

REP TOOL

RPM & CCM Revenue Calculator

Custom Practice Revenue Projection — Use During or After Demo Calls

Use this sheet during or after a demo call to build a custom revenue projection for each practice. Fill in the practice's patient count and circle the applicable patient mix tier.

PATIENT ENGAGEMENT TIERS

How FitPee Calculates Revenue per Patient

Tier	Patient Type	Monthly Engagement	CPT Codes Used	Net Revenue / Patient
A	Homesteaders	40–60 min/month	99454 + 99457 + 99490	~\$119/mo
B	Prospectors	80–120 min/month	99454 + 99457 + 99458 + 99490 + 99439	~\$183/mo
C	Trailblazers	120+ min/month	99454 + 99457 + 2x99458 + 99490 + 2x99439	~\$247/mo
D	Bystanders	Unbillable / not enrolled	N/A	\$0

Average patient mix assumption (FitPee data): 27% Homesteaders | 34.6% Prospectors | 28.4% Trailblazers | 10% Bystanders

PRE-BUILT PROJECTIONS

Monthly & Annual Revenue by Patient Count

Based on FitPee's average patient mix. Use these figures during your demo call.

Enrolled Patients	Monthly Revenue	Annual Revenue	RPM Revenue	CCM Revenue
50	\$12,600	\$151,200	~\$9,200	~\$3,400
100	\$25,200	\$302,400	~\$18,400	~\$6,800
150	\$37,800	\$453,600	~\$27,600	~\$10,200
200	\$50,400	\$604,800	~\$36,800	~\$13,600
250	\$63,000	\$756,000	~\$46,000	~\$17,000
300	\$75,600	\$907,200	~\$55,200	~\$20,400
400	\$100,800	\$1,209,600	~\$73,600	~\$27,200

500	\$126,000	\$1,512,000	~\$92,000	~\$34,000
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CUSTOM PROJECTION WORKSHEET

Fill In During or After Your Demo Call

Practice Name:	
Doctor / Contact:	
Date:	
Total Medicare Patients:	
Estimated Eligible for RPM:	
Estimated % Homesteaders (A):	
Estimated % Prospectors (B):	
Estimated % Trailblazers (C):	
Projected Monthly Revenue:	
Projected Annual Revenue:	
Notes:	

Disclaimer: Projections are estimates based on national Medicare averages. Actual revenue will vary based on patient eligibility, engagement, and regional reimbursement rates.