

## Performing Hand Cases in Your ASC

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## The Surgeon's Perspective

- Types of cases
- Patient selection
- Surgical outcomes

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## Patient Selection

- 99% of the cases can be done in an ASC
- The only patients whose surgeries should be done in a hospital setting:
  - Those who require emergent surgery (usually from ER)
  - Those with serious, comorbid medical conditions (not medically cleared for ASC)
  - Those who require other hospital services (soft tissue coverage, prolonged IV antibiotics)
  - Those with non-contracted insurance plans
  - Those who do not want to go to an ASC (rare)

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## Type of Cases

- Trigger finger release
- Carpal tunnel release
- Mass excisions
- Tendon sheath incisions
- Flexor and extensor repairs
- Fracture repair
- Fusions
- Prosthetic replacement of finger joints
- Nerve repairs and grafting
- Wrist arthroscopy
- Elbow/forearm nerve decompressions
- Finger amputations
- Ligament repairs/reconstructions
- Harvest bone graft
- Replacement/Repair radial head
- Repair elbow ligaments/tendons
- Prosthetic replacement of ulnar head
- Reconstruction interosseous membrane
- Hardware removal

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## Clinical Outcomes

- Postoperative complications: <1%
  - Infection
  - Bleeding
  - ER visit for pain control
- Patient satisfaction: VERY HIGH

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## The Business Perspective

- Capital Investment
- Cost per case
- Revenue per case
- Other business considerations

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## Capital Investment

- Arthroscopy Tower \$30K - \$40K
- Small joint arthroscopy tray \$15K
- Upper extremity traction tower \$7K
- Arthroscopy pump, small shaver box
- Arthroscopy bipolar machine
- Small joint camera and scope
- Hand tray \$4k
- Microaire power equipment \$10K - \$15K
- Mini Flouro Machine \$60K

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## Cost & Revenue Considerations

- Arthroscopy wrist (29846)
  - \$1,350 (work comp) to \$3,000 (commercial)
  - \$300 disposables
  - OR Time 30 – 60 minutes
- Arthrodesis wrist with autograft (25825) + Acutrak standard 2 bone screw (C1713)
  - \$8000
  - \$150 disposables + hardware
  - OR Time 40 – 60 minutes
- Exc/Lesion of Tendon sheath (26160)
  - \$1,500
  - OR Time 30 minutes

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## Cost & Revenue/Case

- Carpal Tunnel Release
  - \$687 \$1,387 \$2,325
  - \$220 disposables
  - OR Time 30 minutes
- Remove skin foreign body simple (10120) + Repair of collateral ligament (26540)
  - \$11,000 (commercial)
  - \$125 disposables
- Endoscopic carpal tunnel release (29848)
  - \$2,700
  - \$300 disposables
  - OR time 30 minutes

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## Other Business Considerations

- Normal staffing, pre-op and recovery
- Type of cases and patients fit well with the flow of our surgical mix
- Marketing considerations

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## Summary

- Hand cases are appropriate for the ASC
- Majority of patients prefer convenience and efficiency of the ASC
- Capital investment is affordable and ROI is favorable
- Revenues are attractive, expenses are modest

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