

Creating Centers for Minimal Invasive Neurological And Orthopedic Surgery

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Where have we been? Where are we going?

Trends.....

Healthcare Trends & Forecasts for 2012

Healthcare Reform Summary of Dates

- 2012
 - ACOs Medicaid, Medicare (adult and pediatric)
 - Bundled payments Medicaid and expand for Medicare
 - Value-based purchasing program
 - Hospital-acquired condition
 - Readmissions
- 2013
 - July: Co-ops
- 2014
 - American health benefit exchanges
 - Hospital disproportionate share hospital payments reduced

Healthcare Trends & Forecasts for 2012

Co-Management Responsibilities

- Financial and Operations
 - Management oversight of staffing
 - Negotiation of service arrangements
 - Operating and capital budgets
 - Length of stay management and patient throughput
- Planning and Business Development
 - Strategic plan development
 - Technology planning
 - Marketing strategies
 - Clinical research plan
- Quality of Care
 - Development of care protocols
 - Quality management and improvement policies
 - Quality outcomes
 - Patient experience

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Healthcare Trends & Forecasts for 2012

Summary: Hospital and Health System Trends for 2012

- Payors
 - Unpredictable impact of health plans acquiring medical groups
 - Uncertainty regarding structure and impact of health insurance exchanges
- Labor reductions
 - Mostly non-clinical
- Health plans
 - Brand more
 - Diversify more (locked in MLR)
 - Acquire market position with seniors/knowledge to manage care
 - Medicare based Fee Schedule
- Care models changing
 - ACOs
 - Bundled payments
 - Medical home

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|---------------------------|---|-----------------------|
| Out-of-Net work | - | In-Network |
| Personal Injury | - | Reduced and Delayed |
| Worker's Compensation | - | Reduced and Delayed |
| Third Party Reimbursement | - | Medicare Fee Schedule |
| Medicare Reimbursement | - | Controls |

Constants

Salary Increases
Hourly Employee Increases
Supply Cost Increase
Insurance Cost Increase
Rent Increase
Utility Cost Increases

Problem Solving

Identify the problem

"We create our own borders than we find ourselves trapped with
-in them" by Seng

1. Do the surgeons operate the facility?
2. At what stage are ACOs developing in your area?

Accountable Care Organizations

Maximize medical benefits at a reduced cost
Bonus structure
Will have a strong influence on surgical procedures
Case Managers
Primary Care Providers, MD, DO, ... NP, PA

Patient Drivers for Surgery

Out-Patient vs. In-Patient
 In-Network vs. Out-of-Network
 Deductibles
 Time lost from work
 Television, Internet, Neighbors

What does this add up to?

New Health Care Era + Economy + Informed Patient +
 Operating Costs =

Minimal Invasive Surgery

Identify those surgeons in your area : Ortho, Neuro, Podiatry

Positives:
 Lower Operating costs
 Patient satisfaction high
 Competition negated
 ACO structure fits in with desired goals


