

Fiduciary Duty of Owning/Running an OIS

Paul Mortensen



Perspective

- Don't apologize for running a successful business.
- We owe it to our patients to provide the best experience possible.
- Design every process as if you were designing it for a loved one.



Key Components

1

Facility

2

Supply

3

Staff

4

Process



Start Up Costs- Fixed Expenses

Facility

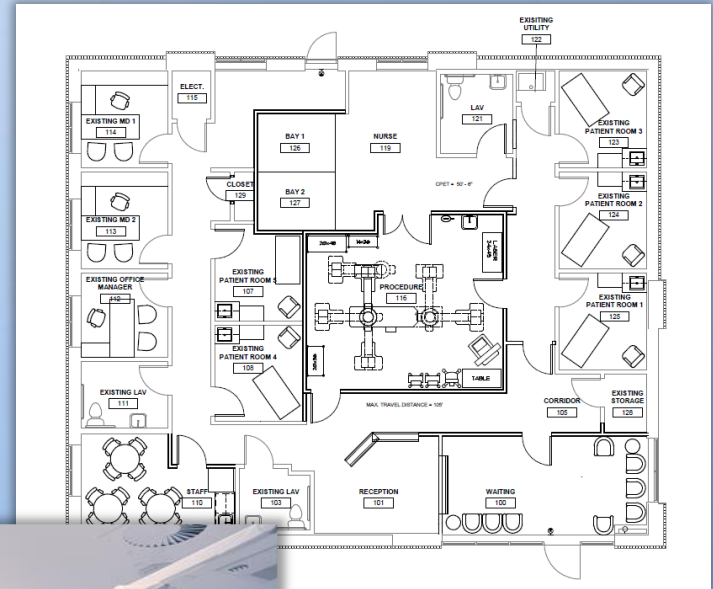
- Lease or Buy?
- Maximize square footage
- Minimize footprint

Capital Equipment

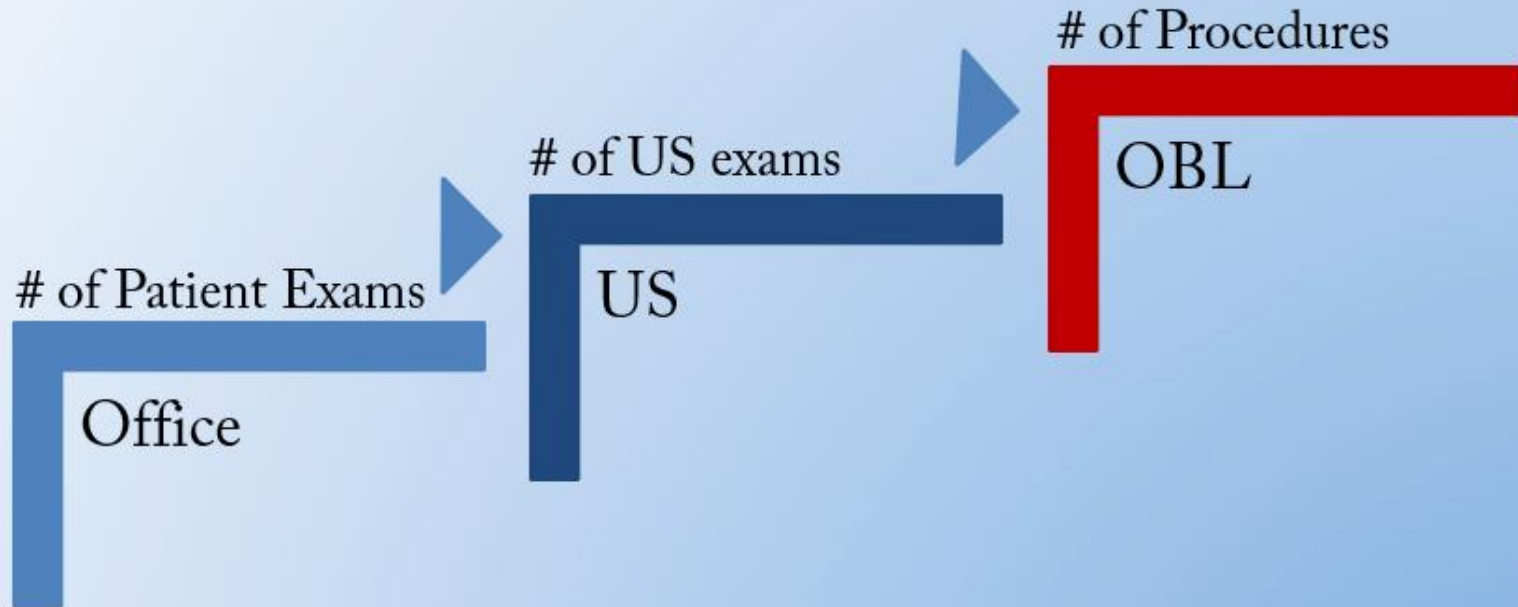
- C-Arm
- Ultrasound

IT

- EMR
- PACS
- Hardware



Start Up Costs- Variable Expense



Start Up Costs- Combined Expenses

New Office			YEAR ONE												
		Month:	1	2	3	4	5	6	7	8	9	10	11	12	Total
Revenue:								0.3	0.4	0.5	0.65	0.8	0.95	1	
	Office Based							19,817	26,422	33,028	42,936	52,844	62,753	66,055	303,854
	Hospital Support						-	-	-	-	-	-	-	-	-
	Total		-	-	-	-	-	19,817	26,423	33,028	42,937	52,845	62,753	66,056	303,854
Non Staffing Expenses:															
	Rent						8,214	8,214	8,214	8,214	8,214	8,214	8,214	8,214	65,715
	CAM						1,137	1,137	1,137	1,137	1,137	1,137	1,137	1,137	9,099
	Utilities			1,517	1,517	1,517	1,517	1,517	1,517	1,517	3,000	3,000	3,000	3,000	22,616
	Cleaning						2,000	1,500	1,500	1,500	1,500	1,500	1,500	1,500	12,500
	Equipment Leases						8,000	8,000	8,000	8,000	8,000	8,000	14,000	14,000	76,000
	Malpractice						3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	26,667
	IT Leases					2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	18,000
	Mgt Fee							2,972	3,963	4,954	6,440	7,927	9,413	9,908	45,578
	Total		-	1,517	1,517	3,517	26,202	28,674	29,665	30,656	33,625	35,112	42,598	43,093	276,174
Staffing Expenses:															
	Patient Coordinator								4,056	4,056	4,056	4,056	4,056	4,056	24,336
	Check Out						-	-	-	-	-	-	-	-	-
	MA					4,576	4,576	4,576	4,576	4,576	4,576	4,576	4,576	4,576	41,180
	Scheduler														-
	US Tech				4,428	4,428	4,428	5,313	8,372	8,372	8,372	8,372	8,372	8,372	60,458
	MD1					25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	200,000
	MD2								-	-	-	-	25,000	25,000	50,000
	MD3														-
	PA														-
	Nurse											2,600	2,600	2,600	7,800
	RT											2,080	2,080	2,080	6,240
	Office Manager			8,528	8,528	8,528	8,528	8,528	8,528	8,528	8,528	8,528	8,528	8,528	93,812
	Total		-	8,528	8,528	17,532	42,532	42,532	47,473	50,532	50,532	55,212	80,212	80,212	483,826
Direct Supply Expense:															
	Supplies		-	-	-	-	-	1,982	2,642	3,303	4,294	9,248	10,982	11,560	44,009



Ongoing Costs- Supply

Supply costs

- Use analytics to make better business decisions

Southern Connecticut Vascular



















Search Items

◀ Recent Dashboard Items **Inventory** Requisitioning Admin Messages Support

Items Locations Transfers Import Par Manager Batch Edit Error Resolution Reports

Ordering Location Angio Suites

Search ☒ Active Only All Categories UOM

Item ID	Item Description	Shelf/Bin	UOM	Recent PI	PI	Par Min/Max	OHQ	Stock	Restock
AT-75126	Atlas Balloon 12x6, 75cm		Eaches	10/20/2015	2	2 / 2	0	 (2)	
46-316B	ZipWire SS GW 035/260 Angled		Eaches	01/06/2016	10	6 / 10	5	 (5)	
39230-30018	Victory 14 300 cm 18g tip load		Eaches	01/14/2016	2	2 / 2	1	 (1)	
109676	AngioJet 6F 90cm		Eaches	01/15/2016	2	2 / 2	1	 (1)	
RM-RS5F10PA	Glidesheath Slender 5F .021GW		Eaches	08/04/2016	2	3 / 5	2	 (3)	
518-036	QuickCross .035x90cm STRAIGHT		Eaches	03/28/2017	0	2 / 5	0	 (5)	
7264V	Micropuncture 4F Stiff, 40cm		Eaches	04/06/2017	20	10 / 20	9	 (11)	
USH130T	Usher Straight, 130cm		Eaches	10/19/2015	1	2 / 2	2		
CG416	Glidecath 4F, 100cm Angled		Eaches	10/19/2015	6	3 / 5	5		



Ongoing Costs- Staff

What gets measured gets done

- Maximize skill task alignment
- Understand and measure the most impactful activity in your offices

Stratford Dashboard 2017 - Daily

Southern Connecticut Vascular Center

Labor Hours

	Base	Target	UOM
MA	24.0	16.0	Hours
UT	32.0	28.0	Hours
RT	8.0	8.0	Hours
RN	8.0	8.0	Hours
Admin	60.0	56.0	Hours

Volume

New Patient Exam	7	10	#
Exam	20	25	#
Unna Boot	NA	NA	#
Ultrasound Appts.	20	25	#
Closures	4	5	#
PVRs	NA	NA	#
Laser	NA	NA	#
Injections	NA	NA	#
Stab Phlebectomy	TBD	NA	#

Office Surgeries	1	2	#
Angioplasty	NA	NA	#
Atherectomy	NA	NA	#
Venogram	NA	NA	#
Fistulogram	NA	NA	#
Filter Placement	NA	NA	#
Filter Retrieval	NA	NA	#
Thrombectomy	NA	NA	#
Debridement	NA	NA	#
Coil	NA	NA	#

Week Ending Date 08-Apr-17
Today's Date 24-Apr-17

Day - To - Day				
Mon	Tue	Wed	Thu	Fri
3-Apr	4-Apr	5-Apr	6-Apr	7-Apr

To - Date		
WTD	MTD	YTD

17.2	15.2	16.5	16.0	15.4	85	90	993
27.8	27.7	27.3	29.4	28.9	146	151	1,809
9.0	8.0	8.0	8.0	7.3	40	40	542
8.0	8.0	16.0	7.5	17.0	56	56	468
50.7	49.5	49.9	57.6	63.2	273	273	4,115

10	8	5	10	7	40	40	444
32	32	20	31	12	127	127	1,614

TVE Provider

Southern Connecticut Vascular Center

46	47	48	49	50	51
17-Nov	24-Nov	1-Dec	8-Dec	15-Dec	22-Dec

M. D'Aquila

Closures
Exams
New Patients
Hospital Surgeries
Office Surgeries

6	5	4	6	5	12
40	19	18	37	39	40
6	4	5	6	7	8
6	1	2	3	1	3
7	2	7	7	10	14



	San Diego	Surgery	1	San Diego	Surgery	2																																																																																										
Location:	San Diego	Surgery	1	San Diego	Surgery	2																																																																																										
EHR Encounter #:	876543			876601																																																																																												
Disposable Cost:		\$2,000			\$2,000																																																																																											
Date:		3/19/2019			3/21/2019																																																																																											
Provider:		John Jones			John Jones																																																																																											
Tech:		Sally Smith			Sally Smith																																																																																											
Procedure:		Arterial			Arterial																																																																																											
Specific Procedure:		Arterial IVUS Ath PTA Stent PTA Stent			Arterial IVUS Ath PTA																																																																																											
Authorized Vessel(s):		Fem/Pop			Iliac/Fem/Pop																																																																																											
Actual Vessel(s):		Fem/Pop/Tibial			Iliac/Fem/Pop																																																																																											
	ALERT! NO AUTHORIZATION Email Auth Team ASAP CLICK HERE authorizations@email.com																																																																																															
Notes:	Used Cordis Stent that is about to expire Used Terumo per MD request			Used Quickcross coming up on expiration																																																																																												
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