resource for testing routinely assess muscle function with a finger squeeze test," notes Dr. Munson. "Not only is muscle strength difficult to quantify in this fashion, but many patients feel a bit intimidated by the exam and do not demonstrate their full strength. Now, mcompass gives these physicians a better option."

Ready-to-use System with Advanced Probe Design

A convenient and versatile ready-to-use solution, mcompass comes complete with an adjustable multi-channel anorectal probe, wireless FOB to launch the exam and a tablet PC to analyze and present the results. The portable system weighs only three pounds, eliminating the need for a cart and dedicated room. Dr. Munson notes that unlike other unwieldy technology, the device is so lightweight and flexible physicians can operate it from their lap, if they so choose.

mcompass features an innovative disposable soft-tip catheter with four 20mm anal canal balloons and an integrated rectal balloon. "The device's 20mm long anal canal balloons and single connector set up saves significant time," notes Munson. "The design means that you typically have to adjust the balloon once at most to obtain an accurate reading, unlike other devices that may need adjusting numerous times, causing long delays in testing."

mcompass is ready for use in just seconds after easy priming, and results are presented in real time on the mobile tablet. "Data auto-populates the built-in report template, which is extremely complete and well-conceived. It even contains an area for notes," says Dr. Munson.

"For years, it seemed to me that these devices didn't really need to be so costly, complex and unwieldy," Dr. Munson notes. "With mcompass, Medspira really brings the point home." As a result, a growing number of physicians like Dr. Munson are enjoying the benefits of doing anorectal exams right in the convenience of their own office.



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