

## Phototherapy Strategy Checklist

In-Office, At-Home, or Both?

Use this strategic checklist to determine the right mix of phototherapy solutions for your practice: in-office device, home prescriptions, or a hybrid approach. Check all that apply and use the scoring template at the end to help determine next steps.

### Section 1: Patient Population

What types of patients does your practice typically serve?

- ☐ Do you treat a high volume of patients with chronic skin conditions like psoriasis, vitiligo, or eczema?
- ☐ Do many of your patients live far from your clinic or have transportation barriers?
- ☐ Do your patients prefer flexible, at-home treatment schedules?
- ☐ Do you see a mix of patients who are new to phototherapy and those needing long-term maintenance?
- ☐ Are pediatric or elderly patients a significant part of your population?

### Section 2: Practice Capacity & Workflow

Does your practice have the resources and space to support in-office phototherapy?

- ☐ Do you have space for a phototherapy booth or treatment room?
- ☐ Do you have staff available to manage in-office scheduling and treatment supervision?
- ☐ Would adding an in-office unit allow you to bill for additional services?
- ☐ Do you want to create a dedicated revenue stream from phototherapy treatments?
- ☐ Do you prefer to directly oversee the start of treatment for new patients?

### Section 3: Operational Efficiency & Patient Access

Can home phototherapy expand your reach or reduce burdens on your staff?

- ☐ Would home phototherapy allow you to treat more patients without expanding physical space?
- ☐ Are you looking to reduce in-office visit load while still offering treatment continuity?
- ☐ Would offering home therapy improve access for patients facing cost or scheduling barriers?
- ☐ Is your staff stretched thin with patient scheduling and insurance coordination?
- ☐ Do you want to reduce prior authorization hurdles with payers who cover home phototherapy more easily?

### Section 4: Strategic Fit Decision

If most of your answers were:

#### Yes in Section 1 & 3:

Consider prescribing home phototherapy to improve patient access and reduce operational burden.

#### Yes in Section 1 & 2:

Consider purchasing an in-office phototherapy device to manage treatment directly and generate revenue.

#### Yes across all sections:

A hybrid approach may be ideal: start patients in-office, transition stable cases to home.