

used," she advises. "Unless those items are carved out of a global reimbursement methodology, many health plans and payors will not pay for them," Ms. Johnson says. "Hence, your high expenses can significantly affect your profit margin."

She says it's important to standardize purchases so the ASC doesn't staff a different set for each surgeon. "That's not a wise use of inventory. ASCs need to get around the table with their physicians and decide on one manufacturer. Once you have agreed to do that, you have much more negotiating power with the company as well," Ms. Johnson says.

8. One Headlit Surgical Head Lamp. Plano, Tex.-based medical equipment producer, L.I.T. Surgical makes these surgical lights, which sell for around \$6,000. Neurosurgeon Ken Pettine, MD, a spine surgeon from Loveland, Colo., says they represent the latest in LED technology and never decrease in brightness. Dr. Pettine says he prefers them to some of the top brands because after 200 hours many of the top brand lights begin to lose up to 40 percent of their brightness. Many other brands are connected to boxes, which are attached by cables, and may cost up to \$12,000. "I don't have to wear lead with the One Headlit, which weighs 8-10 pounds and starts to fatigue you after 5-6 hours. And there are no cables attached either."

9. Haemonetics Cell Saver 5 Blood Processing System. Dr. Pettine says several companies produce cell savers, which are autologous blood filtering, storage and recovery machines that allow surgeons to filter patients' blood and return half of what they lose intraoperatively. "You need it if you're doing big time spine surgery," he says. He says his Loveland Surgery Center bought a refurbished cell saver for \$4,000, but said new models can cost around \$12,000. ■

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