

Orthopaedic Practice Surgery Center Strategy



Capitalize on your practice's opportunity. Develop a thoughtful, integrated ASC strategy.

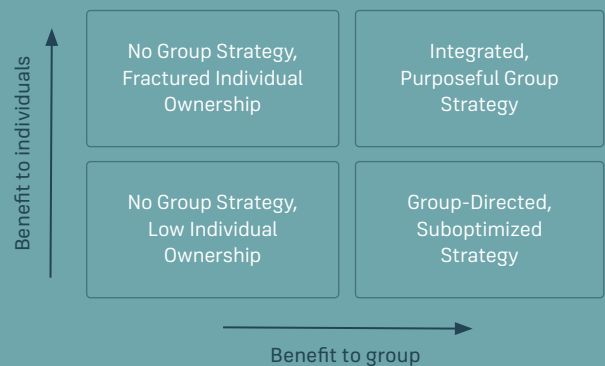
The most profitable ASCs in the county are high volume, efficient, orthopaedic surgery centers. Yet most practices don't have a solid ASC strategy. Your practice may be missing out.

Build capital through an aligned ASC investment. Grow your practice. Recruit top talent.

Without an ASC strategy, your practice can never benefit from ASC growth, leaving revenue on the table.

The cost of inaction: Low returns. Practice stagnation. Stifled recruiting ability.

Large Orthopedic Group ASC Models



STRATEGIC INPUTS

- » Successful ASC payer contracting
- » Integrating ASC(s) into practice real estate strategy
- » Maximizing efficiency by pooling orthopaedic volume effectively into practice-aligned centers
- » Market knowledge of other practices, specialties, ASCs, and hospitals
- » Build new centers quickly and efficiently
- » Alignment with practice such that ASC income can be used for practice growth
- » Effective outpatient joint and spine programs; possibly new ASCs focused on those specialties
- » Efficiently run centers; no unnecessary overhead



SUCCESSFUL OUTCOMES

- » Additional ASC revenues for practice expansion
- » ASCs are a tool to recruit and retain new docs and acquire practices
- » Additional real estate investments for practice
- » Greater surgical efficiency, allowing for overall practice growth
- » Case growth translates to ASC income growth for partners
- » Practice CEO/admin can focus on practice strategy and growth
- » Marketable centers of excellence for joint replacement and spine surgery
- » Single network of facilities for area value-based MSK contracts

About Compass

- » 300+ physician partners
- » 300+ centers developed by CSP team
- » Thousands of MSK cases/year

- » Privately held, no conflicts
- » Minority equity
- » Physician-aligned, physician controlled