

EVERYTHING YOU NEED TO KNOW TO DO A.S.C. SPINE SURGERY

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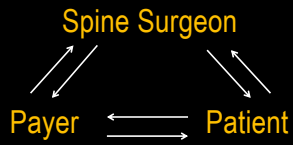
MY GOAL

- Move **50%** of Inpatient Hospital Spine Surgeries in the United States to an A.S.C.



- We must change Medicare A.S.C. guidelines

HOSPITAL VS. A.S.C.



HEY FOCKER!!

- Hospitals are outside the "inner" circle of trust



A.S.C. SPINE SURGERY

- Safe and efficacious
- 60%** cost savings compared to hospitals
- Better patient satisfaction
- Profitable

A.S.C. SPINE SURGERY

- What do you need?
 - Equipment
 - Surgeons
 - Contracts



SPINE SURGERY EQUIPMENT

- | | |
|------------------------------------|------------------------|
| • Cloward Table (medium and large) | \$2,000.00 |
| • Cell Saver (refurbished) | \$5,000.00 |
| • Spine instruments | \$25,000.00 |
| • Retractors | \$5,000.00 |
| • Misc. | \$13,000.00 |
|
• Estimated Total |
\$50,000.00 |

HEADLIGHT- MANDATORY



O ptical
N avigation
E ngine

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SPINE SURGEON RECRUITMENT

- A.S.C. spine surgery data
- Implant income
- Better patient care
- Better surgeon lifestyle
(10 min. turn over time)



INSURANCE CONTRACTS

- Implant cutouts: **10%** over retail invoice
- Case rates



SPINE IMPLANT COSTS

- Cervical Fusion
 - 1 level \$12,000.00
 - 2 level \$20,000.00
- Lumbar Fusion
 - 1 level \$21,000.00
 - 2 level \$32,000.00
 - 3 level \$44,000.00

WHOLESALE VS. RETAIL

- Negotiate **40%** to **60%** discount
- Share with spine surgeon



• Typical Spine Surgeon

- Annual Implant Billing Billing 2.5 Million
- Annual Implant Collections 1.8 Million

• Typical Spine Surgeon

- Annual A.S.C. billed charges \$ 9.4 million

LOVELAND SURGERY CENTER

- A.S.C.-Three O.R.'s
 - 6,550 Square Feet
- Convalescent Center-Four Patient Rooms
 - 1,950 Square Feet



CONVALESCENT CENTER LICENSE



- Similar license as a nursing home
- No limit on length of stay

OPTIONS WITH ONLY A.S.C.

- 23 hour license with home health care
- Association with a rehabilitation facility

SPINE SURGERY AT LOVELAND SURGERY CENTER

- Spring 2003 to Spring 2010
- Total Spine Cases: 2,932
 - Instrumented 1,242
 - Non-instrumented 1,690



INSTRUMENTED SPINE SURGERY

- **Anterior Cervical Fusion** **1242 PATIENTS**
 - 1 Level : 172 Patients
 - 2 Level : 112 Patients
 - 3 Level : 25 Patients
- **Posterior Cervical Fusion**: 14 Patients
- **Cervical Artificial Disc**: 257 Patients
- **Anterior Lumbar Interbody Fusion**: 15 Patients
- **Posterior Lumbar Fusion**
 - 1 Level : 237 Patients
 - 2 Level : 132 Patients
 - 3 Level : 52 Patients
- **Lumbar Artificial Disc** : 217 Patients
- **SI Joint Fusions**: 9 Patients

RESULTS OF A.C.F.

ONE AND TWO LEVEL

284 PATIENTS



- Peri-Operative Complications = None
- Unplanned Transfers = None

RESULTS OF A.C.F.

- Time In OR
 - 1 Level : 81.72 Min.
 - 2 Level : 84.43 Min.
- Time In PACU
 - 1 Level : 92.54 Min.
 - 2 Level : 80.80 Min.
- Convalescent Care
 - 1 Level : 20.68 Hours
 - 2 Level : 20.33 Hours

CONCLUSIONS OF A.C.F. DATA

- Anterior Cervical Fusion Can Be Safely Performed With Efficacy At An A.S.C.

CERVICAL ARTIFICIAL DISC

ONE AND TWO LEVEL

257 PATIENTS

- ⇒ O.R. Time: 84 minutes
- ⇒ P.A.C.U: 81 minutes
- ⇒ Convalescent Center: 20 hours
- ⇒ Complications: No Infections, Nerve Injuries, Re-operations, or Unplanned Transfer



CONCLUSIONS OF CERVICAL ARTIFICIAL DISC DATA

- Cervical Artificial Disc Surgery can safely be performed at an A.S.C.



LUMBAR ARTIFICIAL DISC

217 PATIENTS

- Time In O.R.
 - 100 Min.
- Time In P.A.C.U.
 - 83 Min.
- Time In Convalescent (Less Than 1 Day)
 - 21 Hours



LUMBAR ARTIFICIAL DISC

Peri-Operative Complications

- One Intra-Op 2mm Vein Laceration = Intra-Operative Repair
- One Arterial Thrombosis = Transfer to Hospital for Immediate Thrombectomy
- Return To O.R. (2 Patients)
 - Reposition Implant (1 Patient)
 - Convert to A.L.I.F. (1 Patient)

CONCLUSIONS OF LUMBAR ARTIFICIAL DISC DATA

- Lumbar Artificial Disc Surgery Can Be Safely Performed With Efficacy At An Outpatient A.S.C.



NON-INSTRUMENTED SPINE SURGERY

Microdiscectomies/Nerve Decompressions

1690 Patients

- OR Time : 74 Minutes
- PACU Time : 78 Minutes
- Convalescent Time : 19 Hours

NON-INSTRUMENTED SPINE SURGERY

Peri-Operative Complications

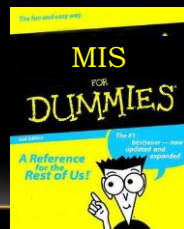
- One Patient Returned to O.R. to Drain Fluid

CONCLUSIONS OF NON-INSTRUMENTED SPINE SURGERY

- Lumbar Microdiscectomies/Nerve Decompressions Can Be Performed at an A.S.C. With Safety and Efficacy

COFLEX-F INTERLAMINAR IMPLANT FOR LUMBAR FUSION

- "MIS for Dummies"



COFLEX-F INTERLAMINER IMPLANT FOR LUMBAR FUSION



- Any spine surgeon can do this procedure

COFLEX-F INTERLAMINER IMPLANT FOR LUMBAR FUSION



COFLEX-F INTERLAMINER IMPLANT FOR LUMBAR FUSION



RESULTS OF COFLEX-F

57 PATIENTS SINCE DECEMBER

- Average age 56
- Average BMI 29
- Average recovery 17 hours

RESULTS OF COFLEX-F

- One level 32 patients
 - Average time 42 Minutes
 - Average EBL 23 cc
- Two level 25 patients
 - Average time 72 Minutes
 - Average EBL 38 cc

RESULTS OF COFLEX-F

- Randy Dryer M.D.
 - Austin, Texas
 - Outpatient Lumbar Fusion experience is the same

SPINE SURGERY AT AN A.S.C.

INSTRUMENTED SPINE SURGERY

Anterior Cervical Fusions (one, two and possible three level)

Anterior Lumbar Fusions (one, possible two and three level)

Lumbar and Cervical Artificial Disc Replacements

Lumbar Interlaminar Devices (Coflex)

SPINE SURGERY AT AN A.S.C.

NON-INSTRUMENTED SPINE SURGERY

- Nerve Decompressions
- Microdiscectomies

CONCLUSIONS

- Don't be stupid you can do this!



- Don't Leave Implant Money on the Table!



- Spine Surgery is too important to your A.S.C.



THANK-YOU!

