INDEPENDENT ASCs UNITE!

COOPERATIVES, COALITIONS

&

CLINICALLY INTEGRATED NETWORKS (CIN)

FOCUS OF PRESENTATION

Who should consider ASC alignment strategies?

What are various ASC alignment models you should explore in your market?

When ASCs should consider alignment?

Where ASCs should consider alignment?

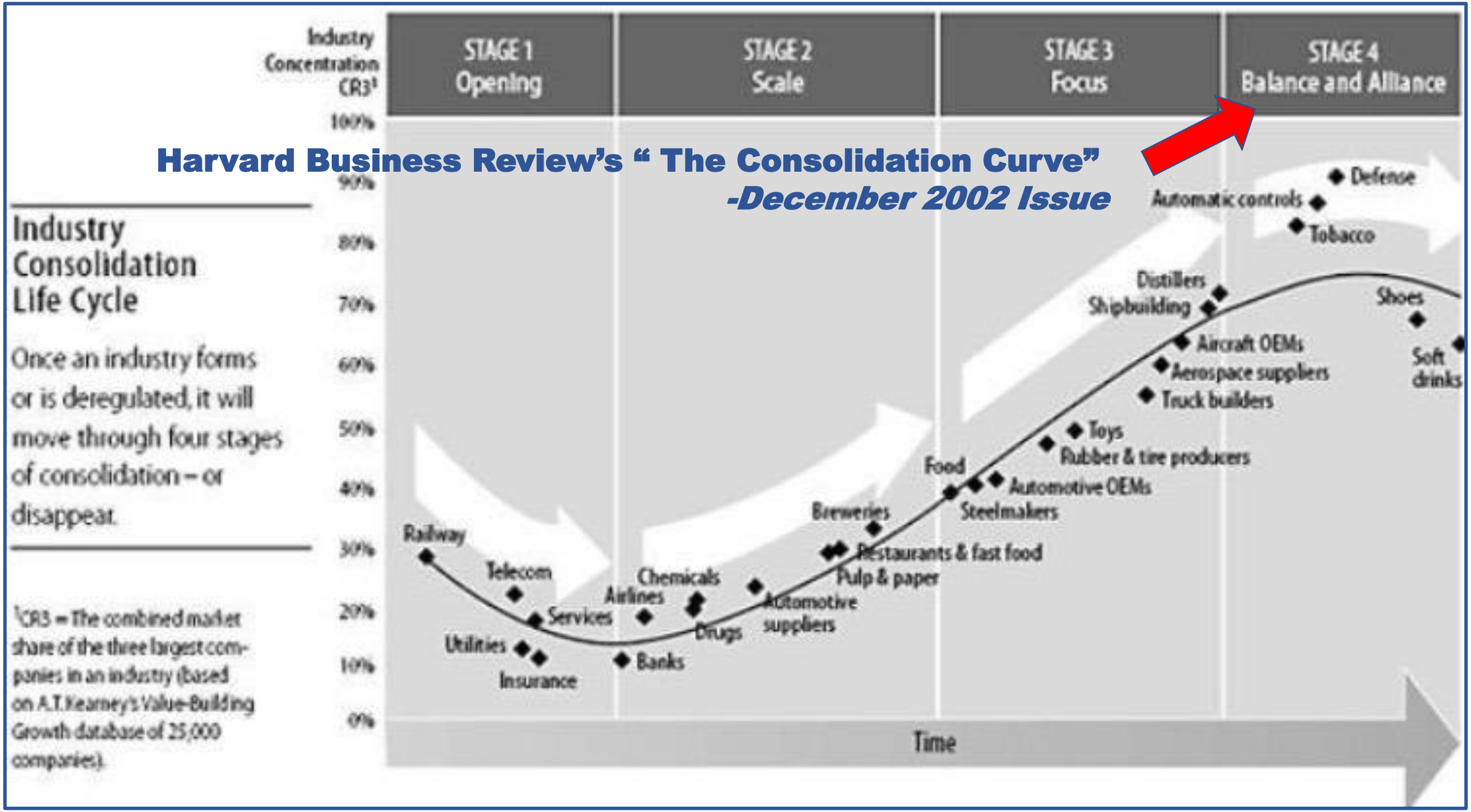
Why should your ASC consider aligning in the rapidly consolidating sector?

How ASCs can align?

Who?	**Independent & Unaffiliated ASCs**
What?	**Coalitions, Cooperatives and Clinically Integrated Networks (CIN)**
When?	**Well-ahead of Buyer Consolidation/Aggregation activity**
Where?	**In markets with rapid consolidation activity**
Why?	**Economies-of-scale, Payor and Vendor Relations**
How?	**Start Collaborating Today! Don’t be “fear-based”**

Harvard Business Review's " The Consolidation Curve"

-December 2002 Issue



Virtues & Limitations of Various Alignment Models:

State & National ASC Associations

+ Local Professional Networking
+ Local Continuing Education
+ Local Legislative Advocacy
+ Can serve as alignment springboard

- Can't negotiate Payor contracts
- No authority to leverage purchasing power
- Loosely affiliated w/ limited incentives
- Competition still reigns supreme

TASCS
TEXAS AMBULATORY
SURGERY CENTER SOCIETY

HAWAII AMBULATORY
SURGERY CENTER
ASSOCIATION

ASCA
Ambulatory Surgery
Center Association

Grass Roots: Surgery Center Coalition (SCC)

SURGERY CENTER COALITION
-ASCs Supporting ASCs-

Grass Roots: Surgery Center Coalition (SCC)

Why we needed this organization

How did we it start up

Membership, without dues

Educational Meetings

Challenges

SURGERY CENTER COALITION
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Morning Agenda

7th Annual "A Day of Compliance, For ASCS"
Tuesday September 24, 2019

WILENTZ
Attorneys at Law

8:00 - 8:15 **Opening Remarks** - Michael Schaff, Esq., Wilentz Goldman & Spitzer, P.A. and SCC Chairs

8:15 – 9:15 **Conditions for Coverage - A Surveyor's Perspective of CMS Surveys - What to Expect & Other Hot Topics-** Ann Geier, MS, RN, CNOR, CASC; Chief Nursing Officer, Surgical Information Systems

TRACK 1 – EAST BALLROOM

9:15- 9:45 **OSHA for the ASCs, Mike Corbett**

9:45- 10:25 **Vendor Exhibits/ BREAK**

10:30- 11:00 **State, AORN and APIC Updates,** Marie Kassai, RN, BS, MPH, CIC; MRK Consulting

11:00-12:00 **Biofilms Threat to Patient Safety,** Tamara Behm MSN, RN, CIC- STERIS*

TRACK 2 – UPSTAIRS

9:15- 10:15 **Dealing with Disruptive Physicians,** Ann Geier, MS, RN, CNOR, CASC; Chief Nursing Officer, Surgical Information Systems

10:15-10:55 **Vendor Exhibits/ BREAK**

11:00-12:00 **Regulatory Compliance from the Financial View-** Kylie Kaczor, MSN-RN, CASC, CMPE,CPHRM, CLSSBB, CPCO, ACHE- VP, Clinical & Regulatory Affairs, National Medical Billing Services

12:00 LUNCH EAST BALLROOM

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How many ASCs are in your State

DOH or State Organizations

Networking Opportunities

How do you get Education

What do you WANT and NEED

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Contact

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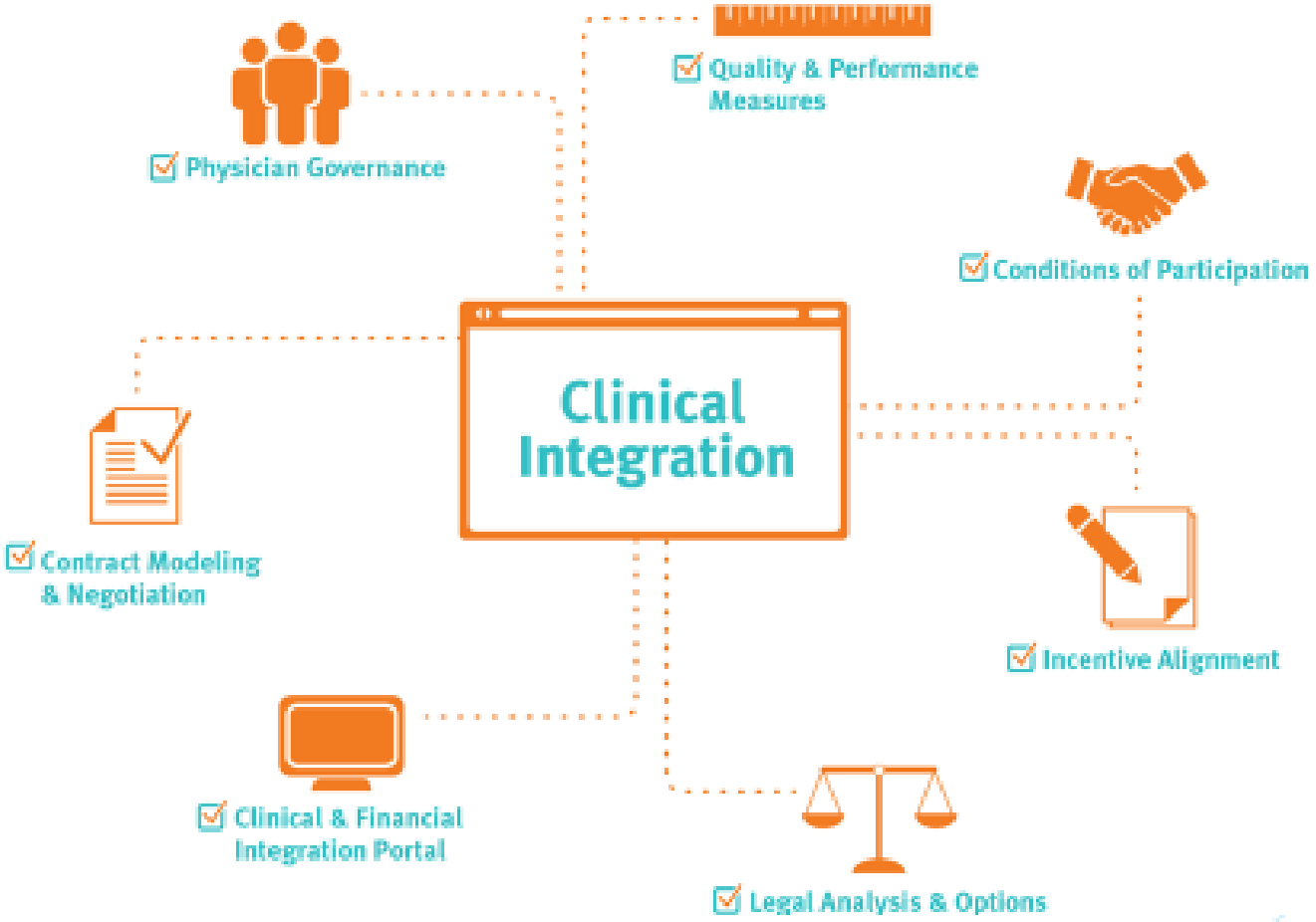
Clinically Integrated network - CIN

Clinical Integration Enhances Efforts to Deliver Coordinated, Consistent and Excellent Care with Reduced Costs Capturing the Efficiencies and Economies of Scale



VCNA's path toward Value based partnerships

Implemented Uniform policies & procedures for day-to-day operations of member sites

Applied activity-based, cost accounting & LEAN process mapping tools that focus on financial & employee efficiency and the delivery of value to patients

Rolled out tools to identify and eliminate waste an inefficiencies in member health care services

Reporting of meaningful outcomes and process metrics at three levels:

1) VCNA
2) ASC
3) Surgeon/Provider

For More Information About VCNA, Please Contact Us At:

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Questions?

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Founder, Texas ASC Society
Founder, Hawaii ASC Association

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