

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.