



A Site-of-Service Strategy That Delivers

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Challenge

A regional managed-care provider with a mission to provide affordable healthcare options to its members was challenged with double-digit growth in the implantable device segment. The payor knew it needed greater visibility into device spending trends to make a significant cost impact but lacked the tools to enable actionable insights.

Solution

Through analysis of historical data, Access MediQuip discovered that the site of patient service had a significant impact on both the procedure and implantable device costs to the payor. Access MediQuip proposed a Site-of-Service strategy—a pilot program that would leverage in network ambulatory surgery centers as well as additional facilities introduced by Access MediQuip. The payor recognized the convenience and quality of care offered by ambulatory surgery centers but had seen high deferral rates from ambulatory surgery centers to less cost effective surgical settings due to the high capital outlay required. Therefore, the Site-of-Service solution had to resolve this issue for facilities in order to be effective.

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By implementing the *Implant Management Platform*:

The ambulatory care center was able to:

- Overcome the financial barriers in providing implantable device procedures
- Minimize the risk associated with reimbursement
- Expand the number and type of implantable device procedures performed

The payor was able to:

- Facilitate utilization of member preferred Site-of-Service
- Reduce spending on both implantable procedures and devices
- Gain visibility into demographic factors, product utilization and variations in device spend.

Medical Device Solutions
Powered by Experience

About Access MediQuip

Since 1997, we've been committed to developing innovative and comprehensive device management solutions. Through our extensive experience we've developed a flexible *Implant Management Platform* that enables Healthcare Providers, Manufacturers and Payors to respond to their ever-changing implantable device challenges. By providing services in 100,000 cases, utilizing more than 400,000 devices, we've gained valuable insight that can help power your business.

For more information about how Access MediQuip's comprehensive medical device solutions and consulting services can help achieve greater success for your company, **please call 877.985.4850.**

Results

Access MediQuip enabled optimized facility selection for implant procedures and greater visibility into device utilization and cost savings while improving the patient experience.

During the pilot program, the payor was able to shift approximately 15-20 clinically appropriate implantable device procedures per month per participating ambulatory site, providing more than \$400,000 in annualized savings per facility. Through the partnership with Access MediQuip, the payor has expanded the pilot program to 35 facilities, with projected annualized savings of \$6.3 million. The payor continues to gather significant intelligence around its implant spend. And now the payor has the ability to capture in-depth data, product utilization and demographic factors to identify coding differences, variations and benchmark device spend, providing vital information to make insightful value-driven decisions.

A Synchronized Benefit

While the payor was looking to control costs, the ambulatory surgery center sought to expand its procedural offerings to include implantable device therapies as the very same doctors who ran the ambulatory care centers were currently performing implantable device procedures at an outpatient hospital. Unfortunately, the capital outlay and reimbursement risk associated with the high-cost devices presented considerable barriers to the surgery center. The partnership with Access MediQuip enabled the ambulatory center to provide the procedures to patients maintain physician preference and minimize the financial risk of purchasing costly implantable devices. The center was able to increase OR volume by an additional 15-20 payor-specific procedures per month. The results prompted the center to request that Access MediQuip engage other payor partners to participate in similar programs.



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