



Performance, Efficiency, Achievement, Knowledge

Best Ideas for Orthopedic & Spine Driven ASCs Now

June 11, 2010

Orthopedic, Spine, and Pain Management Driven ASC Conference

“Minimally invasive spine surgery
poised for rapid growth.” The Medical News 12-4-09

“The future of spine surgery is in the ASC.”
“Spine will literally be a game-changer in
the next 10 years.” Robert Bray, Jr., M.D. Neurosurgeon, CA

“Spine surgery migrates to
outpatient setting.” OR Manager – November 2007

Minimally Invasive Spine Surgery

MIS - Spine surgery is *minimally invasive* because it's performed through one or more small incisions or punctures through which tubular retractors or an endoscope is inserted. *

Also referred to as:

- Minimal access spine surgery
- Minimal access spinal technology
- Endoscopic spine surgery
- Laser spine surgery

Outpatient Spine Surgery

There is a significant increase in interest from spine surgeons who want to develop outpatient surgical facilities.

Outpatient Spine Surgery - Drivers

Drivers:

Advances in surgical techniques, technology and anesthesia.

- Minimally invasive surgical techniques
- MI- surgical instruments (tubular retractors – endoscopes - lasers)
- MI – implant designs
- Anesthesia – portable pain pumps

Outpatient Spine Surgery

MIS Surgery

- ACF –ACDF (Anterior Cervical Fusions)
- MED – (Microendoscopic Discectomy)
- ALIF – (Anterior Lumbar Interbody Fusion)
- PLIF – (Posterior Lumbar Interbody Fusion)
- TLIF – (Transforaminal Lumbar Interbody Fusion)

Outpatient Spine Surgery - Benefits

Tangible patient benefits

- Smaller incisions – cosmetically more appealing
- Less trauma to muscles and soft tissue
- Pain control -- less postoperative pain
- Reduction in blood loss
- Faster recovery
- No hospital stay
- Less cost

Outpatient Spine Surgery - Challenges

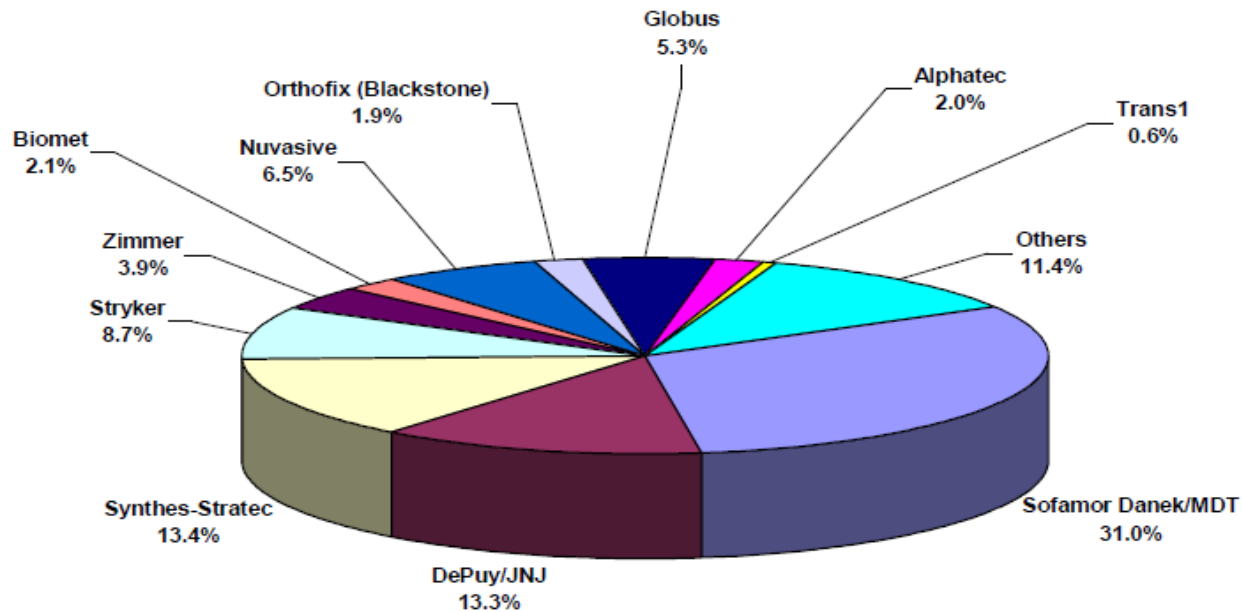
Challenges

- Reimbursement
- Implant cost
- Equipment cost
- Staffing
- Patient selection
- Patient education
- Physician mindset

2009 US Spinal Implant Market

Figure 3: 2009E US spine market

2009 US Spinal Implant Market
Est. Value of \$4.8B, Growing 9%



Source: Company reports and Canaccord Adams estimates

Outpatient Spine Surgery – Factors for Success

Appropriate patient selection

- Thorough pre-operative screening
- ASC - One-on-one pre-operative interview by registered nurse which provides...
 - A comprehensive medical history interview to identify hidden medical issues not covered in the surgeon's office visit.
 - Additional information can be received from the patient including;
 - How they manage their pain
 - Any chronic pain issues
 - Medications that work and don't work for that patient
 - These findings are vital to their post-operative care

Outpatient Spine Surgery – Pre-Op Process

In an ASC Setting...

- RN and anesthesiologist work closely together to ensure successful pre-op screening and post-op care.
- The Anesthesiologist reviews and makes his/her decision with the Surgeon if the patient is a candidate for outpatient surgery.

Outpatient Spine Surgery – Patient Care

In an ASC Setting...

- The initial contact with the patient at the ASC speaks volumes to decrease any anxiety that the patient may have about having their procedure performed in an outpatient setting.
- All staff members must be consistent with a positive attitude, giving the patient as much information and time as needed to set the tone for the patient's overall experience and recovery.

Post-Operative Pain Management

- Individualized one-on-one care for the first two hours post-operatively drastically improves the success rate of obtaining pain control more quickly.
- The ASC provides a calming atmosphere for patients, as well as family members, resulting in less stress and anxiety, which can also be a helpful factor in controlling post-operative pain.
- Information that was gathered pre-operatively in regards to chronic pain issues, medications that work and don't work for that patient, and other coping mechanisms make the post-operative phase a smoother transition.

Thank You!

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