

Enhancing ASC Profitability: Working More Efficiently

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Enhancing ASC Profitability – Working More Efficiently

- Scheduling
- Business Office
- Clinical Areas
- Case Costing
- Drugs and Medical Supplies
- GPO's and Vendors
- Human Resources
- Design
- Managed Care Contracting

Scheduling

- Utilization of block time – when dropped
- Add-on cases
- The schedule – how early and how late
- Documentation and benchmarking
- Redundant or misaligned activities. Should scheduling report to the Business Office Manager or the Clinical Director? Is one choice better than another?

Scheduling

- Are block times fully utilized?
- Are surgeries starting on time?
- What is the case selection?
 - Turn-down analysis / opportunity cost
- Extending hours / opening Saturdays
 - May or may not be a realistic option

Business Office

- Document the revenue cycle and key handoffs of information between people and departments
- Upfront Collections!
- Interview – ask your people how they would do it better

Clinical Areas

- O.R.s: Improving efficiency
 - Not enough equipment
 - Turnover
- PACU:
 - Anesthesia
 - Complimentary cases
 - Step-down

Case Costing

- Documenting all supplies, implants, drugs or specialized equipment used to perform the case
- Documentation of Pre-op, OR, and PACU
- Benchmarking Doctors within the center
- Benchmarking externally – where do I fit in?
- Goal – Understand your costs – direct / indirect

Drugs and Medical Supplies

- Disposables vs. re-usable
- Surgical packs
- Education on reimbursement
- Preference cards – update
- How are implants and supplies identified on the chart for coding?

GPO's and Vendors

- Use one supplier against the other
- Do not become complacent
- Cheapest price is not always best choice
- Set expectations, and demand performance
- Check compliance

Human Resources

- Per diems
- Flex schedules
 - Why not operate 4 days a week?
 - No one works on Saturday's?
- Cross training
- Empower
 - We do what it takes to get it done – period
- Consider outsourcing

Design

- Maximizing the use of what you have. Lots of square footage does not have to mean more people, equipment and supplies.
- Replacement facility

Managed Care Contracting

- What does the contract provide for? Who reads these anyway!
- Are implants and costly disposables and drugs available for reimbursement.
- What about technology pass through – hospitals are paid these all the time. Medicare pays hospitals!
- Contract compliance – we audit and check clinical compliance. Who checks financial, coding and billing, and collection compliance.



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