

AAOA



PRACTICE RESOURCE TOOL KIT

SLIT Cost Calculator



Materials presented in this tool kit are intended as resource only and should not be construed as guidance



SLIT Cost Calculator

Instructions

Members will need to log in to have access to the SLIT Cost Calculator. The AAOA will NOT be keeping any data entered by the member.

Disclaimer: This calculator can and should be customized for use in your practice. The amount charged for SLIT vials can vary from practice to practice. SLIT dosing schedules can also vary. Please note the number & amount of drops can impact the duration of a SLIT vial.

Answer the first five questions:

Questions	Note
How many patients do you have on SLIT?	Enter the current number of patients on SLIT.
How many days does your typical SLIT vial last?	Enter the number of days your typical SLIT vial last. This can be an estimate or an average.
How much do you charge for this SLIT vial (\$USD)?	Enter the monetary value (in US dollars) that you charge for a SLIT vial. This number should be a monetary value based on an estimate, or an average based on the charged amount for previous SLIT vials in your practice.
How many ml of concentrate do you add on average per allergen?	Enter the number of ml of concentrate generally added per allergen. Numbers with decimals will be rounded up or down.
How much does 1 ml of concentrated extract cost on average (\$USD)?	Enter your average cost for 1 ml of concentrated extract. This number should be a monetary value.

Complete the estimated percentage of allergen section: In this section, please enter the estimated percentage of SLIT vials that have 1 allergen, 2 allergens, 3 allergens, etc. until you reach a total of a 100%.

Complete the operating expenses/overhead section:

Questions	Note
Salary of the person calculating and mixing vial (\$/hr)	Enter the salary cost per hour of the person mixing the vial. If there is more than one person involved in that process, create your average cost based on their level of involvement, frequency and average it out. This number should be a monetary value.
Please estimate this person's time directly spent on one vial (min)?	Enter the estimated number of minutes the person calculating and mixing vial spends on one vial.
Please estimate the physician's time directly spent on one vial (min)?	Enter the estimated number of minutes the physician spends on one vial.
Monthly cost of supplies/equipment/staff/rent/utilities (\$USD)	Enter the monthly cost of overhead that can be allocated to SLIT in US dollars. This cost generally range from \$10 to \$30.

Explaining the numbers obtained:

As you enter your numbers, the SLIT Cost Calculator will populate below based on the number of extracts and give you the following numbers:

- Your average cost of extracts.
- The cost of staff time; the cost of the person calculating and mixing the vial and the cost of the physician based on time directly spent on one vial.
- The total cost to the physician based on the cost of extracts, staff time, and overhead expenses. This cost is a monthly cost per each SLIT patient.
- The average monthly payment that the SLIT patient should be charged based on your charge per vial and vial span based on usage.
- The monthly profit/loss based on revenue and expense per SLIT patient.
- Profit/loss per SLIT patient based on 4 years of treatment.
- Profit/loss for all your patients currently on SLIT in the practice over 4 years.
- Profit/loss for all your patients currently on SLIT in the practice over 1 year.

Disclosure

The SLIT Cost Calculator was developed in 2016 by Dr. Williams R. Reisacher, a valued AAOA Fellow member, faculty, and IFAR reviewer. The SLIT Cost Calculator was presented at the 2017 AAOA Annual Meeting in Chicago, IL, on September 8, 2017.

SLIT Cost Calculator

Example

How many patients do you have on SLIT? 100

How many days does your typical SLIT vial last? 50

How much do you charge for this SLIT vial (\$USD)? \$ X

How many ml of concentrate do you add on average per allergen? 1

How much does 1 ml of concentrated extract cost on average (\$USD)? \$4.00

Please estimate what percentage of your vials have (total 100%):

1 allergen:	0.00%
2 allergens:	0.00%
3 allergens:	2.00%
4 allergens:	5.00%
5 allergens:	10.00%
6 allergens:	15.00%
7 allergens:	20.00%
8 allergens:	25.00%
9 allergens:	15.00%
10 allergens:	8.00%
Total:	100.00%

Salary of the person calculating and mixing vial (\$/hr)? \$60.00

Please estimate this person's time directly spent on one vial (min)? 30

Please estimate the physician's time directly spent on one vial (min)? 5

Monthly cost of supplies/equipment/staff/rent/utilities (\$USD): \$30.00

Note: This cost can be estimated to be between \$10 - \$30.



Analysis for each SLIT user per month of therapy

Number of extracts:	1	2	3	4	5	6	7	8	9	10
Average cost of extracts:	\$2.40	\$4.80	\$7.20	\$9.60	\$12.00	\$14.40	\$16.80	\$19.20	\$21.60	\$24.00
Cost of nurse's time:	\$14.00	\$15.00	\$16.00	\$17.00	\$18.00	\$19.00	\$20.00	\$21.00	\$22.00	\$23.00
Cost physician time: (estimated at \$8/min)	\$24.00	\$24.00	\$24.00	\$24.00	\$24.00	\$24.00	\$24.00	\$24.00	\$24.00	\$24.00
Cost of supplies/equipment / staff/rent/utilities:	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00
Total cost to physician: (extract + non-extract)	\$70.40	\$73.80	\$77.20	\$80.60	\$84.00	\$87.40	\$90.80	\$94.20	\$97.60	\$101.00
Payment from SLIT pt:	\$ 0.6X	\$ 0.6X	\$ 0.6X	\$ 0.6X	\$ 0.6X	\$ 0.6X	\$ 0.6X	\$ 0.6X	\$ 0.6X	\$ 0.6X
Monthly profit/loss:	[CALCULATE BY SUBTRACTING TOTAL COST FROM SLIT PAYMENT]									
Profit/loss per SLIT pt for 4 years:	[MULTIPLY MONTHLY PROFIT/LOSS x 48 MONTHS]									
1 year profit/loss for all SLIT pts in the practice:	\$ Y [BASED ON % VIALS WITH SPECIFIC NUMBER OF EXTRACTS]									
4 year profit/loss for all SLIT pts in the practice:	[MULTIPLY \$ Y x 4 YEARS]									