

SMART-C® BENEFITS GROWTH

AT THE SINGH FOOT & ANKLE HEALING CENTER



Dr. Diltaj Singh began a concierge podiatry practice in Sterling, Virginia.

“Early on, our patient numbers were bleak,” Dr. Singh said. “The idea of concierge medicine was new here and it was hard to get the word out.”

At the start, Dr. Singh didn’t have a physical location and his practice consisted solely of home visits, so he relied on his SMART-C® portable mini C-arm to provide quality podiatry care on the move.

“My practice would have floundered in the early days without SMART-C®,” he said. “I couldn’t have seen patients.”

After a few months of providing in-home care, Dr. Singh opened a small physical location and brought his SMART-C® with him. Today, Dr. Singh works with his brother and fellow podiatrist, Dr. Shaan Singh. The two use their SMART-C® daily because of its benefits and because of the cost savings it has provided the Singh Foot & Ankle Healing Center.



\$ Small Size. The Singh brothers provide patients a boutique experience and keep overhead low by leasing a compact space that would be too small for a typical C-arm.

\$ In-Clinic Use. By not paying fees to nearby surgery centers, Dr. Singh has drastically improved profit margins.

\$ Patient Savings. The Singh Foot & Ankle Healing Center is a cash-only operation; however, patients can submit their medical billing codes to insurance and typically receive 50%-90% reimbursement.

\$ Gratified Patients. Dr. Singh sees images in real-time with the patient, which allows him to spend more time interacting with patients, resulting in better care and more referrals. "Patients like the live visualization SMART-C® offers," Dr. Singh said.

"It really saves you a lot of money," Dr. Singh said. "If you understand the benefits fully, you can save more than you anticipate."

Dr. Singh uses his SMART-C® for diagnoses, injections and minimally invasive surgery for many podiatric conditions. In addition to cost savings, the SMART-C® has other benefits:

- Superb fluoroscopy imaging
- Excellent portability
- Low radiation exposure

Continued Growth and Expansion

Since its launch in July 2022, the Singh Foot & Ankle Healing Center has grown in patient volume monthly. Though SMART-C® isn't the sole contributor to the center's success, Dr. Singh insists its value cannot be overstated.

"SMART-C® saves space, lets me do house calls and perform procedures in the office, and exposes me to much less radiation," he said. "Investing in the SMART-C® was one of the smartest choices I've made for my podiatry practice."

"Investing in a SMART-C® was one of the smartest choices I've made for my podiatry practice. It set me up for the future and positioned me to reach my long-term goals faster."

—DILTAJ SINGH, OWNER AND CEO
OF THE SINGH FOOT & ANKLE
HEALING CENTER (STERLING, VA)



Dr. Singh plans to expand his practice by developing a working relationship with nearby professional sports teams. He said, "No one else in this area has a portable C-arm. Having SMART-C® in my toolbox has opened the door to conversations that otherwise wouldn't happen."

**How can SMART-C® grow your podiatry practice's footprint?
Call 866-870-2022 to learn about the possibilities.**

For more information about Turner Imaging Systems revolutionary SMART-C® mini C-arm, visit turnerxray.com or email info@turnerxray.com.

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