

Life Line Screening's Chief Medical Officer Dr. Andy Manganaro on Growth & Developments



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Interview conducted by:
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CEOCFO: Dr. Manganaro, would you tell us about Life Line Screening and your role as CMO and National Medical Director?

Dr. Manganaro of Life Line Screening: Life Line Screening is the nation's largest screening company for vascular and vascular associated diseases in the U.S. We have screened over 8 million people and our database (one of the largest in the world) has provided the basis for scores of peer reviewed journal articles. As CMO, I supervise our panel of board certified physicians who review all of our ultrasounds, I am in charge of quality assurance and our research efforts and overview our marketing for clinical correctness. I also chair our Scientific Advisory Network which consists of prominent clinical specialists and academicians from around the world.

"I spent my career in clinical medicine and surgery seeing and treating the sequelae of vascular and cardiovascular disease. Oftentimes, catastrophic outcomes resulted from diseases such as ruptured abdominal aortic aneurysms which could have been easily and safely treated had the patient known of the presence of the disease before the catastrophe. Life Line Screening provided the opportunity for that."- Andrew J. Manganaro, MD, FACS, FACC

CEOCFO: How does Life Line go beyond the annual checkup?

Dr. Manganaro of Life Line Screening: By using a risk algorithm which takes into account the patients' suitability for screening, we are able to offer screenings for individuals who are asymptomatic but who are at risk for cardiovascular disease.

CEOCFO: Are both patients and doctors embracing preventative screenings today?

Dr. Manganaro of Life Line Screening: Yes, as evidenced by the large numbers of people who utilized our services and the large number of family doctors and vascularists who support our program.

CEOCFO: How do you reach out to present the benefit of Life Line Screening?

Dr. Manganaro of Life Line Screening: We have a robust marketing campaign of course but we also present the benefits to the scientific community via our database and publications.

CEOCFO: What is the range of testing available today?

Dr. Manganaro of Life Line Screening: We offer non-invasive ultrasounds of the carotid arteries and abdominal aorta as well as measurements of the ankle brachial index to assess for the presence of peripheral vascular disease. We also offer

non-invasive screenings for osteoporosis and EKG screening for the presence of atrial fibrillation, a known cause of stroke. In addition, we offer a gamut of blood tests related to cardiovascular and other abnormalities.

CEO CFO: *Are there new screenings on the horizon?*

Dr. Manganaro of Life Line Screening: Always. We try to continue to offer our clients both new tests and new ways to look at preventive health such as our new package we will be offering soon for the potential sequelae of adult onset diabetes. We have also recently added a set of screenings for patients concerned about their respiratory status.

CEO CFO: *What role does technology play today, both in testing, results and engagement with patients and health organizations?*

Dr. Manganaro of Life Line Screening: Technology is important as an adjunct to the intellect in all of these things. Here at Life Line Screening, we utilize state of the art technology in all of our screenings.

CEO CFO: *How do you use the overall results to further research and provide insights to the medical community?*

Dr. Manganaro of Life Line Screening: As mentioned, our vast database has provided the basis for numerous publications in the scientific literature. To that end, we collaborate with New York University School of Medicine, the University of California at San Francisco, and Oxford University in the UK among others.

CEO CFO: *Why is your role at Life Line Screening rewarding for you?*

Dr. Manganaro of Life Line Screening: I spent my career in clinical medicine and surgery seeing and treating the sequelae of vascular and cardiovascular disease. Oftentimes, catastrophic outcomes resulted from diseases such as ruptured abdominal aortic aneurysms which could have been easily and safely treated had the patient known of the presence of the disease before the catastrophe. Life Line Screening provided the opportunity for that.

CEO CFO: *What surprised you as Life Line Screening has grown and evolved?*

Dr. Manganaro of Life Line Screening: How much our credibility has grown over the past decade, though I guess I would say “heartened” rather than “surprised”.

CEO CFO: *What’s ahead for Life Line Screening?*

Dr. Manganaro of Life Line Screening: Endless possibilities for the awareness and prevention of disease in otherwise asymptomatic at risk individuals and a continuation of our contributions to the scientific literature.

