

ECONOMICS OF OUTPATIENT TOTAL JOINT REIMBURSEMENT

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- ## Objectives
- Understand the current outpatient total joint market in the U.S. and Portland.
 - Identify current outpatient total joint reimbursement models.
 - Discuss the plausibility of Medicare outpatient total joints.
 - Review the factors that are imperative to creating a profitable outpatient total joint program.

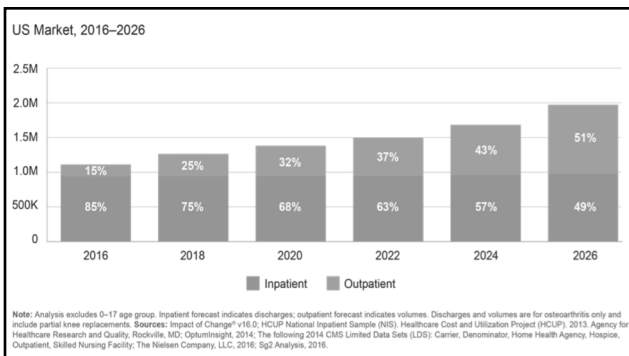
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Outpatient Total Joint Market

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- ## Outpatient Total Joint Market in United States
- Primary total hip arthroplasty (THA) and total knee arthroplasty (TKA) are projected to grow 73% from 1.1 million in 2016 to 1.9 million in 2026.
 - 165,000 total procedures (15%) were performed in an outpatient setting in 2016 by 2026, this number will rise to 51%, or 969,000 total procedures.
 - This represents an increase of approximately 487% over just ten years, according to Sg2 Research.¹
- References
1. Vizient. Outpatient Joint Replacement: An Unnecessary Concern or Market Reality? <https://www.vizient.com/newsletter/research-and-insights/2017/09/01/outpatient-joint-replacement/>

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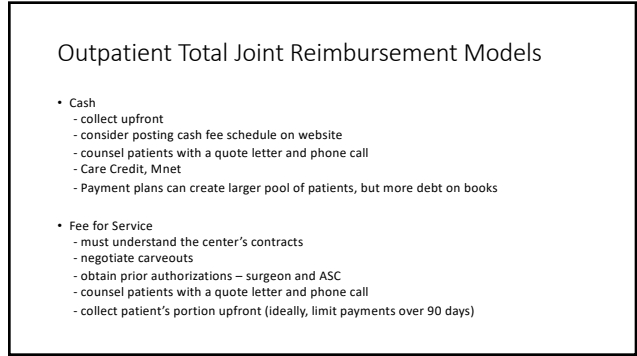
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- ## Portland ASCs Performing TJA
- Center for Specialty Surgery
 - Columbia River Surgery Center
 - East Portland Surgery Center
 - Oregon Outpatient Surgery Center
 - Oregon Surgical Institute
 - Northwest Ambulatory Surgery Center
 - Plaza Ambulatory Surgery Center
 - South Portland Surgical Center

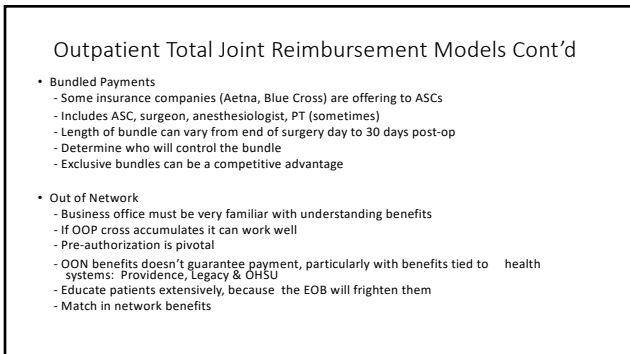
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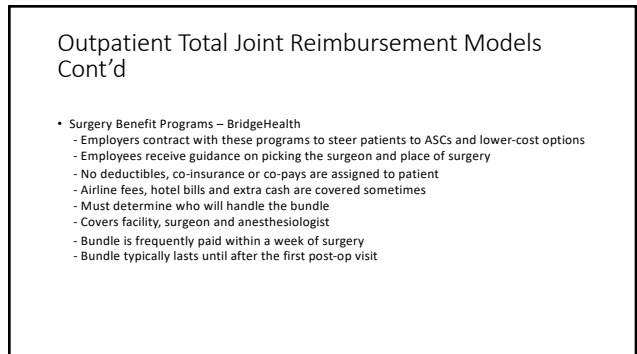
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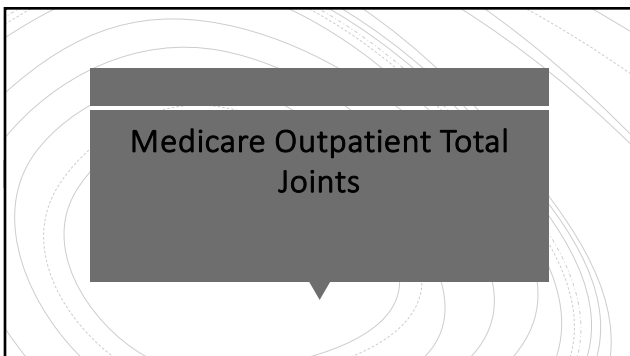
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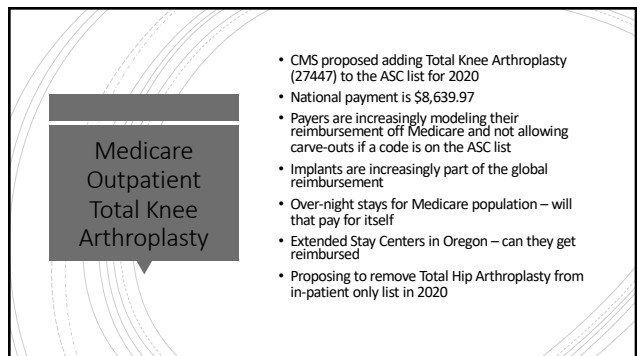
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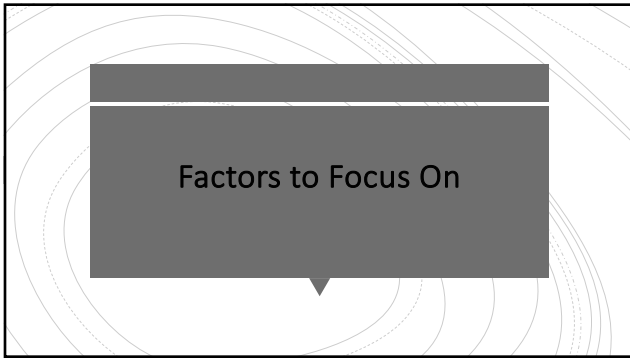
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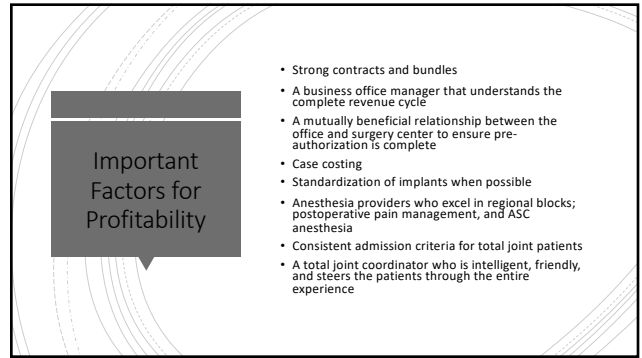
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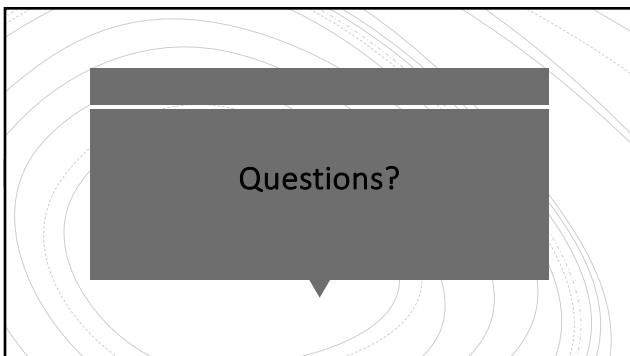


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- Strong contracts and bundles
- A business office manager that understands the complete revenue cycle
- A mutually beneficial relationship between the office and surgery center to ensure pre-authorization is complete
- Case costing
- Standardization of implants when possible
- Anesthesia providers who excel in regional blocks; postoperative pain management, and ASC anesthesia
- Consistent admission criteria for total joint patients
- A total joint coordinator who is intelligent, friendly, and steers the patients through the entire experience



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