ASC EXPERT PANEL
ASOA

YOUR PANEL
Albert Castillo, CEO
Todd Albertz, Director of Surgical Services
Dan Chambers, Executive Director
Don Holmes, Vice President

PRESENTERS INFORMATION
John Blanck, Senior Vice President
Surgery Partners
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Albert Castillo, CEO
San Antonio Eye Center
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Don Holmes, Vice President
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FINANCIAL DISCLOSURES
John Blanck, Senior Vice President
• Non-paid positions:
  - Board Member – Outpatient Ophthalmic Surgery Society
  - Treasurer – Missouri Ambulatory Surgery Center Association

Albert Castillo, CEO
• OCCS, Member Services Consultant

Todd Albertz, Director
• None

Dan Chambers, Executive Director
• Consultant – DCOM Services, Inc.
  • Various Speaking Relationships
  • ASOA President 2016-17
  • Various speaking relationships

Don Holmes, Vice President
• Various speaking relationships

Background
• Former CPA
• Former ASC Administrator
• Currently:
  - SVP-Operations with responsibility for 16 ASCs and one large ophthalmic practice:
    - 49,000 ophthalmic surgery cases
    - 2 Catalys, 5 LenSx (one flap), 2 LENSAR
    - Phaco-AMO, Alcon, B&L
    - ORA
  - Operational and financial performance
  - Evaluation of new equipment/technology and new specialties
  - Physician recruitment
  - Syndication
  - Acquisitions/Mergers
  - Relocation of ASCs – one complete, two underway
  - 310 exceptionally talented, compassionate staff members

John Blanck
Senior Vice President
Surgery Partners
Cherry Hills – NEW Denver ASC

Surgery Partners at a Glance

Healthcare Facilities

- 96 ASCs
- 5 Surgical Hospitals
- 46 Physician Practices
- 8 Urgent Care Facilities

National Network

Surgery Partners at a Glance

Ancillary Services

- Anesthesia Services
- Diagnostics
- Specialty Pharmacy
- Optical Services

Company Highlights

- A network of outpatient care focused services
- Over 500,000 annual patients
- 4,000 affiliated physicians
- 5,200 talented employees
- 94% patient satisfaction
- 96% partner retention

Surgery Partners Model

PEARLS

Increase ASC revenue with a different Anesthesia Business Model:

- ASC Employs Anesthetists (through employment or Independent Contractor)
- Can lead to better control, better teamwork, happy patients and surgeons
- Economics
  - Medicare allows 4 base units for cataracts, plus 1 unit for every 15 minutes.
  - Medicare allows approximately $20/unit.
  - Commercial payers allow $30-50+/unit.
**Trends & Topics in Ophthalmic Surgery**

- **Consolidation:**
  - Corporate/Health System Level
  - ASC Level
  - Payers
- **ACOs**
- **Physician Practice Management is back**
- **IUSS**
- **Drugs**
  - Trimoxi
  - Intracameral Injections
  - Omidria
- **Technology**
  - Femto
  - ORA
  - Verion
- **Glaucoma treatments:** Trab360, Visco360, IStents
- **Office-Based Cataract Surgery**

**SAN ANTONIO EYE CENTER, P.A.**

- Albert Castillo, CEO

**BACKGROUND**

- 15 years experience in managing practices and ASC’s
- Experience in Buying & Selling ASCs
- Currently manage the oldest and first ophthalmic ASC in Texas which is probably also the smallest facility still in use.

**1 INDUCTION/RECOVERY ROOM, 1 OR**

- Services we provide (non-general Anesthesia Cases):
  - Traditional Cataract Surgery
  - Femto Cataract Surgery with ORA
  - Glaucoma Procedures
  - Relfix and minor plastics cases
  - Corneal transplants
  - Lasers
    - Laser
    - TRX
    - NV

**UNIQUE HIGHLIGHTS (PEARLS)**

- ASC is tied to the practice with 3 owners and 14 providers
- 10 Physicians rotate through the ASC 2 per day five days a week
- ASC on EMR system
- Success Factors
  - Simplification
  - Standard protocols
  - Standardization of supplies and instruments
  - Efficiency and Leadership in the OR
- Challenges we have overcome
  - Drops and cost to patients
  - Demographics of our region and patient expectations
  - Cancellations
Background

- Director of Surgical Services for CEI since 2005
- Integrated Retina services into our facility in 2005
- Designed and oversaw the move into our new 6 OR facility in 2006
- Expanded capacity from 6900 cases in 2005 to over 13,000 cases in 2016

CEI ASC Overview

- 7 ophthalmology OR’s in 17,000 square feet
- Cataract, Retina, Plastics, Glaucoma, Cornea
- This year we are projected for over 14,000 cases
- Alcon Phaco and Vitrectomy machines, Leica microscopes
- Local and General Anesthesia capabilities
- In house compounding facility for all ASC needs
In 2014 we were a facility in crisis…
WE HAD NO MORE BLOCKTIME AVAILABLE!!!

Our solution…
Saturday surgeries

How we accomplished this-
- Started one Saturday a month in mid 2015
- Ramped up to two Saturdays a month the last quarter of 2015
- In 2016 will be open two Saturdays per month all year
- We open 4 OR’s- 2 for a busy Cataract surgeon, 1 for a Glaucoma or Plastics, 1 for Retina

Details-
- First case in at 7:30, last case in PACU by 12:00
- No complex cases
- No General Anesthesia cases
- Staff is paid mandatory time and half plus is given a $100 bonus

Details-
- Saturdays have increased our facilities capacity potential by about 750 cases per year
- Post ops are done either same day or next day depending on surgeon preference
- Patients LOVE IT!!! If they or their driver are working they don’t have to take time off work to have surgery

KEY-WHITMAN EYE & SURGERY CENTER
Dan Chambers, MBA, COE
Executive Director
BACKGROUND

- 35 Years in ASC involvements
- Participated in building a dozen ASCs
- Experience in Buying & Selling ASCs
- Facilitated the formation of ASC Partnerships
- Oversaw 40 ASCs Operations (PRG)

TWO ASCS

- Newest (3/2016): 4 OR, 3-treatment Room ASC
  - Femto, ORA, YAG, S.L.T. - only Local Anesthesia
  - Cataract, Glaucoma-MIGs, minor Cornea
  - Trimax - Dropless, FDA Studies
  - 13,000 sq. ft. / 5000 cases / Relocation of ASC
  - Private Placement Offering, LTD

- Established (1983): 4 OR, 1 treatment Room ASC
  - Femto, YAG - Local and General Anesthesia
  - Cataract, Glaucoma, Cornea, Oculoplastic, Retina
  - 12,500 sq. ft. / 4500 cases
  - LTD (formerly SCA, HealthSouth, Turnaround deal)

UNIQUE HIGHLIGHTS (PEARLS)

- Evaluating Joint-Venture Arrangements with Regional Hospital System & Undergoing a Private Placement Offering

- New EMR System in ASC - Major Upgrade Version
  - Implementation April 4, 2016

- Installed Compliance ONE Program (2nd in USA)
  - Automated Checklist / Real Time / iPad, iPhone, Android

CONTEMPORARY TOPICS?

- Regulatory
- Sterilization On-going Debate: IUSS
- Quality Reporting: ASC-QRS
- Patient Satisfaction Surveys
- Office Based Cataract Surgery Concept
- Dropless Cataract Surgery
- Femto Experience
- ORA Experience
CONTEMPORARY TOPICS (CONT.)

- MIGs - Glaucoma
- Omidria Pass Through Process
- Phenol-Lidocaine
- Latest Technology Devices & Experiences
- EHR Systems
- Retina Surgery
- Saturday AM Surgery Schedules