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A SUPPLEMENT TO
JUCM
THE JOURNAL OF URGENT CARE MEDICINE®

2021 / 2022

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201-529-4004

Mission Statement

JUCM The Journal of Urgent Care Medicine supports the evolution of urgent care medicine by creating content that addresses both the clinical practice of urgent care medicine and the practice management challenges of keeping pace with an ever-changing health-care marketplace. As the Official Publication of the Urgent Care Association of America and the Urgent Care College of Physicians, JUCM seeks to provide a forum for the exchange of ideas regarding the clinical and business best-practices for running an urgent care center.

JUCM The Journal of Urgent Care Medicine (JUCM) makes every effort to select authors who are knowledgeable in their fields. However, *JUCM* does not warrant the expertise of any author in a particular field, nor is it responsible for any statements by such authors. The opinions expressed in the articles and columns are those of the authors, do not imply endorsement of advertised products, and do not necessarily reflect the opinions or recommendations of Braveheart Publishing or the editors and staff of JUCM. Any procedures, medications, or other courses of diagnosis or treatment discussed or suggested by authors should not be used by clinicians without evaluation of their patients' conditions and possible contraindications or dangers in use, review of any applicable manufacturer's product information, and comparison with the recommendations of other authorities.

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WELCOME

To the 2021/2022 Urgent Care Buyer's Guide!

Clearly, 2020 and 2021 will be remembered as turning points in world history, reminders that for all our progress as a civilization we can still be brought low by nature—in this case, something as small as a virus invisible to the naked eye.

Urgent care professionals will also remember this as a time when we were all reminded how truly resilient—and durable—our industry is.

The pandemic put us all to the test, but the fact that you're reading this is proof that in spite of the difficulties (and there have been many) we're survivors. We've not only managed to see our way through an unprecedented time in history, but are even starting to flourish again.

Be aware that others are taking notice, and want to work with you as we all work toward brighter days. Again, this edition of the *Urgent Care Buyer's Guide* is proof of that. It is replete with information on willing partners who are eager to support your quest to not only keep pace with our changing world, but to help you stay ahead of the curve.

Look further and you'll find more than 300 vendors in more than 70 categories, each reflecting expertise and solutions to the challenges you face every day. They're here for you because you're there for your patients. (And the same goes for us; if the *Urgent Care Buyer's Guide* has helped you connect with a vendor who meets your needs, let us—and them—know you found them here!)

How to Use This Guide

No matter how you're reading the guide right now, be aware that it's available in several formats—print, PDF, or online—to suit your needs at any time. This way, it's available to you whenever and wherever you need it. You can download the PDF version of the UCBG to any or all of your devices by going to the Issues section of www.jucm.com. If you want to find the information online, you'll find everything you need on our companion website, www.UrgentCareBuyersGuide.com.

Help Us Get Better in Order to Serve You Better

Like the urgent care industry itself, this guide is constantly evolving to reflect evolving market conditions. We hope this year's edition fulfills that vision. If there are ways we can improve its accessibility or the range of potential partners you'd like to see, or can foresee new categories we should feature, please let me know.

Thank you for reading the *Urgent Care Buyer's Guide*—and supporting urgent care-friendly vendors!

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THE 2021/2022 URGENT CARE Buyer's Guide



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Core Content in Urgent Care Medicine is a broad training program teaching the core competencies necessary for clinicians migrating into urgent care. It is the only CME program created by an urgent care doctor, for urgent care professionals. This ACCME accredited video program offers over 60 hours of content ideal for physicians, physician's assistants, nurse practitioners and residents in the urgent care setting. Learn the necessities of the urgent care discipline, as well as the latest and timeliest issues in urgent care medicine. Group pricing is available



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The Institute offers several different programs created especially for urgent care. Existing clinicians to stay current on the latest in urgent care medicine, and new MDs, NPs, PAs, Nurses and Medical Assistants can get up to speed quickly with our Core Competency programs. All run on our lightning-fast LMS that's friendly to users and administrators alike. All of our programs are available for group purchasing as well.



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As the largest US-based full-service urgent care billing company, Experity's dedicated revenue cycle management specialists help urgent care clinics invoice efficiently to resolve open balances and stay compliant with a focus on best practices. More accurate coding, clean claim submission, persistent claim tracking, and reduced days in A/R means you receive payment of your contracted rates quickly and with less friction.



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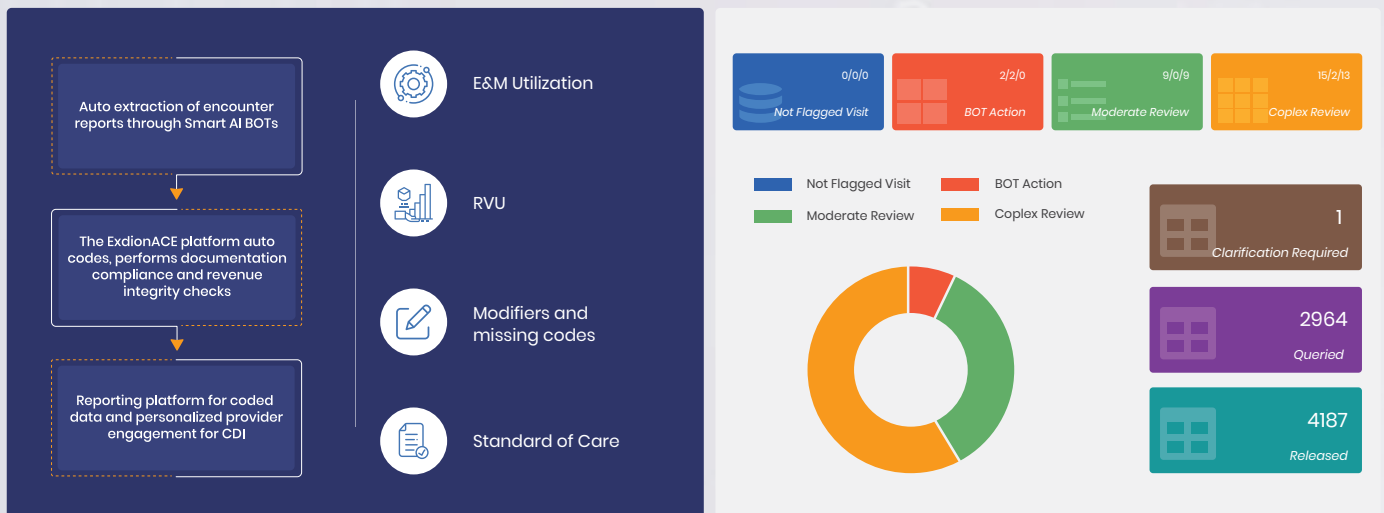
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“

Revenue increased by over 25% while reducing claim lag time by over 95%

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Revenue increased by 40%. 18% of encounters had missed revenue opportunities for E/M alone.

There was a good bit of revenue that was being left on the table, - **Trent Limb, CFO, CareXpress**

”

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Experity's new EMR/PM was created in partnership with our clients and was specifically designed for urgent cares to speed up workflows, improve revenue capture, enhance the patient experience, and increase the scope of care provided to patients. With urgent care-drive workflows and a built-in coding engine, our new EMR/PM leverages complaint-driven logic for quick visit charting, accurate documentation, and urgent care success.

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Experity's new EMR/PM was created in partnership with our clients and was specifically designed for urgent cares to speed up workflows, improve revenue capture, enhance the patient experience, and increase the scope of care provided to patients. With urgent care-drive workflows and a built-in coding engine, our new EMR/PM leverages complaint-driven logic for quick visit charting, accurate documentation, and urgent care success.

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The background of the slide features a close-up of two hands gently cupping a small globe. Overlaid on this image is a network of thin white lines connecting various circular nodes. Some nodes are solid colors (green, blue, red), while others are white outlines. The overall color palette is a mix of blues, greys, and the natural skin tones of the hands.

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Stay ahead of the curve to adapt to ongoing changes in healthcare. Your solutions are updated to accommodate changes in real-time as they happen.

Add

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Replace

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Balance

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www.nemschoff.com

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Horiba Medical

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HORIBA Medical manufactures hematology and chemistry systems under the Micros, Pentra and Yumizen brand names for urgent care, physician office laboratory, hospital laboratory and reference laboratory markets. Over 30,000 laboratories worldwide use HORIBA's products. HORIBA has been in business for 75 years and manufactures analyzers to evaluate gases, solids and liquids.



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www.biofiredx.com
insidesales@biofiredx.com

Right now, SARS-CoV-2 is everyone's top suspect, but many other respiratory bugs can cause similar, overlapping symptoms. Now you can test for SARS-CoV-2 in patients suspected of COVID-19, along with 18 common respiratory pathogens with syndromic testing from BioFire® Respiratory 2.1-EZ (RP2.1-EZ) Panel—now available under an FDA Emergency Use Authorization. Rapid answers on a broad range of pathogens, in about 45 minutes may help improve patient outcomes.



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Cepheid is a leading molecular diagnostics company with a broad menu of tests for organisms and genetic-based diseases. With Cepheid's GeneXpert® Xpress System and CLIA waived PCR test menu for respiratory infections, Urgent Care clinics can provide on-demand, accurate, and actionable test results at the point of care. For more information, visit <http://www.cepheid.com>



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Jant Pharmacal, established in 1986, offers a wide range of CLIA-waived tests for Urgent Care practices. FDA EUA CLIA-waived Covid-19 antigen tests are available in both Flu A&B/Covid-19 and single Covid-19 formats. Other tests include PT/INR, cardiac enzymes, pregnancy, mononucleosis, H. pylori, Hepatitis C, HIV, urinalysis, iFOB, DOA and UTI.



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The LumiraDx Platform is a next generation point of care diagnostic system that integrates techniques used in laboratory analyzers to provide lab-comparable performance on a single point of care instrument, allowing for a continued development of a broad test menu across conditions commonly diagnosed and managed in community-based healthcare settings.



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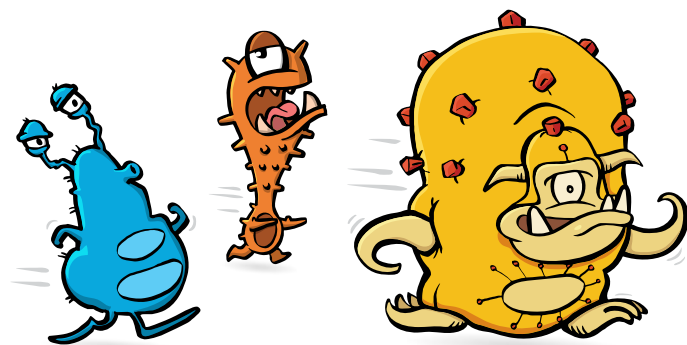


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Track down SARS-CoV-2 and 18 other bad bugs.



The new BioFire® Respiratory 2.1-EZ (RP2.1-EZ) Panel (EUA)¹ covers SARS-CoV-2 detection and so much more.

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Now you can test for SARS-CoV-2 in patients suspected of COVID-19, along with 18 common respiratory pathogens with syndromic testing from the BioFire RP2.1-EZ Panel—now available under an FDA Emergency Use Authorization (EUA).^{1,3} Syndromic testing means all it takes is one test and about 45 minutes to round up SARS-CoV-2—and all the other usual respiratory suspects. What's your frontline solution for respiratory season and beyond?

To learn more, visit biofiredx.com



BioFire
RP2.1-EZ Panel (EUA)

Overall 97.1% sensitivity and 99.3% specificity (prospective specimens)⁴

SARS-CoV-2 98.0% sensitivity and 100% specificity (archived specimens)⁵

SARS-CoV-2 100% PPA and 100% NPA (contrived specimens)⁶



1. This test has not been FDA cleared or approved. This test has been authorized by FDA under an EUA for use by authorized laboratories. This test has been authorized only for the detection and differentiation of nucleic acid of SARS-CoV-2 from multiple respiratory viral and bacterial organisms. This test is only authorized for the duration of the declaration that circumstances exist justifying the authorization of emergency use of in vitro diagnostics for detection and/or diagnosis of COVID-19 under Section 564(b)(1) of the Federal Food, Drug, and Cosmetic Act, 21 U.S.C. § 360bbb-3(b)(1), unless the authorization is terminated or revoked sooner. 2. <http://www.cdc.gov/flu/professionals/diagnosis/rapidlab.htm> 3. For use with the CLIA-waived BioFire® FilmArray® 2.0 EZ configuration. 4. Based on the prospective portion of the clinical study for the BioFire® FilmArray® Respiratory 2 (RP2) Panel. 5. Based on the archived specimen study in the BioFire Respiratory 2.1 (RP2.1) Panel EUA submission. 6. Based on the contrived specimen study in the BioFire Respiratory 2.1 (RP2.1) Panel EUA submission.

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- Lymphopenia
- Leukopenia
- Leukocytosis
- Thrombocytopenia²

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Common Hematological Findings in COVID-19¹

- Lymphopenia
- Leukopenia
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- Thrombocytopenia²

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ALB | Vitamin D³

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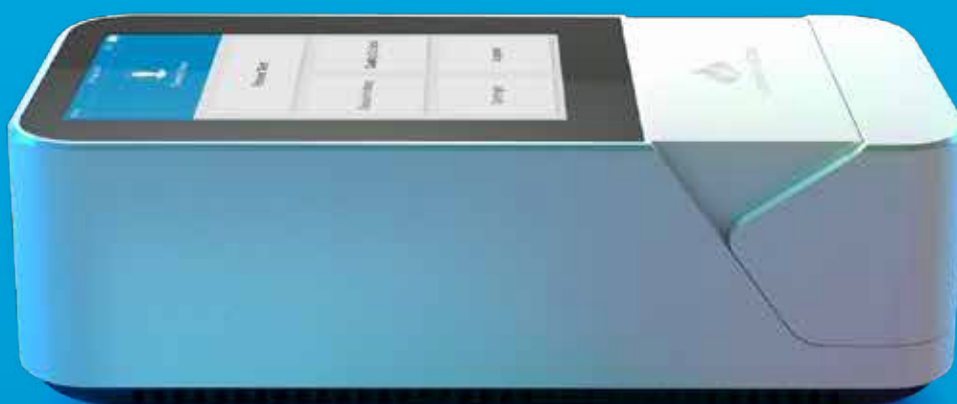
¹Alfonso J. Rodriguez-morales, et al., Travel Medicine and Infectious Disease, <https://doi.org/10.1016/j.tmaid.2020.101523>

²Lippi G, Plebani M. Laboratory abnormalities in patients with COVID-2019 infection. Clin Chem Lab Med. 2020 Mar 3. doi: 10.1515/cclm-2020-0198 Grant, WB1, Lahore H2, McDonnell SL3, Baggerly CA3, French CB3, Aliano JL3, Bhattoa HP4.

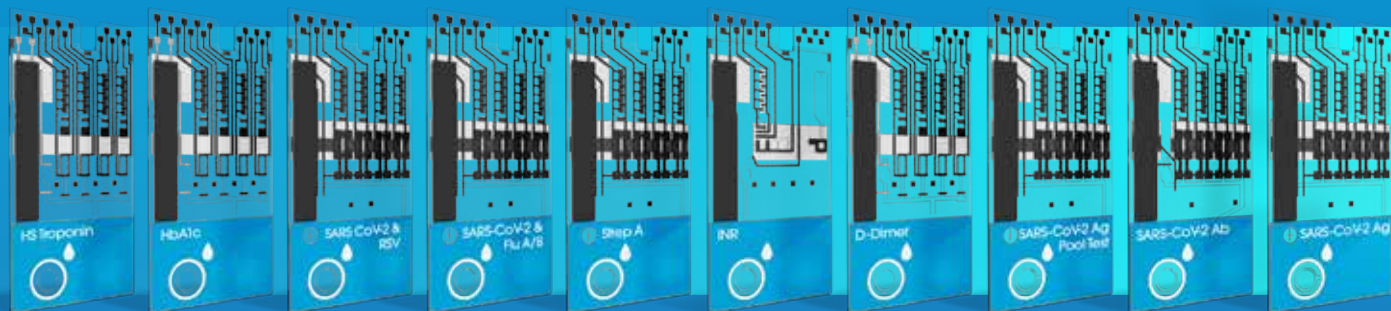


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SARS-CoV-2 & RSV

In development

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Strep A

In development

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CE Mark

D-Dimer

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SARS-CoV-2

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FDA EUA*

FDA EUA*

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*The LumiraDx SARS-CoV-2 Ag test and the LumiraDx SARS-CoV-2 Ab test have not been cleared or approved by FDA. The LumiraDx SARS-CoV-2 Ag test has been authorized by FDA under an EUA only for the detection of SARS-CoV-2 nucleocapsid protein. The LumiraDx SARS-CoV-2 Ab test has been authorized by FDA under an EUA only for detecting the presence of total antibodies to SARS-CoV-2. They have not been authorized for use to detect any other viruses or pathogens. The tests are authorized in the United States for the duration of the declaration that circumstances exist justifying the authorization of emergency use of in vitro diagnostic tests for detection and/or diagnosis of COVID-19 under Section 564(b)(1) of the Act, 21 U.S.C. § 360bbb-3(b)(1), unless the authorization is terminated or revoked sooner.

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For more on why this suite of cardiovascular tests should be part of any COVID-19 testing algorithm, call Quidel Inside Sales at **858.431.5814**.

*Data sources on file at Quidel.

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- Visual read, no equipment required
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- Rapid antigen test
- Accurate
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* Not all tests are available on all platforms

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For Emergency Use Authorization (EUA) Only. For Prescription Use Only. For In Vitro Diagnostic Use.

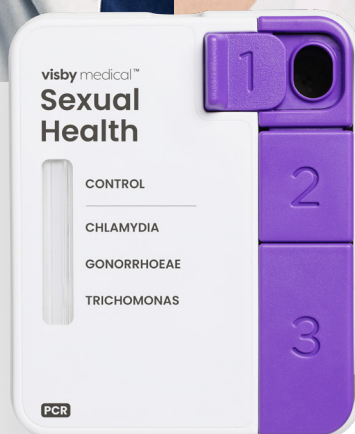
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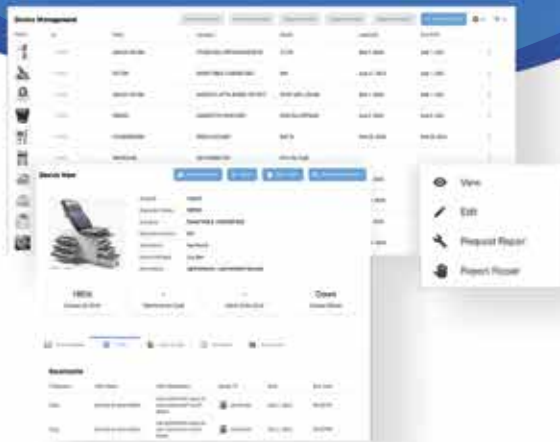
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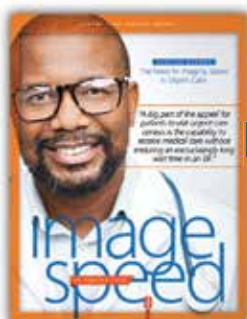
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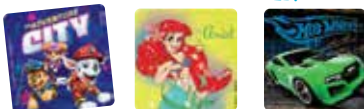


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