

8 Steps for Profitable Materials Management at Orthopedic ASCS The Magic 8 Ball



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What is keeping you up at night?

What is unknown in ASC supply chain?

- Volume of Procedures
 - Supply Costs
 - Implants
- Reimbursements

What would make the difference in improving your center's performance?



What are the Big 4?

- Build a collaborative working relationship
 - Engaging your Surgeons is KEY
- Know your Surgeon's preferences
 - *Prior* to establishing supplier contracts know what you can implement without confrontation
- Where can you aggregate spend?
 - Volume = Di\$counts
- Know your Payor contracts!
 - Costs vs. reimbursements
 - Carve outs for implants
 - Proper, experienced coders





Profitability: How do you Rate?

- Days in A/R
- Inventory Days on Hand
- Specialty Case Mix
- Payor Contracts

Can Suppliers Be Valuable Partners?



The Basics

- A shared commitment to delivering quality patient care
- Share a common goal of remaining viable
- Establishing creative supply agreements
 - "I win, You win"
- Limit total suppliers

Can Block Time Scheduling Be an Opportunity?



- Utilization and Compliance
 - Maintaining efficiency at 70-90%
- Block Time Release
 - Establish release times and stick to them
- "One Size Does *NOT* Fit All"
- Back Up Plan: Leveraging the Releases



Gaining Buy-In: Implants or PPI?

What happens when you DON'T monitor every month?

“Better Not Tell You Now”



Looking to the Future

Hazy - try again

What is unknown in ASC supply chain related to VBP and reform?



Ambulatory Surgical Center Quality Reporting Program Measures		
Number	Payment Measure	Payment Determination Year
ASC-1	Patient Burn	CY 2014
ASC-2	Patient Fall	CY 2014
ASC-3	Wrong Site, Wrong Side, Wrong Patient, Wrong Procedure, Wrong Implant	CY 2014
ASC-4	Hospital Transfer/Admission	CY 2014
ASC-5	Prophylactic Intravenous (IV) Antibiotic Timing	CY 2014
ASC-6	Safe Surgery Checklist Use	CY 2015
ASC-7	ASC Facility Volume Data on Selected ASC Surgical Procedures*	CY 2015
ASC-8	Influenza Vaccination Coverage among Healthcare Personnel	CY 2016

In conclusion...


