Outpatient Joint Replacement in the ASC

AORN Hot Topic Virtual Forum

Outpatient Joint Replacement in the ASC

Sponsored by Stryker
Dr. Joseph Nessler is a paid consultant of Stryker. The opinions expressed by Dr. Nessler are those of Dr. Nessler and not necessarily those of Stryker. Individual experiences may vary.
My journey

- Entered practice 1991
- Practice >95% primary and revision hip and knee arthroplasty
- 450 – 500 joint replacements annually

2020
- 33% of primary THAs outpatient in ASC, 40% outpatient HOD
- 77% of primary TKAs outpatient in ASC, <10% outpatient HOD
# My evolution of practice

## Conventional Techniques

<table>
<thead>
<tr>
<th>Year</th>
<th>Description</th>
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## Advanced Alignment Tools

<table>
<thead>
<tr>
<th>Year</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004-2015</td>
<td>Navigation Systems</td>
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## Surgical Assistance

<table>
<thead>
<tr>
<th>Year</th>
<th>Description</th>
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<tbody>
<tr>
<td>2015</td>
<td>Mako Robotic-Arm Assisted</td>
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<tr>
<td></td>
<td>Total Hip and Partial Knee</td>
</tr>
<tr>
<td></td>
<td>2016 TKA</td>
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Outpatient TJA in ASC
My migration to the ASC

2011
- Started practice ownership in the ASC

Prior to 2014
- Evolved to 1-day stay for JR patients at hospital

Early 2014
- Transition majority of JR patients to ASC
- 1 year to get private payer contracts

Early 2015
- Purchased Mako SmartRobotics™

Early 2020
- CMS approved Medicare TKA
Fortuitous timing

Early adoption of technology

- Patients were drawn to the ASC as Mako SmartRobotics™ Technology was not offered at the area hospital
- Group was proficient in computer navigation
- Offered a partial knee application, which was a challenging manual procedure
My total joint volume 2014 – 2020

- 2015: 149
- 2016: 300
- 2017: 295
- 2018: 388
- 2019: 400
- 2020: 491

GSNPS-PRE-196_27628
Effects of Covid-19 and CMS rules

- Early 2020 – rapid transition of TKAs to the ASC
- Covid-related shutdown of elective joints for ~2 months
- Rapid rebound of cases at re-opening
- Increased patient interest post-Covid to avoid hospital
- Anticipated increase in patients, with likely transition of THA to the ASC-approved list
U.S. joint replacement market forecast after COVID-19

Hospital

ASC

More exaggerated
Surgeon & patient potential advantages in the ASC
Potential for enhanced surgical experience

My experience

- More laser-focused attention between surgeon, staff and patient
- Increased efficiencies with better resource allocation
- More intimate physician-patient-nursing interactions
- Fewer competing stakeholders
- Nimble response time to workflows/technology etc./fewer approvals
- Avoidance of hospital-acquired infections
Technology benefits my ASC

Efficiency with Mako SmartRobotics™
- Fewer instrument trays
- Anticipated implant sizes before incision made
- Less central processing demands per case
- Quicker turnaround

My personal best:
- 10 robotic-assisted joint replacements, single day
- Started 6:00 A.M. – finished 4:30 P.M.

All I need to do a THA with Mako
Patient engagement

Pre-op education

Same day joint replacement surgery

POD 1-seen by PT

Pre-hab + exercise program

Recovery

Total Hip Joint Replacement

ST CLOUD ORTHOPEDICS
Comprehensive portfolio
Access to unmatched breadth of industry-leading technology to outfit your ASC wall-to-wall.

Smart financial solutions
Adding flexibility to your budget with tailored solutions that match your business goals.

Market development

Clinical insights and education
Leverage the power of peer-to-peer learning.

Engagement and analytics
Take your care continuum to the next level by turning data into insight, and insight into action.

Equipment and delivery management
Turning complex into coordinated.

Partnership and planning
Success is a moving target. Let’s plan for tomorrow, today.

Dedicated ASC business partner
Your ASC Regional Manager is responsible for listening, creating and delivering your tailored package, leveraging the breadth of Stryker, and serving as an enterprise-wide liaison.

OR renovation services
With you through every phase. Design. Construction. First case.
Outpatient joints in the ASC

Enhanced experiences

Patients

Financial opportunities

Commercial payers / reimbursement
References

1. Stryker internal market data
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