



Office-Based Surgery 101

TOP 5 QUESTIONS FOR IMPLEMENTING OFFICE-BASED SURGERY IN YOUR PRACTICE

What would be possible if you could seamlessly integrate clinic and surgery within the comfort of your own practice? It's a question more and more ophthalmologists are asking themselves as they consider joining the movement to transition cataract surgery into their offices.

- Increase Surgical Revenue and Growth Potential
- Provide Seamless Care and an Enhanced Patient Experience
- Gain Full Control Over Your Surgical Schedule
- Retain all Surgical Fees Within Your Practice

The advantages of office-based surgery (OBS) have made it a safe, affordable, and appealing choice for physicians, patients and payors. In fact, OBS offers both freedom and growth potential as surgeons are able to eliminate backlogs, increase case volume, and earn revenue beyond the standard professional fee.

There is no doubt that OBS is the future of ophthalmic surgery. If you want to be ahead of the curve, then you need the right partner to show you the way. iOR Partners is the only company equipped to fully support surgeons making the transition to OBS.

Our physician-led team has developed and managed 80+ office-based surgical suites in 30+ States; this guide is intended to share our knowledge and distill the answers to the top 5 questions we commonly receive from providers looking to make the switch to OBS.



1. IS IT SAFE FOR MY PATIENTS?

Over 50,000 ophthalmic procedures have been safely performed in the office setting.

- In 2016, Kaiser Permanente published a landmark study on 21,501 cataract cases performed in the office setting, with outcomes that were consistent with HOPDs or ASCs
- iOR has been adding to this, with data from 30,000+ real-world cases that also match or exceed safety outcomes in other settings
- iOR Partners includes data from 340 cases showing the benefits of OBS for retina surgery, where time to intervention is particularly critical for patient outcomes

iOR is committed to the highest safety standards. iOR Suites® operate at the same safety standards of care and are accredited by the same national organizations as many ASCs or hospitals, including The Joint Commission or the American Association of Accreditation of Ambulatory Surgery Facilities (AAAASF).

With iOR Partners, you can rest assured that you and your patients are protected. Our expert team provides compliance, governance, and accreditation services.

2. CAN I GET REIMBURSED?

Reimbursement varies by payors, but many insurers recognize OBS surgeries as safe and cost-effective. iOR has been successful in collecting reimbursements from all major payers nationwide, including Medicare.

The iOR Partners average reimbursement rate is \$1,000 per case above and beyond your standard professional fee. How is that possible? We understand the regulatory and billing requirements that you need in order to get reimbursed. We review every case, perform insurance preauthorization and choose the right mechanism for billing that will give you the greatest return for the surgical procedure.

By redirecting the payment formerly going to the surgical facility, we assist you in successfully putting money back into your practice.

3. IS OBS THE SAME AS DEVELOPING AN ASC?

No. An ASC is a separate facility from your practice, whereas an OBS is in your practice. The problem with developing an ASC comes down to time and money, which have significant costs per OR and take over a year to develop. OBS startup costs is a fraction an ASC's and can be implemented in as little as 90 days. Additionally, an OBS allows you to retain all surgical facility fees in your practice so you can increase your revenue per procedure.

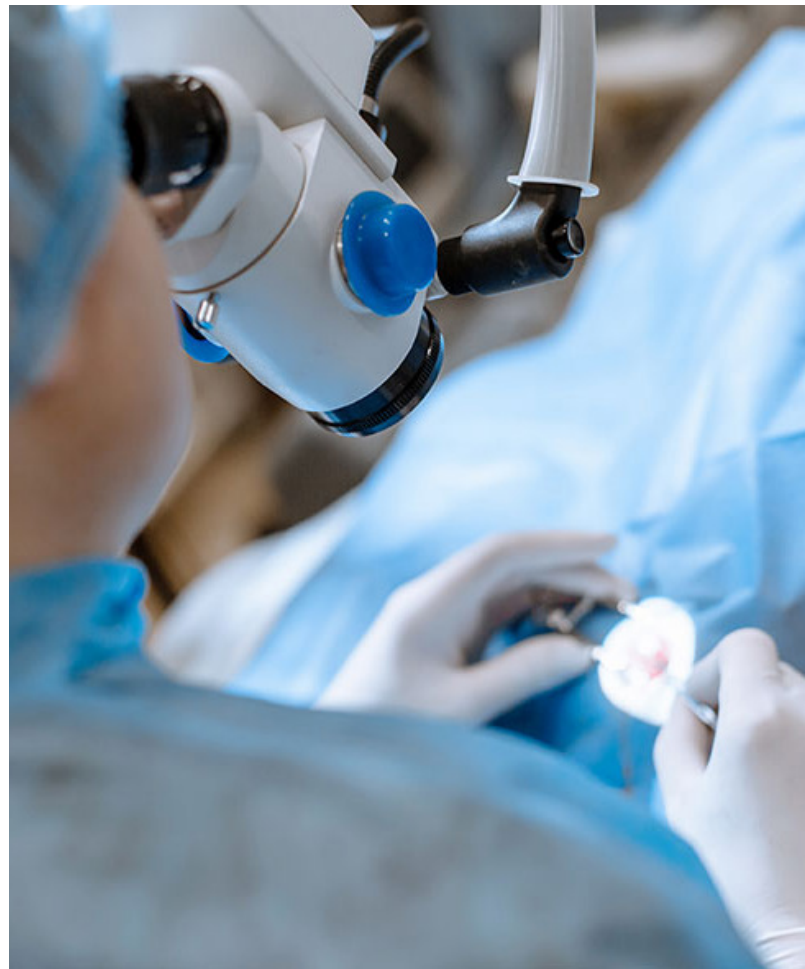
iOR Surgical Suites can be implemented in as little as 500 sq. ft. of space with zero downtime. In just a couple of months you can gain efficiencies, maximize your surgical time and add tremendous value to your practice.

4. HOW DO I IMPLEMENT OBS AND MANAGE IT ONGOING?

With OBS, you gain control of the surgical environment, schedule, and experience. With iOR Partners, you can focus on what you do best and we provide the support you need with our proven process.

We provide everything you need to create, staff, and sustain your office-based surgical suite. Equipment selection guidance, initial supplies, and surgical staff training to get you up and running; ongoing OBS management, including materials management, RCM, and performance metrics, to make it sustainable.

100% ownership of your surgical suite, higher insurance reimbursements, and continuous safety and compliance when you partner with iOR.



5. ARE THERE RESTRICTIONS FOR CON STATES?

All 50 states allow for OBS. The CON rules apply to an ASC and since OBS is an extension of your practice you're already able to perform surgery in your office. If you're performing LASIK then you are performing surgery in your practice.

OBS IS EASIER THAN YOU THINK WHEN YOU HAVE THE RIGHT PARTNER

As a physician-led company, we know you want to provide your patients the best care and a great experience, but you have limited control in your surgical environment. With iOR Partners, you can bring the surgical suite into your office, double your revenue per case, and be prepared for future growth. We partner with you for the entire process – from initial planning through ongoing support – so you can focus solely on your patient's surgery without leaving your clinic.

Get Your Free Analysis

Get a zero cost, custom consultation
and feasibility analysis for your
in-office surgical suite.

FREE ANALYSIS