

Adding a New Revenue Stream to a Veterinarian Practice

As an owner or an operator of a veterinarian practice you always need to work on discovering additional revenue sources since additional revenue sources will bring more money in and without that your practice can't grow and reach financial stability.

One simple and easy way to increase your revenue stream is to invest in a system to process your medical sharps waste on-site. Such a system is a new innovative eco-friendly device called the sharpsPRO™. By processing your waste on-site, enables you to apply a "MEDICAL WASTE FEE" to your invoicing. After only a few months, the initial investment of purchasing the sharpsPRO System can be completely paid for. With the exception of purchasing additional sharpsCAN containers which are very inexpensive, the disposal fees virtually become a free and clear revenue stream.

Processing sharps waste using the sharpsPRO is simple and extremely easy to use and there is no maintenance required. Also, by processing on-site you also get the added benefits of eliminating secondary containers, the need to fill out manifest forms and you also eliminate the waste collection fees from your disposal service contractor.

These added benefits simplifies the management of your sharps waste while increasing your financial bottom line. You are also processing and disposing of your sharps waste responsibly and helping the environment.

It's a win-win situation!

If for example a practice treats 20 animals per day and if a fee of \$1.00 per syringe were applied to an invoice, which by the way is below average for a "MEDICAL WASTE FEE", the sharpsPRO System is paid for in 3 months. The added revenue stream to a practice is \$960 per month!

Below are four different revenue stream calculations. In these examples, 2 vaccinations are being performed on each animal per visit while a practice is open 6 days a week. The initial investment of a sharpsPRO System is \$2895.00. The cost of a sharpsCAN is \$5.00 and can be reused up to 4 different times and will hold well over 1000 needles. That's only \$1.25 per process!

ANIMALS TREATED/DAY	NUMBER OF VACCINATIONS/DAY	REVENUE	PAYOFF of sharpsPRO
10	20	\$ 480	6 months
15	30	\$ 720	4 months
20	40	\$ 960	3 months
25	50	\$1200	2 ½ months

				INVOICE	
				FOR	
				<div style="border: 1px solid black; height: 60px; width: 100%;"></div>	
DUE	INVOICE #	DATE	TERMS		
4/27/2013	31974	4/27/2013	Due upon receipt		
PATIENT	DESCRIPTION OF CHARGES	QUANTITY	AMOUNT		
Bogey	Subtotal		0.00		
Bogey	Annual Exam	1	56.98		
Bogey	Bordetella ("Kennel Cough") Vaccine	1	31.76		
Bogey	Medical Waste Fee	1	1.13	←	
Bogey	Lyme Disease Vaccine	1	38.62		
Bogey	Medical Waste Fee	1	1.13	←	
Bogey	Leptospirosis ("Lepto") Vaccine	1	27.84		
Bogey	Medical Waste Fee	1	1.13	←	
Bogey	Nail Trim - Simple	1	5.41		

As shown in this actual invoice from a veterinarian practice, there are 3 itemized charges of \$1.13 listed as "Medical Waste Fee". Many clinics charge a \$5.00 flat fee for medical waste disposal.

The sharpsPRO System is easy to use, lightweight, portable, and takes up very little counter top space.

Process in 3 simple steps.

STEP 1



Once the sharpsCAN is full, SCAN the barcode label located on the sharpsCAN container.

STEP 2



Insert the sharpsCAN™ container in the sharpsPRO. A single sharpsCAN can be processed 4 different times.

STEP 3



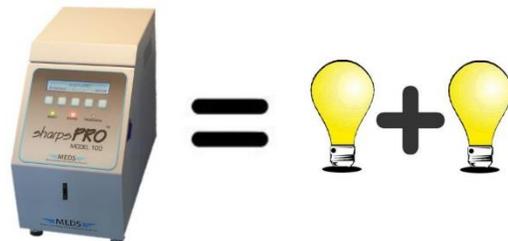
Press the "START" button. The process will finish in approximately 2 hours.



Place the green NON-HAZARDOUS sticker on sharpsCAN and recycle or throw away in standard trash.



The sharpsPRO is an energy efficient lightweight device that consumes an equivalent power usage of two 100 watt light bulbs.



Contact MEDS for more information and to discuss purchase options.