

Squeeze more Profit from your Reimbursement Dollar

Becker's ASC Review Webinar

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Ambulatory Surgical Centers of America

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ASCOA History

- Founded in 1997 by surgeons
 - Brent W. Lambert, MD, FACS
 - Thomas J. Bombardier, MD, FACS
 - George A. Violin, MD, FACS
- Developed or acquired over 70 ASCs nationwide
- Industry wide reputation for Clinical Quality, Development Expertise and Financial Performance

Areas of Opportunity

Increased efficiency in these areas can increase profits

- Staffing
- Scheduling
- Case Volume
- Billing & Collections
- GPOs

Staffing

- Job duties and responsibilities
- Regulatory considerations
- Create an ASC culture mentality
- Hire the 'right' people

Scheduling

- Block vs Compact scheduling
- Types of procedures and surgeon time
- Side for procedure (right or left)
- Patient recovery time

Case Volume

Be smart about driving case volume

- Why is case volume low?
- Talk to the Physicians
- Visit Physician offices

Billing & Collections

- Patient responsibility
- Copays upfront
- Writeoffs of copays, coinsurance and deductibles
- Decrease bad debt
- Out of network
- Overcoming precertification/prior authorization denials

GPOs

How they work and why you should care

- Number of ASC contracts
- Annual losses due to improper contract connections
- Materials Manager

GPOs – How they work

- Contracts
 - Center / GPO / Manufacturer / Distributor
- Manufacturer Influence
- Communication with GPO, distributor and vendor

GPOs – Distributors & Manufacturers

- Know distribution costs!
- Pricing: local contract vs GPO?
- Contracts can fall off
- Review spend with manufacturer
- Better tier; better pricing

GPOs – Materials Manager

- GPO portal expertise
- Check pricing and connectivity
- Check contracts *at least* quarterly
 - When they know the pricing, they will see the problems

Q&A with Scott Becker

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