

BCS Incorporated

Healthcare Practice Management and Consulting Services

- 28 Years of Healthcare Practice Experience
- > \$400,000,000 Managed Over 40 States
- 85% of Clientele are CRNA Only Practices
- Urban and Rural Practice Expertise
- Hospital & Group Consulting Detail
- Member of AANA National Anesthesia Payment and Advisory Panel

WSU Nurse Anesthesia Program

The Economics of Your Anesthesia Practice

Knowledge is Strength

Where do CRNAs fit into Today's Healthcare Marketplace?

*Presented By
BCS, Incorporated*

What Is Your "Worth" or Value in Today's Healthcare Market?

The Three Basic Value Elements

- Earnings Potential
- Value of Services To Employer
- Identify Service Value and the Market Demand

Internal and External Practice Forces

<u>Internal</u>	<u>External</u>
• Service Locations	• Managed Care
• MD Group	• Regulatory Agency Policies - CMS
• OB/Pain	• Payermix
• More ORs	• Payer Policy
• Fear	• Fear

Let's Talk Cost Vs. Reimbursement

When Cost Exceeds Reimbursement

What are the reasons why?

- Poor Anesthesia Charge Generation Knowledge
- Disproportionate Billing Methods -RV System?
- Incorrect Coding and Billing Procedures
- Failure to Maximize CRNA Reimbursement
- Obsolete Charge Development
- Only One of Many Departments


The Relative Value Anesthesia Charge Structure

Two Primary Components

- Base Weight or Value Expressed in Units
- Time Value Expressed in 15 Minute Units

Charge Generation

- Total Units X Chosen Conversion Factor




The Relative Value Anesthesia Charge Structure

Gross and Net Anesthesia Revenue

Gross = Selected Conversion Factor Per Unit
 10 units X \$60.00 = \$ 600.00


Net = Discounted/Fee Schedule Conversion Factor
 10 units X \$19.78 = \$ 197.80



How To Increase Reimbursement

First Determine a True Practice Potential
 Develop a Financial Scenario - ID Practice Elements
 Determine "what if" projections

Then Get Involved...
 Specifically Identify an Action Plan with measurements
 Increase Clinical/Non-Clinical Staff Knowledge
 Bring in external industry experts in CRNA
 Re-design the Department's Relationship with the Facility and more specifically with Administration.



The Economic Components of Your Anesthesia Practice

Primary Economic Components

- Number of Procedures
- Casemix/Payermix
- CRNA OB Coverage
- Number of Providers
- Presence of MD Providers



The Economic Components of Your Anesthesia Practice

Secondary Economic Components


- Ownership of Practice
- CRNA Scope of Practice
 - + or (-) Bottomline
- Alternative Employment
- Impression of CRNA Services



Who Can You Trust?

- Department Managers / Chiefs
- Medical Directors
- Surgical Staff
- Colleagues
- Administrative


Why and Why Not?



Knowledge of Your Reimbursement is Your *Strength*

- The Issues Change **Daily**- Stay Informed and Stay Involved
- Use Your Knowledge **Wisely**


Ignorance is Not Reimbursable



The Economics of Your Anesthesia Practice

Understand Your Practice and Secure Your Future... *with Knowledge*

- ID Your Worth-Earnings, Value, and Market
- Realize the Forces At Work in the Practice
- Develop a Plan to identify and maximize CRNA Reimbursement



The Economics of Your Anesthesia Practice

- Primary & Secondary Economic Components
- Understand Your Reimbursement
- Be Guarded with Whom You Trust

ALWAYS Perform in a Professional Manner



Want More Information?

Visit *BCS*

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