

# Is Your ASC as Efficient and Profitable as it Should Be?

Becker's ASC Review Webinar

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# Ambulatory Surgical Centers of America

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# Format for Webinar

- Biggest areas for improvement to be addressed
- Additional questions can be addressed
- Q&A moderated by Scott Becker
- Feel free to email us

# Topics to be Covered

- Efficiency
  - Key areas for efficiency gains
  - Metrics to track
- Profitability
  - Case Costing
  - Recruiting new cases
  - Improving Reimbursements
  - Improving Collections

# Efficiency in the ASC – Key Areas

1. Scheduling- OR Time is your #1 Asset
  - Compression (Vertical)
  - Staffing and Supplies
2. Inventory
  - On Time Ordering
  - Stock Levels
  - Depletions
  - Contract Compliance (LOC)
3. Business Office
  - AR Protocol

# Efficiency in the ASC – Metrics

- AR Days
- Turnover Time
- Late Starts
- Cancellations
- Profitability

# Profitability in the ASC – Case Costing

- Monthly basis
- Case by Case (look at every case)
- OH Cost per minute
- How to use data
  - Collections and supply cost
  - Share with the Doctors

# Profitability in the ASC – Recruiting

- ABR – Always Be Recruiting
- Adding Specialties
- Overlooked areas to find new doctors
- Use your resources wisely



# Profitability in the ASC – Reimbursements

- Paid Correctly?
- Carve-outs for Top Procedures
- Implant Reimbursement
  - Billing and Tracking
  - Vendor Negotiation

# Profitability in the ASC – Collections

- AR Protocol- do you have one?
- Insurance verification/Coin/Pt Deduct
- Collection up front
- Staff Follow up with Payers
- Audit Trail

# Q&A with Scott Becker

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