

Appendix
Warm Handoff Versus Fax Referral for Linking Hospitalized Smokers to Quitlines
Richter et al.

Appendix. Inpatient and Outpatient Counseling, Telephone, and Pharmacotherapy Costs

| | Cost | Unit value | Fax | Warm handoff | <i>p</i> -value |
|------------------|--|-------------------------------------|------------------------------|------------------------------|-------------------|
| Inpatient costs | Hospital-borne counseling costs^a | \$31.91/hr | \$9.41 (17.69 min) | \$5.77 (10.85 min) | <0.0001 |
| | Quitline-borne counseling costs | | | | |
| | In-hospital QL enrollment | \$31.91/hr | \$0 (0 min) | \$2.08 (3.90 min) | - |
| | In-hospital QL counseling | \$31.91/hr | \$0 (0 min) | \$6.89 (12.95 min) | - |
| | <i>Sum of inpatient costs</i> | | \$9.41 | \$14.73 | <0.0001 |
| Outpatient costs | Post-dx QL enrollment^b | \$31.91/hr | \$1.25 (2.35 min) | \$0.13 (0.24 min) | <0.0001 |
| | Post-dx QL counseling | \$31.91/hr | \$11.73 (22.05 min) | \$11.63 (21.87 min) | 0.9196 |
| | <i>Sum of counseling costs</i> | | \$22.39 | \$26.49 | <0.0001 |
| | Telephone costs | \$0.035/min | \$0.85 | \$1.36 | <0.0001 |
| | Pharmacotherapy costs | Product-specific costs ^c | \$65.95 (6.10 days) | \$61.86 (4.70 days) | 0.6942 |
| | <i>Sum of outpatient costs</i> | | \$79.78 | \$74.98 | 0.6516 |
| | Total costs per participant | | \$89.19 | \$89.72 | 0.9599 |
| | Total costs per abstinent participant ^d | | 352.53 | 353.23 | -- |

Note: Boldface indicates statistical significance ($p < 0.0001$).

^a\$31.91/hr = National mean wage for health educator (occupational code 21-1091, May 2012, BLS.gov) plus 25% fringe benefit rate

^bOne participant in warm handoff was enrolled in quitline post-discharge

^cProducts were not provided by the trial, but were included in societal perspective of cost analysis

^dCalculated by cost per participant / proportion of participants quit in each arm.