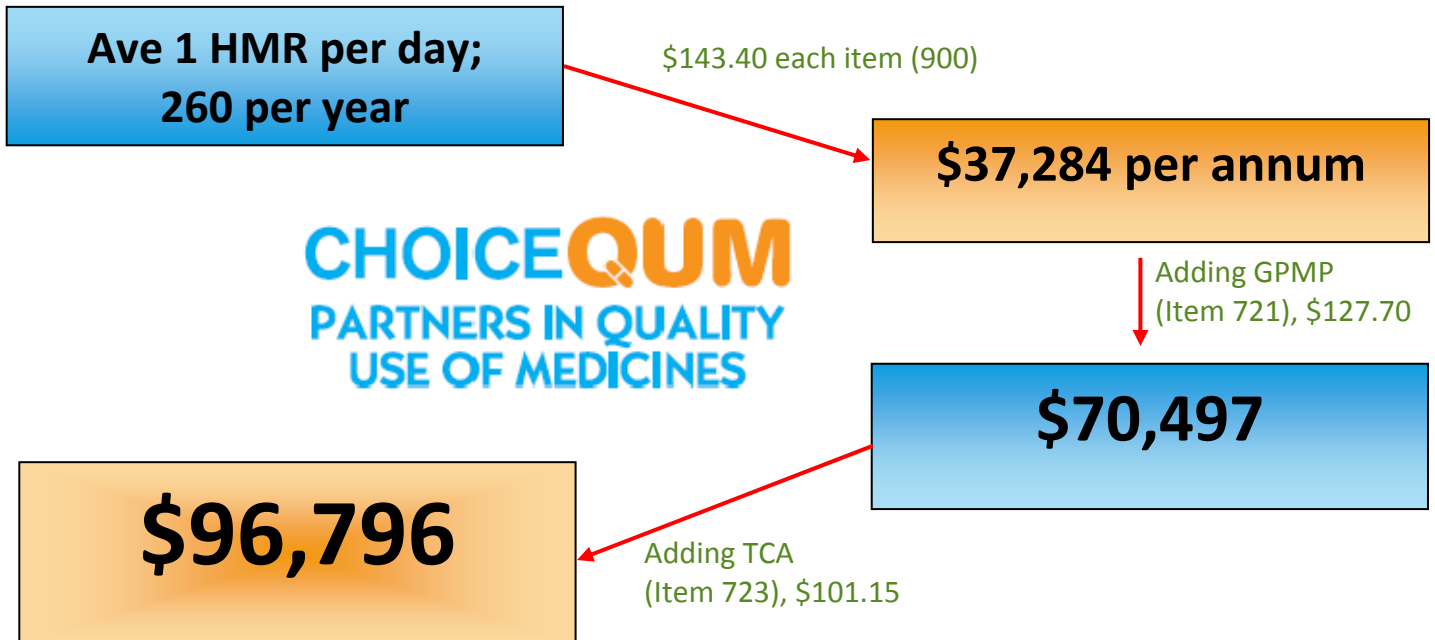


Unleashing the business potential of HMRs with Choice QUM

Business model based on 1 HMR referral generated per day (5 day week).

(* Due to various efficiencies in administration, it is recommended to generate referrals on a monthly basis – e.g. ~30 at a time).



MBS items correct as at April 2008, benefits may have since increased.

Scenario: Practice currently generates minimal HMR referrals

| Practice Size | HMR revenue (conservative est.) | Combined with GPMP & TCA | Outcome for Practice |
|---|------------------------------------|-----------------------------|---|
| 2-3 GPs ; 1 Practice Manager ; 2 admin Staff | \$37,000 pa | \$97,000 pa | Capability to employ an extra admin staff + part- time practice nurse |
| 5-6 GPS ; 1 Practice Manager ; 4 admin Staff ; Practice Nurse part-time | \$75,000 pa | \$195,000 pa | Capacity to employ 1-2 extra admin and to increase practice nurse from PT to FT |
| 10-12 GPs ; 1-2 Practice Managers ; 8 admin Staff ; Practice Nurse full-time | \$150,000 pa | \$390,000 pa | Ability to take on an extra FT nurse; recruit various PT allied health; employ 2-3 extra admin |

Please ask us how Choice QUM can help make this scenario a reality for your Practice.