



On-Demand Cataract Surgery Solutions: Six Secrets to Saving Thousands!

On-demand cataract surgery solutions, also known as cataract outsourcing, bring major benefits to ASC facilities and their staff. Facilities utilizing cataract outsourcing not only save money and improve productivity, they also tap into the knowledge and expertise offered by the experienced technicians, support team and other professionals provided by the outsourcing company. Physicians, operating staff, and administrative personnel appreciate the multi-faceted benefits of on-demand cataract surgery solutions.



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If you are like the majority of ASC executives and administrators, you are looking to cut costs wherever you can without creating a negative impact on patient care. It is likely that healthcare facilities all across the United States will continue to see more administrative burdens and lower profitability in the future.

For facilities offering ophthalmology services, one solution which can lead to saving thousands of dollars annually is outsourcing complete cataract surgery services. One important reason ASC facility managers are turning to a cataract outsourcing provider, is because of their core competency in providing efficiencies in cataract surgery services. On-demand cataract surgery solutions, like those provided by Vantage Outsourcing, bring significant benefits to ASCs - including major cost savings.

“Our focus is to simplify and streamline the technical and operational burdens facing healthcare personnel and facilities today. We provide all of the essentials necessary for our clients’ eye surgery days such as, equipment, microscopes, instruments, lenses, disposables, and more,” says Ann Deters, CEO of Vantage Outsourcing. She adds, “In addition, Vantage provides hands-on expertise in the operating room with our experienced technicians.”

Administrators turn to on-demand cataract surgery outsource providers like Vantage because they not only remove the hassles that inhibit efficient cataract surgery operation, such as inventory management, supply ordering and room turnover, they also save thousands of dollars annually. Savings on supply costs, equipment, instrument maintenance, reductions in payroll and more can all add up to saving time and money.

How much savings can one facility expect?

In the Case Study example chart (Illustration A), each facility selected their physician’s preferred brand of equipment and instrument brands. The chart illustrates how ASCs can realize major cost savings on capital expenditures. The Case Study examples detail the savings realized by four Vantage Outsourcing ASC clients from various regions in the United States. The Equipment Investment and Instrumentation Investment represent the capital expenditures required of these facilities had they not engaged the on-demand cataract surgery services of Vantage Outsourcing.

Additional savings such as equipment financing fees, disposables, annual maintenance and repair among others can also add up.

Illustration A

Case Study Examples	Equipment Investment	Instrumentation Investment	Capital Investment Savings w/Vantage
Georgia ASC	\$94,000	\$22,000	\$116,000
California ASC	\$114,000	\$12,000	\$126,000
Kansas ASC	\$79,000	\$8,000	\$87,000
Massachusetts ASC	\$126,500	\$54,200	\$180,700

Below are Six Secrets to Savings that an on-demand outsourcing partner can provide to help your ASC save thousands of dollars annually.

1. **Vendor Neutrality.** A major advantage of an outsourcing partner includes the ability to negotiate pricing with vendors and utilize a “mix-and-match” strategy to offer packages to clients that include their preferred brands.

For example, an ASC doesn't need to exclusively use the products offered by a vendor to support that vendor's equipment. This can lead to overspending and excessive inventory if not closely monitored.

2. **Inventory / IOL Management.** Inventory management presents a variety of challenges that can waste money, occupy staff and result in overstocked or understocked shelves. Since the revenue per case at an ASC has limitations, diligent monitoring of your consumable cost per case is critical.

For example, an ASC has one OR and one surgeon, with cataract surgeries scheduled on Tuesdays. Their methodical practice of inventory management includes a physical recount of inventory the day after surgery to compare to what is needed for the next surgery. They lay out what they need and place orders on Thursday for what they don't have. On Monday, they perform a final check to account for items that have arrived to ensure they have everything needed for surgery. If items are missing, they follow-up with their orders. On Tuesday, they ensure missing items have arrived and pull the lenses, medications and packs needed for their day.

It is not uncommon for ASCs to keep a little more inventory on hand in case of unforeseen delays in shipments, etc. Adding extra inventory means additional costs. And, small boxes can easily be misplaced or forgotten in deep storage closets or large facilities.

Outsourcing partners provide savings by eliminating inventory and spoilage, and reducing staff administrative time. Vantage ensures that all supplies, lenses and equipment are ready for eye surgery days.

3. **Instrumentation.** The need for high-quality, well-maintained instruments cannot be underscored enough. The responsibility of ensuring that surgical instruments are in good working order requires a significant investment with ongoing maintenance and record-keeping. Improper handling during sterilization, storage or maintenance can put patients, surgeons, OR assistants and facilities at risk for poor outcomes and instrument damage.

One benefit of using on-demand cataract surgery partners is that multiple instrument trays are provided as part of their service. This reduces the need for the purchase of multiple instruments and eliminates disruptions due to sterilization delays or instrument maintenance.

4. **Staffing Efficiencies.** Many times ASCs make the mistake of overstaffing with six to seven staff members scheduled on surgery days. With the utilization of an outsourcing partner to monitor equipment and help facilitate room turnover, it is feasible that a center could utilize three staff members to assist the surgeon, whether they are doing five or even 50 cases in a given day. Facilities can certainly realize additional savings in staffing or reallocate personnel resources to patient care or customer service opportunities in other areas of need.
5. **Scheduling Efficiencies.** Convenience is oftentimes the enemy of efficiency. For example, a surgeon whose office is located next to the surgery center may schedule one or two cases daily versus five to ten on one day each week. Because cataracts are a non-emergent type of procedure, it is most efficient for an ASC to schedule as many cases as possible in one day.

A minimum of five cases per surgical day is recommended. Not only will this lower costs, it will enhance the availability of OR time for other surgical specialties.

6. **Equipment and Capital Expenses.** Surgery centers today are reviewing their equipment needs and capital expense budgets to determine their plans to upgrade equipment or even decide if they can add ophthalmology to their service offering in the next year. With the opportunity for on-demand equipment with an outsourcing partner, an ASC facility can customize the necessary equipment for each surgeon's specifications. This includes the latest phacoemulsification equipment and microscopes from all the major industry vendors including Alcon, Abbot Medical Optics, and Bausch and Lomb.

In summary, cataract outsourcing can be a complete cataract surgery solution for your facility. With Vantage Outsourcing, your ASC can save money, time and other valuable resources, without sacrificing brand selection, inventory control or confidence.

For more information about the on-demand complete cataract solutions offered by Vantage Outsourcing, contact us at 877-564-3937, or email salesinfo@VantageOutsourcing.com