


IPG
THE DEVICE BENEFIT MANAGEMENT LEADER



Device Benefit Management
ASC's Preparing for the Future

Becker's Ortho, Spine & Pain Management
Driven ASC Conference

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Device Benefit Management
Today's Discussion

- Implantable Device Benefit Management
 - Introduction
 - Purpose
 - Process
 - Payoff
- Questions

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Device Benefit Management
Introduction

Role of an Effective Device Benefit Management (DBM) company:

- Provides implantable devices to facilities by assuming the financial risk for the device
- Mitigates risks and simplifies a facility's operations when it comes to implantable devices
- Works with facilities to streamline the management of implantable devices

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Device Benefit Management

Purpose

Facility Goals

- Mitigate risks and cash flow burdens
- Alleviate tying up limited capital and financial exposure
- Simplify the complexities associated with managing implantable devices
- Relief of the financial burden of the implant
- Drive facility growth and manage utilization through targeted tools and support
- Make it simple and affordable to offer high quality implantable devices

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Device Benefit Management

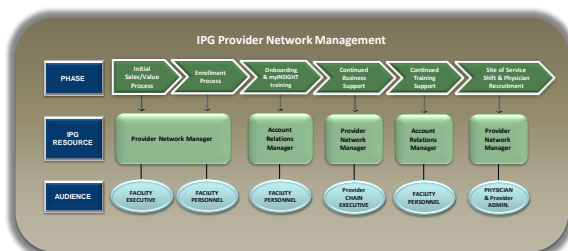
Purpose

Provider Challenges	The IPG Device Benefit Management™ Solution
Limited Cash Flow	Reducing Cash Outlay IPG assumes the financial risk for the device, freeing up valuable cash for revenue generating opportunities.
Adequately Funding Devices	Increasing Procedure Volume and Improving Surgical Mix Enabling our partners to seamlessly offer implantable device procedures without the financial burdens.
Reimbursement Risks	Alleviating Reimbursement Risks IPG manages the uncertainty around patient authorization, coding and billing, alleviating the responsibility of acquiring and obtaining reimbursement for the implant.
Inappropriate Utilization	Proactive Site of Care Model Implementing a proactive process where available procedures are performed in the appropriate setting, subsequently driving a more cost effective solution.
Managing Device Benefit Complexities	Overseeing the full Device Benefit Management spectrum IPG's Case Management support and the IPG INSIGHT Device Management System™ allows you to outsource all device needs to IPG to accurately manage the process.
Delayed Accounts Receivable	Improving Accounts Receivable IPG provides the facility more control over Accounts Receivable by preventing the errors in registration and coding.

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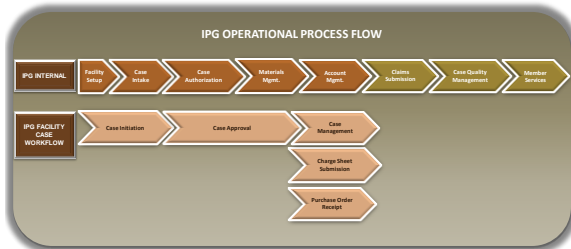
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Process



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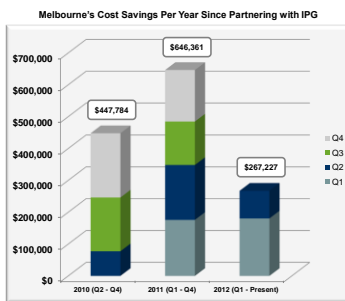
Device Benefit Management Process



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Device Benefit Management Payoff

- Number of cases covered by IPG = 1,818
- Approval percentage = 96%
- Most cases approved in less than 48 hours
- Total Cost Savings = \$1,361,372



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Device Benefit Management Payoff

Most Common Carriers Accepted for Melbourne's Cases:

- Florida Blue
- Aetna - *National Contract signed 05/01/12*
- Cigna
- Humana
- Great-West Healthcare
- 90+ others

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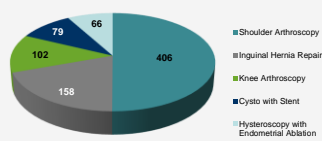
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Payoff

Other Types of Cases Where Implants Were Covered:

- Interstim Percutaneous - Perm
- Pacemaker Generator Placement
- SCS - Rechargeable - Lead Revision
- 50+ others

Top Procedures Performed by Melbourne and Covered by IPG (Case Count)



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Payoff- Site of Service Shift Case Study



QUESTIONS & NEXT STEPS

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