



OPEN NEW ROADS



IMPROVE CLIENT EXPERIENCE AND INCREASE PROFITS WITH A **MOVES** MOBILE SPECIALIST



***MOBILE SURGERY & INTERNAL MEDICINE
NOW AVAILABLE IN THE ATLANTA AREA WITH
DR. JULIE DUVAL & DR. DEREK DUVAL***

As a veterinarian, you always strive to deliver the best possible care for the animals (and owners!) in your practice. A successful veterinary business is based on the trust you build in your community, and we know how frustrating it can be when a patient presents with a serious injury or illness that forces you to refer the patient and their owner to another hospital.

For most veterinarians around the country, this is the only option – sending their client away to navigate the expensive and emotionally draining process of getting the surgery or treatment their pet needs from a hospital they've never visited before. Referring out for specialist care not only creates a hardship for the patient and owner, it also deprives your practice of an important revenue stream. The good news is that now you have another option! Instead of referring your complex patients away, Atlanta area veterinarians like you can partner with us to offer advanced soft tissue surgery and internal medicine in your own hospital.

You may be unfamiliar with how mobile specialty care works, or you may have doubts that it can work in your practice. That's why we're offering you this informative booklet. Inside you'll find a straightforward description of what it takes to introduce mobile specialty care into your practice, how it improves your client's experience, and how it supports your bottom line.

The ability to retain your complex cases and provide advanced specialty care can be a game-changer for your practice, so please call, text, or email us and we will be happy to answer any questions you have about working with a MOVES specialist. We would love to visit your practice in person for a free, no-obligation meeting to introduce ourselves and discuss how we can partner together.

Sincerely,

Julie Duval, VMD, DACVS
Derek Duval, VMD, DACVIM



JULIE DUVAL
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DEREK DUVAL
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HOW DOES THIS WORK, EXACTLY?

1. Consultation and Schedule

If you have a patient in need of specialty care, you no longer need to refer them to another hospital. Simply contact your local MOVES specialist for a consult, and then schedule the procedure to be performed at your own facility.

2. Bill Your Client

Because you're able to retain the patient rather than referring them to another hospital, you get to set the price to bill the client for the procedure and to oversee the patient's ongoing care. You'll have 15 days to pay your MOVES invoice.

3. Profit and Repeat

We try to keep it simple. By partnering with a MOVES specialist, you offer your clients a better experience and create a whole new revenue stream for your practice. Your specialist is always just a call, text, or email away, ready to support your practice with advanced medicine and a superior client experience.

Want the detailed version? Just turn the page. »

How does our hospital join the MOVES network?

Your hospital must be equipped for safe general anesthesia practices and monitoring. Tracheal intubation, gas anesthesia, intravenous catheters, IV fluids and injectable perioperative medications are required. A well-trained veterinary technician or assistant must be available for monitoring and assisting the surgery. If your hospital is not equipped for surgery, your surgery may be still be scheduled at another hospital. MOVES reserves the right to decline to perform procedures if the hospital does not practice a standard level of care expected for advanced surgical procedures.

How do surgery consultations work?

Contact your local MOVES specialist by text, phone or email. For patients with a clear diagnosis and solution, an in-house consultation is not typically required. The pet can be scheduled and a full evaluation will be done at the time of surgery. For cases without a clear-cut surgical solution or owners that are unsure about surgery, an in-house consultation can be performed prior to scheduling surgery. At this appointment, our surgeon will do a thorough examination and discuss options with the owner. Consultation fees apply, but are waived if the surgery is scheduled in a timely manner after consultation (within 2 weeks unless otherwise determined). We recommend that you bill the client up front for the consultation.

How do we schedule a procedure with a MOVES specialist?

Contact your local MOVES specialist by text, phone, email, or their referral page on the vet-moves.com website. Please have the owner review and sign our consent form. It is important that they fill out the form with up-to-date contact information.

Will patients require overnight care?

After surgery, the patient is under the care of your hospital and attending DVM. The decision to send a pet home or to stay in your clinic post-operatively depends on a number of variables, but we generally recommend that patients stay overnight in hospital. It is the hospital's duty to inform owners on the hospital policy of overnight care. If your hospital is not equipped for surgical procedures or for cases requiring critical care monitoring post-operatively, we strongly recommend overnight monitoring at a 24-hour Emergency Hospital.

What about follow-up appointments?

Your MOVES specialist will make recommendations for you to re-evaluate post-operative patients. If there are any concerns, we are available to answer any questions.

How will we be billed?

The standard MOVES price list provides a general estimate of charges. Other procedures may be discussed on a case-by-case basis. These prices reflect costs invoiced to your hospital upon completion of the surgical procedure. Total client costs are made based on your hospital policy. You will be sent an electronic invoice upon the completion of the procedure. Prices are subject to change depending on the final consultation and condition of the patient.

Does MOVES have a cancellation policy?

Yes. A \$125 fee will be assessed for procedures cancelled < 24 hours from the surgery date.

GETTING READY

Your local MOVES specialist will provide you with a set of essential forms and requirements that your hospital staff must have completed prior to any procedure or appointment. This includes a prep checklist and our standard consent forms for surgery or internal medicine procedures.

SURGERY PREP

Your hospital will receive a call or text from confirming the approximate time of arrival or text on the day of surgery.

Dr. Duval will provide a prognosis and phone after exam. The client can also meet and consult with the veterinarian. Consultations can also be scheduled with the veterinarian.

Expectation

We will arrange for the surgery, helping the surgery, prepping the surgery, she is at the surgery.

For many cases, anesthesia and help move the patient.

Post-Procedure

The surgeon will supply information of the discharge, we will supply the hospital's care about whether 24-hour care, sometimes including about recovery.

In many soft tissue that you would samples for you to the client will

ELECTIVE SURGERY CONSENT

Owner's Name: _____

Phone Number: _____



PREP FOR CONSULTATION

CASE REFERRAL AND PATIENT DATA

Make sure that you carefully complete your case referral form including all of the following information:

- Patient's presenting complaint and any client concerns
- A brief history and results of your physical examination, including the patient's weight
- Complete list of current medications including supplements and a dietary history
- All recent imaging
- Any requested procedures or diagnostics

DAY OF THE CONSULTATION

In most cases the pet should be fasted for the consultation. If the pet is diabetic or there is another reason that you feel it should not be fasted, please contact Dr. Duval for specific recommendations.

Check with Dr. Duval prior to giving morning medications to the pet, as some may need to be held for testing.

We may want to obtain a urine sample at the time of the consultation. Please refrain from walking the pet just prior to the consultation.

PROCEDURES

such as an ultrasound, will be completed at the time of consultation, other procedures may be recommended for a later time.

the patient will

OWNER COMMUNICATION

In addition to providing your hospital with all the necessary information to prepare for a successful surgery, your MOVES specialist will also provide the pet owner with information to help them understand their pet's condition and how they can provide the most appropriate care at home.

SURGICAL RISKS

Each and every procedure (minor or major) can experience complications. These will be addressed with the surgeon prior to each procedure, but some are included for your reference.

Patient:

Surgery D

Referring

Local ER C

General

- Risk of anesthesia
- Risk of cardiovascular
- Incision
- Incision
- Bleeding

Procedure

- Increased
- Ear ablation
- Bleeding
- Parathyroid
- Perineal
- Splenectomy
- Anal sac
- Laryngeal

BANDAGE CARE

If your pet is sent home with over the incision(s):

- Please keep it on for the next 1-2 weeks
- It should be removed immediately
- Do NOT let your pet chew the bandage
- It is imperative to prevent mutilation
- If it is still on after 2 days, it can be removed with alcohol or acetone on the ADHESIVE
- Residual adhesive for bandage

COMMUNICATING QUESTIONS

We understand that the first time for both pets and their owners. For these instructions, we would like to hear from you of the more common questions.

IF YOUR PET IS RESTLESS, IS WHIMPERING AND/OR S

This is not unusual, especially if your pet is charged from the hospital. These behaviors, including changes in the home, your pet calms down, talking with them, and control is not likely to

You can often help nearby and placing sure. If a sedative or administration of it is possible that your medications he/she adequately control your veterinarian c

IF YOUR PET'S EATING

WHAT TO EXPECT AT HOME



ABDOMINAL ULTRASOUNDS

If your pet had an abdominal ultrasound, you may notice changes to your pet's behavior or sound.



There should be no lasting effects on date pets for ultrasound. We discussed that with your veterinarian and clipping hair for adequate imaging. Your veterinarian

MONITORING

The first few days after surgery can be quite challenging for caretakers. In addition to your pet's discharge instructions, we will make every effort to provide you with information regarding some common questions and concerns that arise once pets are home.

CANNOT SEEM TO GET COMFORTABLE, SLEEPING POORLY...

Especially during the first hours to days following discharge from hospital. A number of factors are likely contributing to this behavior, including the recent hospital experience, low-grade pain, a change in environment, and disruption of the usual routine. If your pet is not comfortable when you are directly engaging their attention (by sitting with them, or petting them), inadequate pain management may be the cause of the behavior.

In this situation, try letting your pet know that you are present by placing familiar items (dog bed, favorite toys) in the new enclosure. If anti-anxiety medication was dispensed by the surgeon, it may help as well. If these measures are unsuccessful, it may be that your pet is experiencing a side effect of some of the pain medication they are receiving, or that the pain is not yet controlled. If you believe this to be the case, please contact your surgeon for further instructions.

FEEDING AND ELIMINATION HABITS ARE ABNORMAL...

Feeding and elimination habits may be altered after surgery for a number of reasons. The most common reasons are pain, anesthesia, environmental change, or a change in routine.

There may be some side effects from the diagnostics that were performed. It is not needed or recommended that your veterinarian advise that your pet is not eating or drinking or vomiting or diarrhea continues.

After anesthesia, it is normal to wait for your pet to wake up. It is normal for us to see some side effects and it is normal for your pet to be a little disoriented. It is also normal for your pet to be a little disoriented.

Be sure

EXPERT CARE

When you invite a MOVES specialist to perform advanced procedures in your hospital, you can rest assured that you're partnering with the top talent in the country. MOVES only hires board-certified specialists, equips them with the very latest instruments and technology, and provides for their continuing education to keep them abreast of the latest research and techniques.



SOFT TISSUE RECOVERY

RECOVERING FROM SOFT TISSUE SURGERY

Please follow the below instructions to facilitate your pet's recovery from surgery. You will also receive specific instructions about your pet's particular procedure and situation at discharge. Following these instructions is critically important to allow your pet to achieve the best result from the procedure. For most procedures, the recovery period should be about 2-3 weeks.

It can be normal for your pet to be a little lethargic or have a reduced appetite for a few days after anesthesia and surgery. However, if you notice that your pet is getting more depressed, not eating or has persistent vomiting, please contact your veterinary office or local emergency room.

INCISIONS

Your pet's incision may have skin sutures or skin staples. Please schedule an appointment with your veterinarian to have them removed in 10-14 days after surgery unless otherwise directed.

Please look at each incision daily for swelling, redness, discharge or gaping of the incision. Some redness and bruising can be normal and should improve daily.

Please use an Elizabethan collar at all times to keep your pet from licking or chewing at the incision. For some procedures on the back half of the body, a "donut" inflatable collar may be appropriate instead. Please check with your surgery team to see if this might be a possibility. Please keep the incision dry until the sutures or staples are removed 10-14 days after the surgery.

To reduce redness and swelling, it may be helpful to use ice compression for 5-10 minutes (as tolerated) 3-4 times a day for the first 24-36 hours. You should always use a towel or barrier against the skin to prevent skin damage from the cold temperature on your skin first.

CURRICULUM VITAE



JULIE DUVAL
VMD, DACVS

EDUCATION

- 1990 VMD, Summa cum Laude, University of Pennsylvania
- 1986 BS in Zoology, Magna cum Laude, Duke University

VETERINARY EXPERIENCE

- 2019 - Present Surgeon, Mobile Veterinary Specialists
Atlanta, GA
- 2018 Surgeon, Charleston, SC
- 2000-2018 Surgeon, Georgia Veterinary Specialists
Atlanta, GA
- 1998-2000 Surgeon, Veterinary Specialty Services
St. Louis, MO
- 1996-1998 Surgeon, South Carolina Veterinary Ref. Ctr.
Columbia, SC
- 1994-1996 Clinical Instructor, University of Georgia
Philadelphia, PA
- 1991-1994 Surgical Resident, University of Georgia
Athens, GA
- 1990-1991 Veterinary Intern, University of Georgia
Philadelphia, PA

PUBLICATIONS

- Kerson, V.M., Grimes, J.A., et al. "Incidence of histiocytic inflammatory bowel disease in dogs with hiliary lipoma" Poster presentation at ACVIM

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CURRICULUM VITAE



DEREK DUVAL
VMD, DACVIM

EDUCATION

- 1991 VMD, University of Pennsylvania
- 1987 BS in Mathematics & Biology, Magna cum Laude, University of Pennsylvania

VETERINARY EXPERIENCE

- 2019 - Present Chief of Internal Medicine, Mobile Veterinary Specialists
(MOVES)
Atlanta, GA
- 2019 Internal Medicine Consultant, Antech Diagnostics
Nationwide
- 2000-2018 Veterinarian, Georgia Veterinary Specialists
Atlanta, GA
- 1998-2000 Associate Veterinarian, Veterinary Specialty Services
St. Louis, MO
- Consultant, Cardiopet Incorporated
Little Falls, NJ
- 1996-1998 Associate Veterinarian, South Carolina Veterinary Ref. Ctr.
Columbia, SC
- 1994-1996 IM Resident, University of Pennsylvania
Philadelphia, PA
- 1992-1994 Clinical Instructor, University of Georgia
Athens, GA
- 1991-1992 Veterinary Intern, University of Georgia
Athens, GA

RECENT PUBLICATIONS

- Tulipan, R., Duval, J., Duval, D., et al. "Incidence of histiocytic inflammatory bowel disease in dogs with hiliary lipoma" Poster presentation at ACVIM

SOFT TISSUE PRICE LIST

Prices may vary depending on the individual pet's needs.

General Fees

Consultation - Waived if procedure is scheduled within 2 weeks.

\$125.00

Cancellation - Applies if procedure is cancelled with < 24 hours notice.

\$125.00

Emergency or After-Hours Procedures (at Surgeon's discretion)

Ask Your Surgeon

Episioplasty

\$800.00

Cystotomy

\$1200.00

Perineal Urethrostomy (Feline)

\$1300.00

with Cystotomy

\$1600.00

Scrotal Urethrostomy w/ Cystotomy

\$1400.00

Nephrectomy

\$1600.00

Ovariohysterectomy

\$1000.00

Pyometra

\$1200.00 - \$1400.00

Castration w/ Scrotal Ablation

\$800.00

Laparotomy GI

\$1200.00 - \$1500.00

Cholecystectomy

\$1400.00 - \$1600.00

Elective Gastropexy

\$1200.00

Liver Mass Removal

\$1300.00 - \$1600.00

Portosystemic Shunt

\$1500.00

Splenectomy w/ Gastropexy

\$1300.00

Laryngeal Tieback

\$1400.00

Nares Reconstruction

\$500.00

Nares with Spay

\$1200.00

Nares with Castration

\$1000.00

Brachycephalic Airway

\$900.00 - \$1200.00

Thoracotomy for Lung Mass

\$1400.00 - \$1600.00

Diaphragmatic Hernia

\$1400.00

PDA Ligation

\$1600.00

Tonsillectomy for Mass

\$1000.00



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Mass Removal	\$800.00 - \$1600.00
Salivary Mucocele-Unilateral	\$1100.00
Salivary Mucocele-Bilateral	\$1300.00
Perineal Hernia-Unilateral w/Castr	\$1200.00 - \$1400.00
Perineal Hernia-Bilateral	\$1500.00 - \$1700.00
+ Cystopexy	+ \$400.00 - \$600.00
Elective Anal Sacculectomy (Bilat)	\$1100.00
Anal Sac Tumor (Unilat)	\$1200.00 - \$1400.00
+ Sublumbar Lymph Node Removal	+ \$1000.00 - 1200.00
Thyroid Mass Removal	\$1200.00 - \$1400.00
Parathyroidectomy	\$1200.00
Amputation-Limb < 40 Lbs	\$1400.00
Amputation-Limb 40-80 Lbs	\$1600.00
Amputation-Limb > 80 Lbs	Ask Your Surgeon
Amputation-Digit or Routine Tail	\$800.00
Screwtail	\$1200.00
Peripheral Lymph Node Removal	\$600.00 - \$900.00
Mastectomy-Radical/Cat	\$1200.00
Mastectomy-Dog	\$900.00 - \$1400.00
Total Ear Canal Ablation-Unilateral	\$1400.00 - \$1600.00
Total Ear Canal Ablation-Bilateral	\$2500.00 - \$2800.00
Mandibulectomy	\$1300.00 - \$1600.00
Maxillectomy	\$1300.00 - \$1600.00



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INT. MEDICINE PRICE LIST

This is a guide to the standard rates for our most common procedures in internal medicine. Prices may vary depending on the individual pet's needs. Confirm pricing with your specialist prior to scheduling.

General Fees

IMC0	Informal/Telephone Consult	No Charge
IMC1	Brief Consult with Report (ie review of labwork and imaging)	\$125.00
IMC2	Recheck Consult	\$125.00
IMC3	Full Consult (examination, labwork, and imaging)	\$175.00
IMC4	Ongoing Consult (Full w/ ongoing communication up to 3 months)	\$275.00
URG	Urgent or After Hours Fee	\$500.00

ULTRASOUND

Abdominal Ultrasound (does not include consultation)	\$400.00
Ultrasound-Guided Fine Needle Aspirate w/ Cytology	\$300.00
Ultrasound-Guided Biopsy w/ Histopathology	\$700.00
Ultrasound-Guided Abdominal/Thoracic Drainage w/ Cytology	\$500.00
Pericardiocentesis w/ Cytology	\$700.00

ENDOSCOPY

Upper GI Endoscopy w/ Biopsy	\$1,000.00
Esophageal Balloon Dilation	\$1,000.00
Repeat Balloonings	\$500.00
Esophageal/Gastric Foreign Body Retrieval	\$1,000.00
Colonoscopy	\$1,200.00
Upper/Lower GI Endoscopy	\$1,500.00
Upper Airway Examination	\$250.00
Bronchoscopy	\$800.00
Bronchoalveolar Lavage w/ Cytology and Culture	\$600.00
Tracheal Foreign Bodies/Masses with Biopsy	\$1,200.00
Rhinocopy w/ Biopsy +/- Culture (<i>nasal films or CT req'd</i>)	\$1,200.00
Nasopharyngeal Stenosis Ballooning	\$1,200.00
Repeat Balloonings	\$600.00
Cystourethroscopy (Female) w/ Biopsies	\$1,000.00
Voiding Hydropropulsion (Female)	\$1,000.00



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FEEDING TUBES

Esophagostomy Tubes	\$375.00
Nasogastric Tubes	\$150.00
Percutaneous Gastrostomy Tube (PEG Tube)	\$450.00
Balloon Esophagostomy Tubes	\$1,200.00

STENTING

Tracheal Stenting	
Measurement w/ Bronchoscopy	\$1,200.00
Placement	\$2,500.00
Urethral Stenting	
Measurement	\$800.00
Placement	\$2,500.00

ADDITIONAL PROCEDURES

Central Line Placement	\$200.00
Continuous Glucose Monitor Placement	\$275.00
<i>Includes Freestyle Libre Monitor</i>	
Arthrocentesis w/ Cytology +/- Culture	\$500.00
CSF Sampling w/ Cytology +/- Culture	\$500.00
Bone Marrow Aspirate w/ Cytology	\$500.00
Bone Marrow Biopsy w/ Histopathology	\$650.00
Blood Pressure	\$85.00
	\$85.00

ECHOCARDIOGRAPHY

Survey Echocardiogram	\$350.00
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Echocardiography is also available for acquired heart diseases such as degenerative valve disease, pericardial disease and cardiomyopathies. Congenital heart defects and malformations are best evaluated by a veterinary cardiologist. If you need help determining whether it's appropriate to evaluate a particular cardiac case in your practice, please contact us.



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