Implant Bill-Only End-to-End Solution

Executive Overview

Over the years, complicated and redundant manual processes have been put in place to manage implant “bill only” procedures. These manual processes have contributed to inefficiencies and increased Provider costs and liabilities with no apparent increase in control, compliance, enforcement, or patient outcomes.

Implant vendors and sales reps are in a controlling position when it comes to implant cases to the detriment of the Provider. This has created an environment of work silos void of visibility, transparency, and accountability. Cost of implants may exceed 40% of cost of surgery. Therefore, the financial impact could be significant.

Surgery Exchange is focused on reducing Provider’s implant “bill only” operational costs through process efficiency, maximizing workforce productivity, enforcing vendor contract compliance, stakeholder collaborative workflow, inventory control and visibility, and alignment of physician and Provider objectives to achieve mutual clinical and financial results. The solutions are designed to maintain gained improvements as new pricing contracts are implemented, stop financial leakages, and give back control to the Provider.

The Surgery Exchange solution consists of integrated provider centric software solutions: Surgery Exchange Platform™ and Surgery Exchange Logistics™ deployed in a tailored, systematic, and structured program to ensure minimal disruptions and to maximize Provider benefits. These solutions provide proactive real-time identification of issues and problems that are mitigated in accordance with hospital defined rules and policies.

The Surgery Exchange solutions do not replace IT systems currently at Provider but rather, these solutions bring systems, workforce, and case stakeholders into an efficient platform that allows people and systems to work productively while ensuring that the Provider maintains control over the entire process achieving a number of crucial benefits for all service lines across the entire hospital system.
Based on findings, assessments, and data analysis, Surgery Exchange will calculate operational and financial benchmarks and quantify potential savings and improvement targets. These targets are monitored, measured, and reported periodically to include improvements in:

- Workforce Productivity and Cost
- Vendor Contract Violations
- Vendor Compliance with Provider Policies
- Spend and Construct Pricing Analysis
- Vendor Billing Accuracy
- Patient Billing Accuracy
- Consignment Optimization Recommendations
- Tray Optimization Recommendations

Additional areas of improvement may be identified and new KPIs established for them.

“**It is time for the Provider to take back control of the implant “bill only” procedures, creating the transparency and visibility needed to be empowered.”**

Contact Surgery Exchange at (470) 639-8875 or visit www.surgeryexchange.com to set-up an onsite assessment of financial and operational performance indicators that will let us change the way you see your future.