



# 2009 ECHOCARDIOGRAPHY LAB MARKET SUMMARY REPORT

## TABLE OF CONTENTS

<b>I.</b>	<b>Objectives</b> .....	<b>I-1</b>
<b>II.</b>	<b>Executive Summary</b> .....	<b>II-1</b>
<b>III.</b>	<b>Methodology</b> .....	<b>III-1</b>
<b>IV.</b>	<b>Findings</b> .....	<b>IV-1</b>
	<b>A. Echocardiography Procedure Volume and Patient Visits</b> .....	<b>IV-1</b>
	<b>B. Contrast Agent Utilization &amp; Budgets</b> .....	<b>IV-24</b>
	<b>C. Installed Base of Echocardiography Units</b> .....	<b>IV-43</b>
	<b>D. Echocardiography System Purchase Plans &amp; IMV Market Forecast Scenarios</b> .....	<b>IV-55</b>
	<b>E. Networks and Information Systems</b> .....	<b>IV-68</b>
	<b>F. Echocardiography Site Operations Characteristics</b> .....	<b>IV-94</b>



## 2009 ECHOCARDIOGRAPHY LAB MARKET SUMMARY REPORT

### EXHIBITS

#### A. Echocardiography Procedure Volume and Patient Visits

1. Echocardiography Sites, Procedures and Patient Visits, by Site Type, 2008.....	IV-1
2. Trend in Total Echocardiography Procedures, 1998-2009.....	IV-2
3. Average Echocardiography Procedures Performed per Site, by Site Type, 2000-2008.....	IV-2
4. Distribution of Total Echocardiography Procedures, by Site Type, 2008.....	IV-3
5. Trend in Total Echocardiography Patient Visits, 1998-2009.....	IV-3
6. Average Echocardiography Patient Visits per Site, by Site Type, 2000-2008.....	IV-4
7. Distribution of Total Echocardiography Patient Visits, by Site Type, 2008.....	IV-4
8. Echocardiography Inpatient vs. Outpatient Mix, 1998-2008.....	IV-5
9. Echocardiography Inpatient vs. Outpatient Mix, by Site Type, 2008.....	IV-5
10. Mix of Adult, Pediatric and Fetal Echocardiography Patient Visits, 2008.....	IV-6
11. Percent Distribution of Echocardiography Sites Accommodating Adult, Pediatric and Fetal Patient Visits, 2008.....	IV-6
12. Echocardiography Sites Using Portable Units and Procedures Performed, by Site Type, 2008.....	IV-7
13. Estimated 2001-2008 Procedures Using Portable Echocardiography Units Outside the Department.....	IV-7
14. Percent of Sites and Procedures Using a Portable Echocardiography Unit Outside the Department, 2008.....	IV-8
15. Average Procedures per Site Using Portable Echocardiography Units Outside the Department, by Site Type, 2001-2008.....	IV-8
16. Echocardiography Patient Visit Mix, by Procedure Type, All Sites, 2008.....	IV-9
17. Echocardiography Patient Visit Mix, by Site Type, 2008.....	IV-9
18. Percent of Sites Performing Echocardiography Studies, by Study Type, 2008.....	IV-10
19. Mean # Echocardiography Patient Visits Performed per Site Performing, by Procedure Type, by Site Type, 2008.....	IV-10
20. Mix of 2D vs. 3D Studies, by Echo Procedure Type, 2008.....	IV-11
21. 2D vs. 3D Echocardiography Patient Visit Mix, by Site Type, 2008.....	IV-12
22. Distribution of Echocardiography Procedure (Patient Visit) Mix, 2001 to 2008.....	IV-12
23. Percent of Sites Performing 3D Echocardiography Studies, by Site Type, 2008.....	IV-13
24. Mean # 3D Echocardiography Patient Visits Performed per Site Performing, by 3D Type, by Site Type, 2008.....	IV-13
25. Total Echocardiography Procedures or Patient Visits, by Study Type, All Sites, 2001-2008.....	IV-14
26. Percent of Sites Performing 2D vs. 3D Echocardiography Studies, by Site Type, 2008.....	IV-15
27. Percent of Sites Performing Echocardiography Studies, by Study Type, by Census Year, 2002 to 2008.....	IV-15
28. Mean # 2D vs. 3D Echocardiography Patient Visits Performed per Site Performing, by Procedure Type, by Site Type, 2008.....	IV-16
29. Mean # 2D vs. 3D Echocardiography Patient Visits Performed per Site Performing, by Procedure Type, 2001-2008.....	IV-16
30. Trend in Vascular Ultrasound Procedures, 1999-2008.....	IV-17
31. Percent of Sites Performing Vascular Ultrasound, by Site Type, 1999-2008.....	IV-17
32. Average Annual Vascular Ultrasound Procedures Performed per Site Performing Them, by Site Type, 1999-2008.....	IV-18
33. Vascular Ultrasound Procedure Mix, by Site Type, 2008.....	IV-18
34. Vascular Ultrasound Procedure Mix, 1999-2008.....	IV-19
35. Stress Echocardiography Patient Visit Mix, by Site Type, 2008.....	IV-19

36. % of Stress Echo Sites Performing Specified Stress Echocardiography Studies, by Site Type, 2008 .....	IV-20
37. Percentage of Echo Sites and Patient Visits Using Pharmacological Stress Agents, 2008 .....	IV-20
38. Percentage of Sites Performing Intravascular Ultrasound Procedures, Regardless of Department, by Site Type, as of 2009 Census.....	IV-21
39. Percentage of Sites Performing Intravascular Ultrasound Procedures, Regardless of Department, by Site Type, by Census Year, 2002 to 2009 .....	IV-21
40. Distribution of Hospital Sites Performing Intravascular Ultrasound, by Departments in which they are Performed, by Hospital Bed Size, as of 2009 Census.....	IV-22
41. Percentage of Sites Performing Intracardiac Echo Procedures, Regardless of Department, by Site Type, as of 2009 Census.....	IV-22
42. Percentage of Sites Performing Intracardiac Echo Procedures, Regardless of Department, by Site Type, by Census Year, 2004 to 2009 .....	IV-23
43. Distribution of Hospital Sites Performing Intracardiac Echo Procedures, by Departments in which they are Performed, by Hospital Bed Size, as of 2009 Census .....	IV-23

## **B. Contrast Agent Utilization & Budgets**

1. Distribution of Echo Sites Using Commercial Contrast Agents Other Than Saline, by Site Type, as of 2009 Census.....	IV-24
2. % of Sites Using Commercial Contrast Agents for Echocardiography Patient Visits, by Site Type, by Census Year, 1999/2000 to 2009 .....	IV-24
3. Plans to Start Using Commercial Contrast in the Next Year, as of 2009 Census.....	IV-25
4. Distribution of Echo Patient Visits, by Use of Contrast Agents, by Site Type, 2008 .....	IV-25
5. Distribution of Echo Procedures or Patient Visits, by Use of Contrast Agents, 1999 to 2008.....	IV-26
6. Percent of Echo Procedures or Patient Visits Using Commercial Contrast Agents, by Site Type, 1999 to 2008 .....	IV-26
7. Number and Percent of Echo Sites Using, and Average Patient Visits per Site Using Commercial Contrast Agents, by Site Type, 2008.....	IV-27
8. Number and Percent of Echo Sites Using, and Average Patient Visits per Site Using Commercial Contrast Agents, 2001-2008.....	IV-27
9. Distribution of 2D or 3D Transthoracic Echo (Rest Only) Patient Visits, by Use of Contrast Agents, by Site Type, 2008 .....	IV-28
10. Distribution of 2D or 3D Transthoracic Echo (Stress Plus Rest) Patient Visits, by Use of Contrast Agents, by Site Type, 2008 .....	IV-28
11. Distribution of 2D Transesophageal Echo Patient Visits, by Use of Contrast Agents, by Site Type, 2008 .....	IV-29
12. Percent of Echocardiography Sites Using Commercial Contrast Agents, by Brand, as of 2009 Census.....	IV-29
13. Percent of Echocardiography Sites Using Commercial Contrast Agents, by Brand, by Census Year, 1999/2000 to 2009 .....	IV-30
14. Distribution of Echocardiography Studies Using Commercial Contrast Agents, by Agent Used, by Site Type, 2008.....	IV-30
15. Distribution of Echocardiography Studies Using Commercial Contrast Agents, by Agent Used, 1999-2008.....	IV-31
16. Number of Sites Using Commercial Contrast Agents, and Average Annual Patient Visits per Site Using, by Contrast Agent Brand, by Agent, 2008 .....	IV-31
17. Distribution of Sites Using Commercial Contrast Agents for Clinical Trials, for Echo Studies, by Site Type, as of 2009 Census.....	IV-32
18. Percent Distribution of Sites Using Commercial Contrast Agents for Clinical Trials, as of 2009 Census.....	IV-32
19. % Distribution of Commercial Contrast Used Among Echo Patient Visits, All Sites, 2008.....	IV-33
20. % Distribution of Commercial Contrast Used Among Echo Patient Visits, by Site Type, 2008 .....	IV-33

21. % Distribution of Commercial Contrast Used Among Echo Studies, 1999-2008.....	IV-34
22. Distribution of 2009 Echocardiography Contrast Agent Budgets.....	IV-35
23. Distribution of Sites by Echocardiography Contrast Agent Budgets, All Sites, by Budget Year, 1999-2009.....	IV-35
24. Distribution of Sites by 2009 Echocardiography Contrast Agent Budgets, by Site Type.....	IV-36
25. Average Annual Budget per Site for Commercial Echocardiography Contrast Agents, by Site Type, 1999-2009.....	IV-36
26. Average \$ Budgeted per Patient Visit in 2008 for Commercial Echocardiography Contrast Agents, by Site Type.....	IV-37
27. Average \$ Budgeted per Patient Visit for Commercial Echocardiography Contrast Agents, by Site Type, 2004-2008.....	IV-37
28. Distribution of Sites and Total Estimated 2009 Echocardiography Contrast Agent Budget, by Site Type.....	IV-38
29. Distribution of 2009 Commercial Contrast Expenditures Among Contrast Sources, by Site Type.....	IV-39
30. Distribution of Commercial Contrast Expenditures Among Contrast Sources, by Budget Year, 1999-2009.....	IV-39
31. Estimated Commercial Contrast Expenditures Among Contrast Sources, by Budget Year, 1999-2009.....	IV-40
32. Distribution of Echo Sites, by Source of Commercial Contrast Used, by Site Type, as of 2009 Census.....	IV-40
33. Buying Group Influence on Contrast Agents and Consumables, All Sites, as of 2009 Census.....	IV-41
34. Buying Group Influence on Contrast Agent and Consumables Purchases, Hospital vs. Non-Hospital Sites, as of 2009 Census.....	IV-41
35. Percent of Sites Using Staff Types to Inject Contrast and Set Up IVs, as of 2009 Census.....	IV-42

**C. Installed Base of Echocardiography Units**

1. Total Echocardiography Units and Sites, by Census Year, 2002 to 2009.....	IV-43
2. Distribution of Echo Sites and Units, by Site Type, as of 2009 Census.....	IV-43
3. Distribution of Sites by Number of Echocardiography Units Installed, by Site Type, as of 2009 Census.....	IV-44
4. Average # Echocardiography Units Installed per Site, by Site Type, by Census Year, 2002 to 2009.....	IV-44
5. Distribution of Installed Echocardiography Units by Manufacturer, as of 2009 Census.....	IV-45
6. Distribution of Installed Echocardiography Units, by Manufacturer, by Site Type, as of 2009 Census.....	IV-45
7. Distribution of Echocardiography Unit Installed Base, by Manufacturer, as of 2009 Census.....	IV-46
8. Distribution of Echocardiography Unit Installed Base, by Manufacturer, by Census Year, 2002 to 2009.....	IV-46
9. % of Sites Having at Least One Echocardiography System, by Manufacturer, as of 2009 Census.....	IV-46
10. Echocardiography System Installed Base, by Year of Installation, as of 2009 Census.....	IV-47
11. Echocardiography System Manufacturer Market Share, by Year of Installation, from 2004 to Mid-2009, as of 2009 Census.....	IV-48
12. Distribution of Echocardiography Systems, by Whether Upgraded or Not, as of 2009 Census.....	IV-49
13. Capabilities of Installed Echocardiography Systems, Hospitals vs. Non-Hospitals, as of 2009 Census.....	IV-50
14. Capabilities of Installed Echocardiography Systems, by Census Year, 2002 to 2009.....	IV-50
15. Percent of Echo Installed Base with Harmonic Imaging, by Year of Installation, as of 2009 Census.....	IV-51
16. Percent of Echo Installed Base with Transesophageal Probes, by Year of Installation, as of 2009 Census.....	IV-51
17. Distribution of Sites by Number of Transesophageal Probes, by Site Type, as of 2009 Census.....	IV-52

18. Percent of Echo Installed Base with Real-Time 3D Capability, by Year of Installation, as of 2009 Census.....	IV-52
19. Distribution of Sources for Echocardiography System Service Support, Hospitals vs. Non-Hospitals, as of 2009 Census .....	IV-53
20. Distribution of Sources for Echocardiography System Service Support, by Year of Installation, as of 2009 Census .....	IV-53
21. Distribution of Payment Method for Echocardiography System Service, Hospitals vs. Non-Hospitals, as of 2009 Census .....	IV-54
22. Distribution of Financing Methods for Echo Installed Base, Hospitals vs. Non-Hospitals, as of 2009 Census.....	IV-54

#### **D. Echocardiography System Purchase Plans & IMV Market Forecast Scenarios**

1. Sites Planning to Purchase and/or Upgrade an Echocardiography System Within the Next Three Years, as of 2009 Census (N1 Universe).....	IV-55
2. Percent of Echo Sites Planning to Purchase Echo Systems Within the “Next Three Years,” by Census Year, 2002 to 2009 .....	IV-55
3. Sites Planning to Purchase and/or Upgrade an Echocardiography System Within the Next Three Years, as of 2009 Census (N2 Universe).....	IV-56
4. Distribution of Sites by Number of New and/or Upgraded Echocardiography Units Planned, by Site Type, as of 2009 Census .....	IV-56
5. Plans for New vs. Upgraded Echo Systems, by Site Type, as of 2009 Census .....	IV-57
6. Distribution of Sites by Number of <u>New</u> Echocardiography Units Planned, by Site Type, as of 2009 Census.....	IV-57
7. Plans for Replacement vs. Additional New Echocardiography Units, by Site Type, as of 2009 Census.....	IV-58
8. Planned Capabilities for New Echocardiography Systems, as of 2009 Census .....	IV-58
9. Echo Lab Replacement Cycle, Based on IMV 2009 Echocardiography Census .....	IV-59
10. Estimated Echocardiography Unit Market Projections, 2009-2013, “Base Case” First Buyer / Additional / Replacement Buyer Market Scenario.....	IV-59
11. Estimated Echocardiography Unit Market Projections, 2009-2013, “Optimistic” First Buyer / Additional / Replacement Buyer Market Scenario.....	IV-60
12. Estimated Echocardiography Unit Market Projections, 2009-2013, “Pessimistic” First Buyer / Additional / Replacement Buyer Market Scenario.....	IV-60
13. Distribution of Sites by Number of Echocardiography <u>Upgrades</u> Planned, by Site Type, as of 2009 Census.....	IV-61
14. Distribution of Planned Budgets for Echocardiography System Upgrades, as of 2009 Census.....	IV-61
15. Percent Distribution of Echo Sites Mentioning Manufacturers Considered for Next Echo System Purchase, as of 2009 Census .....	IV-62
16. Percent Distribution of Echo Sites Mentioning Manufacturers Considered for Next Echo System Purchase, by Census Year, 2003 to 2009 .....	IV-62
17. Brand Loyalty: Vendors Being Considered for Next Echo System by Current Echo Sites, by Installed Vendor, as of 2009 Census .....	IV-63
18. Distribution of 2010 Echo Equipment Budgets, All Sites.....	IV-64
19. Distribution of Sites by 2010 Echocardiography Equipment Budgets, by Site Type, as of 2009 Census.....	IV-64
20. Average Annual Echo Equipment Budget per Site Having Budgets, by Site Type, 2004-2010 .....	IV-65
21. Distribution of Sites and Total Estimated 2010 Echocardiography Capital Budget, by Site Type ..	IV-65
22. Distribution of Echo Equipment Budgets, 2004 to 2010.....	IV-66
23. Distribution of Intended Financing Methods for Next New Echo System Purchase, Hospitals vs. Non-Hospitals, as of 2009 Census .....	IV-66
24. Buying Group Influence on Equipment Purchases, All Sites, as of 2009 Census.....	IV-67
25. Buying Group Influence on Equipment Purchases, Hospital vs. Non-Hospital Sites, as of 2009 Census.....	IV-67

## E. Networks and Information Systems

1. Site Type Mix of Echocardiography Sites Using Networks or PACS to Transmit Echo Images, as of 2009 Census .....	IV-68
2. Network Types Used by Echocardiography Sites to Transmit Echo Images, as of 2009 Census ....	IV-68
3. Percent of Echocardiography Sites Using Echo Networks or PACS to Transmit Images, by Census Year, 1999/2000 to 2009 .....	IV-69
4. Distribution of Sites Using Networks for Transmitting Images, by Network Type, by Site Type, as of 2009 Census .....	IV-69
5. Distribution of Sites Having Multi-Modality/PACS Networks Connected to the Echo Lab, by Other Modality Types the Network is Connected to, by Site Type, as of 2009 Census.....	IV-70
6. Distribution of Sites Having Multi-Modality/PACS Networks Connected to the Echo Lab, by Other Modality Types the Network is Connected to, by Census Year, 2004 & 2009 .....	IV-70
7. Whether Echo Network or Multi-Modality/PACS Networks are Web-Enabled or Not, by Site Type, as of 2009 Census .....	IV-71
8. Whether Echo Network or Multi-Modality/PACS Networks are Web-Enabled or Not, by Network Type, by Census Year, 2004 & 2009 .....	IV-71
9. Whether Echo Network or Multi-Modality/PACS Networks are Web-Enabled or Not, by Network Type, as of 2009 Census .....	IV-72
10. Whether Echo Network or Multi-Modality/PACS Network also Transmits Cath Lab Images, by Site Type, as of 2009 Census.....	IV-72
11. Whether Echo Network or Multi-Modality/PACS Network also Transmits Cath Lab Images, by Census Year, 2002 to 2009 .....	IV-73
12. Whether Echo Network or Multi-Modality/PACS Network also Transmits Cath Lab Images, by Network Type, as of 2009 Census .....	IV-73
13. Percent of Sites Mentioning Year in Which Echo Network or Multi-Modality/PACS Network was Installed, by Site Type, as of 2009 Census.....	IV-74
14. Percent of Sites Mentioning Year in Which Network was Installed, by Network Type, as of 2009 Census.....	IV-74
15. Where Echocardiography Images are Currently Transmitted, by Site Type, as of 2009 Census .....	IV-75
16. Where Echocardiography Images are Currently Transmitted, by Census Year, 2002 to 2009 .....	IV-75
17. Where Echocardiography Images are Currently Transmitted, by Network Type, as of 2009 Census.....	IV-76
18. Departments Typically Involved in the Transmission of Echocardiography Images, by Census Year, 2003 to 2009 .....	IV-77
19. Percent Distribution of Echo Sites, by Number of Other Sites that Echo Images are Transmitted to, by Site Type, as of 2009 Census .....	IV-78
20. Relationship of Other Sites to Facility, for Sites that Transmit Echo Images to Other Sites, by Census Year, 1999/2000 to 2009.....	IV-78
21. Percent Distribution of Vendors Supplying Network or PACS Software Used by Echo Departments, by Census Year, 2003 to 2009 .....	IV-79
22. Percent Distribution of Vendors Supplying Network Software Used by Echo Departments, by Network Type, as of 2009 Census .....	IV-79
23. Echocardiography Site Plans for Buying or Replacing Network Capability for Viewing Echo Images Over Next Three Years, by Site Type, as of 2009 Census .....	IV-80
24. Echocardiography Site Plans for Buying or Replacing Network Capability for Viewing Echo Images Over Next Three Years, by Current Network Status, as of 2009 Census .....	IV-80
25. Echocardiography Site Plans for Acquiring a Network, by Current Network Status, by Site Type, as of 2009 Census .....	IV-81
26. Type of Network being Planned for Purchase by Echocardiography Sites, as of 2009 Census.....	IV-81
27. Types of Networks the Planned Echo-Only Network Will be Linked to, as of 2009 Census .....	IV-82
28. Future Plans of Echo Sites that Currently Have an Echo Network, to Expand vs. Replace their Network, as of 2009 Census.....	IV-82

29. Means Through Which Existing Echo Imaging Network Will be Expanded, as of 2009 Census.....	IV-83
30. Echocardiography Site Plans for Purchasing, Replacing or Expanding a Network, by Site Type, as of 2009 Census .....	IV-84
31. Echocardiography Site Plans for Buying or Expanding a Network to Transmit Echo Images Over Next Three Years, by Census Year, 2002 to 2009.....	IV-84
32. Plans for Where Echocardiography Images Will be Transmitted, by Site Type, as of 2009 Census.....	IV-85
33. Departments to be Involved in Future Networks to Transmit Echocardiography Images, as of 2009 Census .....	IV-85
34. Percent Distribution of Echo Sites Planning Networks, by Number of Other Sites that Echo Images Will be Transmitted to, by Site Type, as of 2009 Census.....	IV-86
35. Relationship of Other Sites to Facility, for Sites Planning to Implement/Expand a Network which Will Transmit Echo Images to Other Sites, as of 2009 Census .....	IV-86
36. Whether New or Expanded Network Will Transmit Cath Lab Images, Hospitals vs. Non-Hospitals, as of 2009 Census .....	IV-87
37. Whether New or Expanded Network Will be Web-Enabled, Hospitals vs. Non-Hospitals, as of 2009 Census.....	IV-87
38. Percent Distribution of Echocardiography Sites Mentioning Suppliers Being Considered for Future Networks, as of 2009 Census .....	IV-88
39. Distribution of Sites by Non-Networked Image Storage Being Used for Echo Exams, by Site Type, as of 2009 Census .....	IV-89
40. Distribution of Sites by Non-Networked Image Storage Being Used for Echo Exams, by Census Year, 2004 & 2009.....	IV-89
41. Percent of Echocardiography Sites with Information Systems for Scheduling and Reporting Echo Studies, by Site Type, as of 2009 Census.....	IV-90
42. Percent of Echocardiography Sites with Information Systems for Scheduling and Reporting Echo Studies, by Site Type, by Census Year, 2002 to 2009.....	IV-90
43. Whether the Information Systems for Scheduling and Reporting Echo Studies are Used in the Echo Lab Only or in Other Departments as Well, by Site Type, as of 2009 Census .....	IV-91
44. Percent Distribution of Vendors Supplying Software for Information Systems Used by Echo Departments, as of 2009 Census .....	IV-91
45. Percent Distribution of Vendors Supplying Software for Information Systems Used by Echo Departments, by Census Year, 2004 & 2009 .....	IV-92
46. Echo Site Plans for Purchasing an Information System for Scheduling and Reporting Echo Studies, as of 2009 Census.....	IV-92
47. Whether Planned Information Systems for Scheduling and Reporting Echo Studies Will be Used in the Echo Lab Only or in Other Departments as Well, Hospitals vs. Non-Hospitals as of 2009 Census .....	IV-93
48. Percent Distribution of Echocardiography Sites Mentioning Suppliers Being Considered for Future Information Systems, as of 2009 Census .....	IV-93

#### **F. Echocardiography Site Operations Characteristics**

1. 2009 Echocardiography Census Respondent's Department, by Site Type .....	IV-94
2. Other Departments in 2009 Echo Census Respondent's Institution with Echocardiography Equipment .....	IV-94
3. Whether EKG Studies are Performed in the Echo Respondent's Department, by Site Type, as of 2009 Census .....	IV-95
4. Whether EKG Studies are Performed in the Echo Respondent's Department, by Department, as of 2009 Census.....	IV-95
5. Average Annual Procedures per Echocardiography System, by Site Type, 2001-2008.....	IV-96
6. Average Annual Patient Visits per Echocardiography System, by Site Type, 2001-2008.....	IV-96
7. Echocardiography Sites and Patient Exam Rooms, by Census Year, 2002 to 2009 .....	IV-97

8. Distribution of Sites by Number of Patient Exam Rooms Used for Echocardiography, by Site Type, as of 2009 Census .....	IV-97
9. Percent of Echocardiography Sites with Staff Types, by Site Type, as of 2009 Census.....	IV-98
10. Percent of Echocardiography Sites with Staff Types, by Site Type, by Census Year, 2004-2009...	IV-98
11. Mean FTE Staff per Echocardiography Site Having that Type, by Site Type, as of 2009 Census.....	IV-99
12. Mean FTE Staff per Echocardiography Site Having that Type, by Census Year, 2004-2009 .....	IV-100
13. Estimated Total FTE Staffing of Echocardiography Sites, by Staff Type, as of 2009 Census.....	IV-100
14. Average Annual Echocardiography Procedures per FTE, by Site Type, 2008 .....	IV-101
15. Average Annual Echocardiography Procedures per FTE, 2001-2008 .....	IV-101
16. Average Annual Echocardiography Patient Visits per FTE, by Site Type, 2008.....	IV-102
17. Average Annual Echocardiography Patient Visits per FTE, 2001-2008.....	IV-102
18. Percent of Echocardiography Sites Having Physicians and Average Number of Physicians per Site Having, by Full or Part-Time Status, as of 2009 Census .....	IV-103
19. Average Number of Physicians Reading Echo Scans per Site Having, by Full or Part-Time Status, by Site Type, as of 2009 Census.....	IV-103
20. Distribution of Sites, by Total Number of Physicians that Read Echo Scans, as of 2009 Census .	IV-104
21. Average Annual Echocardiography Procedures Read per Site, per Physician, by Site Type, 2008 .....	IV-104
22. Average Annual Echocardiography Procedures Read per Site, per Physician, by Site Type, 2001-2008 .....	IV-105
23. Percent of Echocardiography Sites that Send Echo Scans to an Offsite Radiology Service for Reading, by Site Type, as of 2009 Census .....	IV-105
24. Typical Waiting Time for Non-Emergency Outpatient Echocardiography Study, by Site Type, as of 2009 Census .....	IV-106
25. Typical Waiting Time for Non-Emergency Outpatient Echocardiography Study, by Census Year, 2002 to 2009 .....	IV-106
26. Reimbursement Sources for Echocardiography Patient Billings, as of 2009 Census.....	IV-107
27. 2008 Echocardiography Patient Visits per Thousand Population, by State.....	IV-108