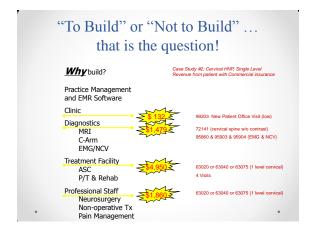


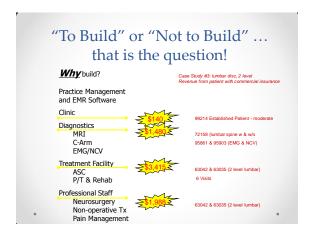
## Stating the Obvious: Lower Cost is Important!

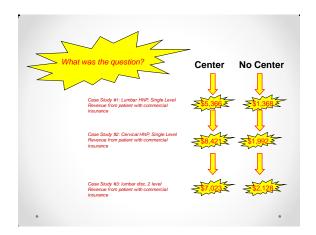
- Outpatient spine surgery
  - Higher patient satisfaction
  - Lower infection rate
  - Lower cost
- Increase in value to patient
- Increase in value to payor
- Improvement in health-related quality of life (HRQOL) scores
  - o Cost per quality-adjusted life years (QALY)

Journal of Neurosurgery Spine
Improve 200 Text to 1 No. 19 (1997) and 200 at 20

"To Build" or "Not to Build" that is the question!					
<b>Why</b> build?  Practice Management and EMR Software	Case Study #1: Lumbar HNP, Single Level Revenue from patient with commercial insurance				
Clinic Diagnostics MRI C-Arm EMG/NCV	\$ 132. 99203 New Patient Office Visit (low) \$1,400 72148 (lumbar spine w/o contrast) 95860 & 95903 & 95904 (EMG & NCV)				
Treatment Facility ASC P/T & Rehab	\$2,598 63030 or 63042 or 63056 (1 level lumbar) 4 Visits				
Professional Staff Neurosurgery Non-operative Tx Pain Management	\$1,236 63030 or 63042 or 63056 (1 level lumbar)				

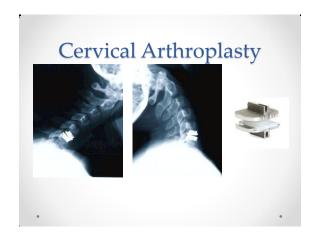






2 Level ADF Charge	Hospital	Outpatient Center
Pharmacy (anesthesia)	\$2,159.82	
IV solutions	\$97.90	
Med-Surg supplies	\$3,316.98	
Implants	\$65,226.39	\$2,850.00
Laboratory	\$106.40	
X-ray	\$272.16	
OR Services	\$26,762.40	\$35,106.00
Anesthesia	\$4,336.60	
Physical therapy	\$189.30	
Occupational therapy	\$113.30	
Pulmonary function (pulse ox)	\$394.92	
Drugs (intra- operative)	\$1,343.50	
Drugs (post- operative)	\$279.30	
Recovery room	\$2,088.00	
Total Billed Charges	\$119,529.23	\$37,956.80
Payments/ adjustments		
Insurance payment	\$84,576.61	\$12,645.72
Patient payment	\$1,507.30	
Insurance adjustment	\$33,445.32	\$25,311.08
Total cost to insurance/ patient	\$86,083.91	\$12,645.72





## Outpatient ACDF vs Arthroplasty

Outpatient Charge	Single Level ACDF	Cervical Arthroplasty
Facility	\$25,000	\$25,000
Implants	\$1,900	\$5,900
Total Billed Charges	\$26,900	\$30,900
Ave. Insurance Payment	\$14,500	\$17,000
Average Patient's Co- pay	\$0	\$1500

Safety and cost-effectiveness of outpatient cervical disc aritroplasty

Richard Varies

But Board Varies

Board Varies

But Board Varies

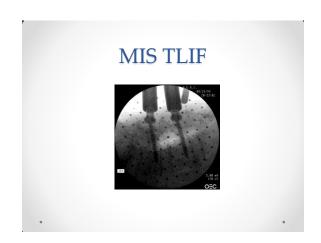
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## MIS Instrumented Posterior Lumbar Fusion | Single Level | Inpatient | Outpatient | | Total Billed | \$75,663 | \$42,500 | | Charges | Ave. Insurance | \$26,711 | \$23,208 | | Payment | Paym



Single Level TLIF	Inpatient	Outpatient
Total Billed Charges	\$160,606	\$45,49
Ave. Insurance Payment	\$59,251	\$25,00

	Thank you	
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