

DISEASE STATE FACT BOOK

Row #		Base Year	Year 2																											
1	Disease Prevalence	Portion of the population found to have the condition (1 in 1000)	24,652,555																											
2	Incidence %	Percentage of new cases (generally a year)	20%																											
3	Incidence	Occurrence of new cases since last time period later year or in a period of time (generally a year)	616,314																											
4	Percentage Recurring	Percentage of population with a reoccurring event in a given year	43%																											
5	Prevalance Population	[Disease prevalence less incidence] x percentage recurring	10,812,795																											
6	Number Diagnosed	Number diagnosed patients (the act of identifying trateable disease)	11,429,109																											
7	Diagnosis Rate %	Number diagnosed/disease prevalence (this included incident patients)	45.2%																											
8	Procedural Approaches	Diagnostic, Medical Devices, Pharmaceutical, Long-term Care, Rehabilitation, etc.	<table border="1"> <thead> <tr> <th>Medical Therapy</th> <th>CABG</th> <th>Inteventional Procedure</th> </tr> </thead> <tbody> <tr> <td>84.5%</td> <td>3.5%</td> <td>12.3%</td> </tr> <tr> <td>9,658,740</td> <td>400,019</td> <td>1,406,923</td> </tr> <tr> <td></td> <td></td> <td> <table border="1"> <thead> <tr> <th>Stent</th> <th>Guide Catheter</th> <th>Guide Wire</th> </tr> </thead> <tbody> <tr> <td>2.2</td> <td>1.75</td> <td>1.1</td> </tr> <tr> <td>3,095,231</td> <td>2,462,116</td> <td>1,547,616</td> </tr> <tr> <td>\$ 112.23</td> <td>\$ 9.87</td> <td>\$ 6.93</td> </tr> <tr> <td>\$347,377,822</td> <td>\$ 24,301,084</td> <td>\$ 10,724,977</td> </tr> </tbody> </table> </td> </tr> </tbody> </table>	Medical Therapy	CABG	Inteventional Procedure	84.5%	3.5%	12.3%	9,658,740	400,019	1,406,923			<table border="1"> <thead> <tr> <th>Stent</th> <th>Guide Catheter</th> <th>Guide Wire</th> </tr> </thead> <tbody> <tr> <td>2.2</td> <td>1.75</td> <td>1.1</td> </tr> <tr> <td>3,095,231</td> <td>2,462,116</td> <td>1,547,616</td> </tr> <tr> <td>\$ 112.23</td> <td>\$ 9.87</td> <td>\$ 6.93</td> </tr> <tr> <td>\$347,377,822</td> <td>\$ 24,301,084</td> <td>\$ 10,724,977</td> </tr> </tbody> </table>	Stent	Guide Catheter	Guide Wire	2.2	1.75	1.1	3,095,231	2,462,116	1,547,616	\$ 112.23	\$ 9.87	\$ 6.93	\$347,377,822	\$ 24,301,084	\$ 10,724,977
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9	Procedure/Service Approach %	The percent of diagnosed cases that would use this product/service																												
10	Number of Procedures/Services	Number of diagnosed x procedure/service approach %																												
11	Type of Products/Sub-services	List the individual products or services performed																												
12	Units per Procedure/Service	Example: 2 Stents per Procedure, 30 pills per cycle, 30 days in long-term care																												
13	Market Units/Services	Number of Procedures x Units per Procedure/Service																												
14	Average Revenue per Event	Revenue value per event or service - note revenue by manufacturer would be different than at the hospital level																												
15	Market Dollars or Cost	Maket Units x Average Price																												

Figure 11.1 Disease State Fact Book