

The Negative Impact of Hospital Administration on Vascular Surgery and Vascular Surgeons....

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Disclosures

- None...
- I am not a therapist, so, I will keep most of my comments to financial opinions

Who is Employing Vascular Surgeons?

- Vast Majority of Doctors are now Hospital or Large group employed
- Number of hospital employed Vascular Surgeons have increased significantly over the past 10 years

How does the Hospital Administration look at Vascular Surgery?

- Quality
- Safety
- Outcomes
- Cost/Profit

How does the CFO look at Vascular Surgery?

- Contribution to Indirects...CTI
- How much are you making us????
- Please keep in mind, despite majority of non-government hospitals being Non-For-Profit...**NO MONEY, NO MISSION**

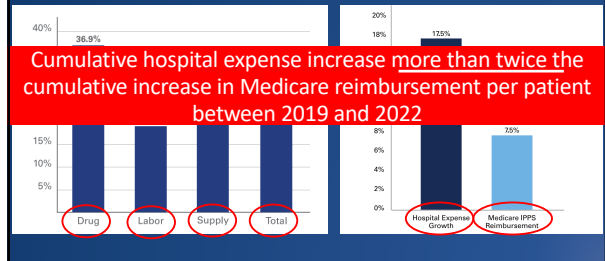
Do Not Be Confused

Downstream Revenue is Not CTI

CTI Look at Five Common Vascular Procedures

- AV Graft
- AV fistula
- EVAR
- CEA
- Angiogram extremity

Increased Expenses per Patient 2019 to 2022 Hospital Expenses vs Reimbursement 2019 to 2022



- We are still making the hospital money,
- **But Our CTI is Down!**

- Why are we suffering financially more than other specialties?

Payor Mix

- Most Hospitals...
- Lose significant money on Medicaid patients
- Lose a little money on Medicare patients
- Make money on Private Insurance patients
- So, they try to increase private insurance patients

CFO Thinking

- If I make a profit on a procedure in a 54-year-old with private insurance...
- If I barely break even on a procedure in a 68-year-old with Medicare...
- Which test would I rather perform?

Patient Calling in for a Colonoscopy

- I am 54 and I need a colonoscopy....reply from the booking office
"how about next week"
- I am 68 and I need a colonoscopy....reply from the booking office
"how about in 4 months"

Where Vascular Surgery Stands

- Mean age sports medicine patients ...35 - 26 years
- Mean age adult hernia repair...53 years
- Mean age spine surgery patients...54 years
- Mean age carotid enterectomy patients...71 years

Summary

- In most hospitals, Vascular Surgery remains a profit center
- Our CTI has decreased
- Due to the age demographics, a large proportion of our patients have Medicare coverage
- No matter what, most hospitals need us!

Thank You