Fellow

Performing post-vasectomy semen analysis in-clinic is costing you more than you think.



What is the real cost of performing PVSA in-clinic?

A urology clinic in the Midwest analyzed the cost and impact of performing PVSA in-clinic, and discovered that the average cost per sample was $23. This was based on the time spent on each task and the cost of the staff.

For a clinic performing 50 vasectomies per month, this translates to

$1,150 per month *or* **$13,800 per year.**

In-house PVSA is inefficient, impacts every aspect of operations

1. **Patient scheduled for PVSA by phone**
2. **Sample received at front desk**
3. **Sample handed off to lab team**
4. **Slide prepped**
5. **Physician tracked down, interrupted for read**
6. **Physician reads sample, determines result**
7. **Staff records result in the EMR**
8. **Result given to patient by phone**

Direct staff cost is only one part of the equation.

Certification requirements and interruptions to the workflow add additional hidden costs, and non-compliant patients compound these costs (and risks) over time.

Disruptions to practice workflows	Certification for provider-performed microscopy (PPM)	Cost of non-compliant patients
• Sample drop-off is awkward and embarrassing for patients and staff • Patients drop off at the wrong time • Multiple phone calls to schedule and deliver results • Physician is interrupted to read the slide within 2 hours of drop-off • Patients call for results prematurely	• Must hold a CLIA certificate and meet quality standards • This includes documenting personnel competency and evaluating test accuracy at least twice annually	• Additional outreach required • Increased liability risk for non-compliant patients

Mail-in testing with Fellow drives increased efficiency, cost savings, and improved compliance.

Provide kits to your patients, and let Fellow handle the rest. Our testing process and patient engagement strategy are tailor-made to address all of the pain points associated with in-clinic PVSA.



Workflow improvements

Once a kit is provided, Fellow takes the lead.

Fellow sends email and text reminders for 6 months.

Results are delivered to patient and provider securely via email.

Reports are easy to understand, minimizing staff followup.

Improved compliance

Fellow's increased convenience, comfort, and clarity drive industry-leading compliance.

Our research, published in *The Journal of Urology,* shows that patients using Fellow for PVSA have a compliance rate of 82% over 40 weeks post-vasectomy.[2] This is 55% higher than has been reported in any previous study.

Clinically accurate results and no-cost re-tests

Samples are analyzed in Fellow's CLIA-certified lab in California.

If sperm is found in a patient's sample, a re-test is automatically initiated at no cost to the patient or clinic.

CLIA CERTIFIED — Certified lab, peer-reviewed process

2,500+ Clinics already use Fellow

93% Patients rate Fellow 8/10 or above



Click to hear providers discuss how Fellow has impacted their practice

Or visit bit.ly/fellowimpact

Questions? Drop us a line at sales@meetfellow.com.

1: Provider-Performed Microscopy Procedures: A Focus on Quality Practices. CDC Booklet. July 2019.
2: Postvasectomy semen analysis compliance with utilization of a mail-in semen analysis kit. August 2024.

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