

Thinking Differently About Cataract Surgery

The Cost of Performing Cataract Surgery

How Can Our Practices Provide The Best Possible Care To Cataract Patients



Rethinking the 'ideal' experience of cataract surgery...
For surgeons & for patients

Associate Clinical Professor of Ophthalmology
University of Illinois Eye Center

David Lubeck MD
Arbor Centers for Eyecare
Chicago, Illinois

Thank you,
Please visit us in Chicago
dmlubeck@earthlink.net

Please come visit
or feel free to contact me
dmlubeck@earthlink.net

DISCLOSURE
- I HAVE NO FINANCIAL INTERESTS IN THE PRODUCTS OR TECHNIQUES DESCRIBED TODAY
- I AM A SURVEILLANT AND OPINION FOR BLEB COLLEGE AND ALLIANCE
- MY RESEARCH INTERESTS ARE NEW TECHNOLOGY AND SURGICAL DEVICE INNOVATION

Thanks to my teachers, my father, and my wife, my family, and my friends
Thanks to my family and our friends for understanding the demands of this career
Thanks to all colleagues in medicine and industry who have helped me become a better surgeon, person, and contributor to the advancement of ophthalmology

Thinking Differently About Cataract Surgery

The Cost of Performing Cataract Surgery

How Can Our Practices Provide The Best Possible Care To Cataract Patients



Thank you.
Please visit me in Chicago
drcat@cataractlink.net

Is Medicare reimbursement for cataract surgery reasonable for the work performed?
How do we find out?

For me and the staff, part of what is done is the process of finding the part of an individual's total budget that we can live in without being the accident victim.

Think of cataract surgery not longer as a single accident event, but as a complex relationship between all our practices.

As a member of the Practice Council of Working Ophthalmologists

Thank you to my colleagues in a better way, practice ophthalmology.


DISCLOSURE
- I HAVE NO FINANCIAL INTERESTS TODAY
- I AM A CLINICAL INVESTIGATOR
- I AM A CONSULTANT AND
- MY PRIMARY INTERESTS ARE

Thanks to my teachers, Stuart (nowboard)
Thanks to my family and career
Thanks to all colleagues in a better way, practice ophthalmology.


the 'ideal' cataract surgery... for patients

of Ophthalmology Eye Center

MD Eye Care for Eye Care



David Lubeck MD
Arbor Centers for Eyecare
Chicago, Illinois

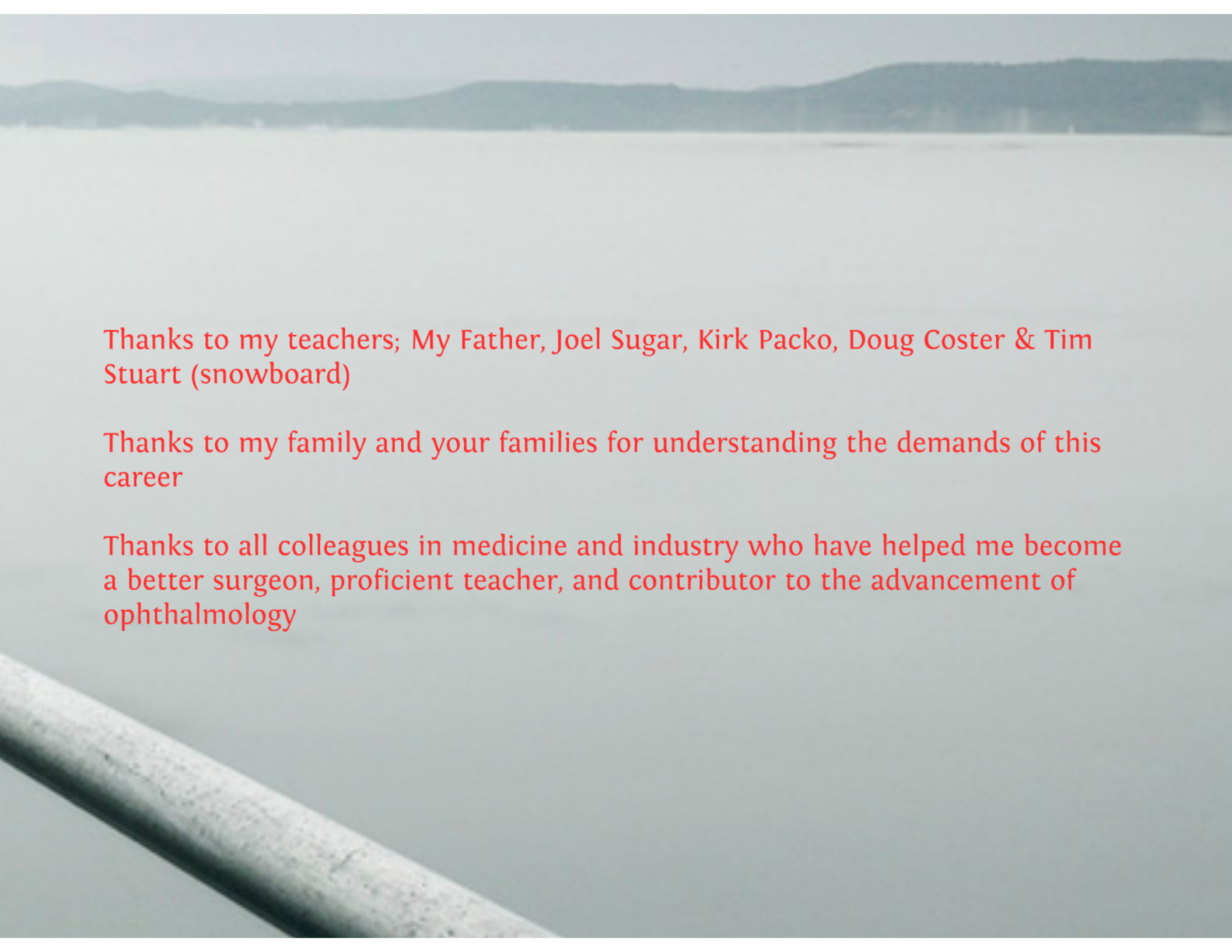


Assistant Clinical Professor of Ophthalmology
University of Illinois Eye Center

DISCLOSURE

- I HAVE NO FINANCIAL INTERESTS IN THE PRODUCTS OR TECHNIQUES DISCUSSED TODAY

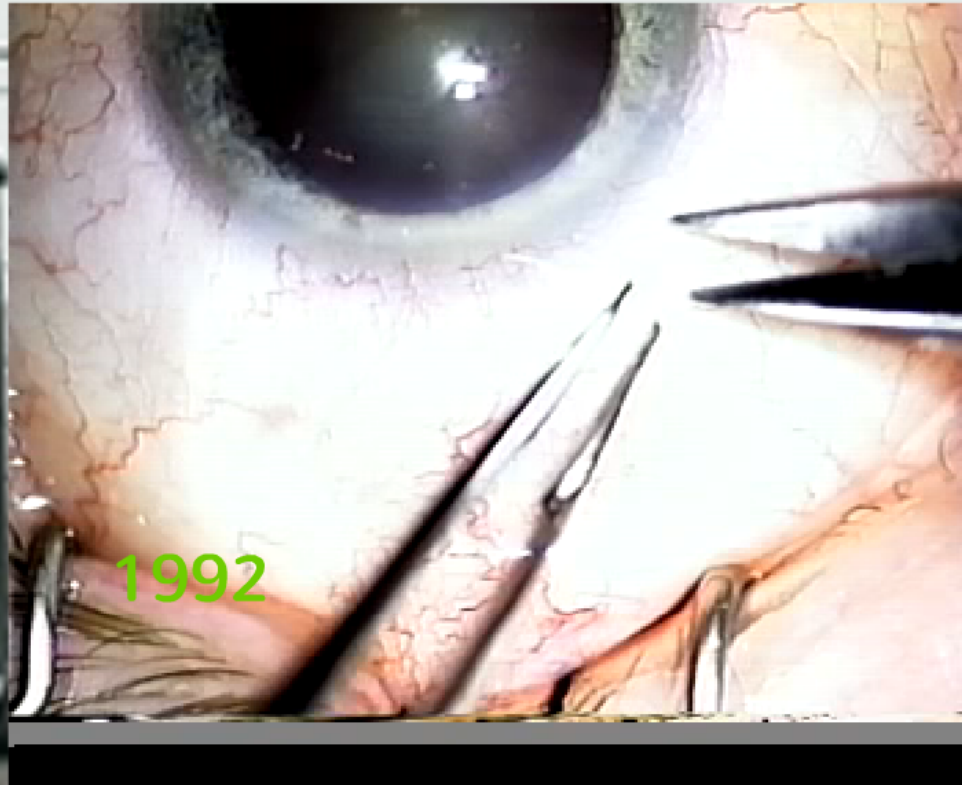
- I AM A CLINICAL INVESTIGATOR FOR ALCON, GLAUKOS, AND SIGHTRX
- I AM A CONSULTANT AND SPEAKER FOR ELLEX, GLAUKOS AND ALCON
- MY PRIMARY INTERESTS ARE NEW TECHNOLOGY AND SURGICAL SKILLS TRANSFER

A scenic view of a large body of water, likely a lake or bay, with mountains in the background. The water is calm and reflects the light. In the foreground, a metal railing is visible, suggesting the viewer is on a boat or a pier. The overall atmosphere is peaceful and serene.

Thanks to my teachers; My Father, Joel Sugar, Kirk Packo, Doug Coster & Tim Stuart (snowboard)

Thanks to my family and your families for understanding the demands of this career

Thanks to all colleagues in medicine and industry who have helped me become a better surgeon, proficient teacher, and contributor to the advancement of ophthalmology

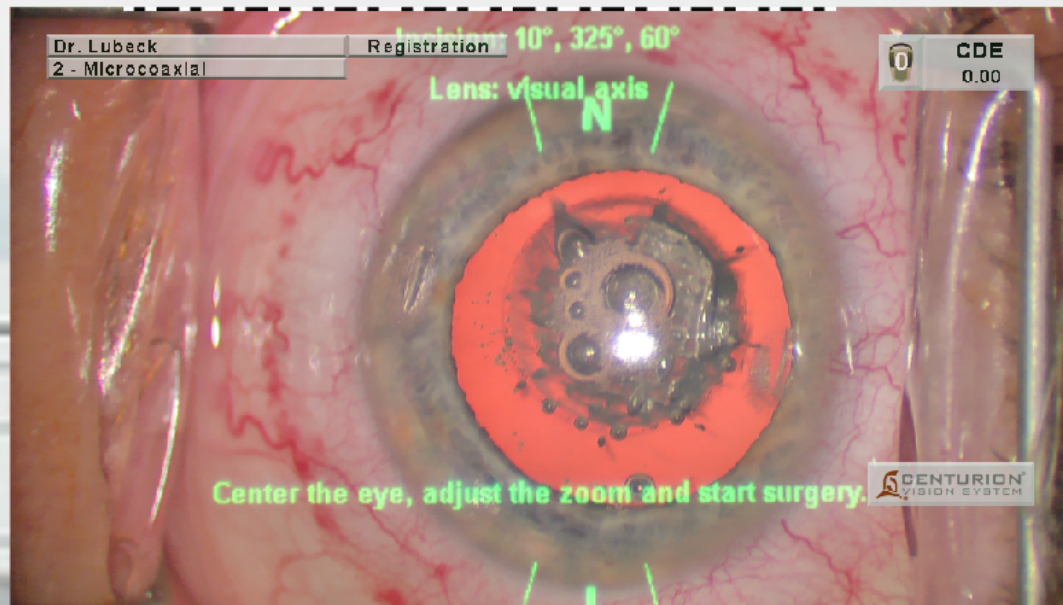


1992

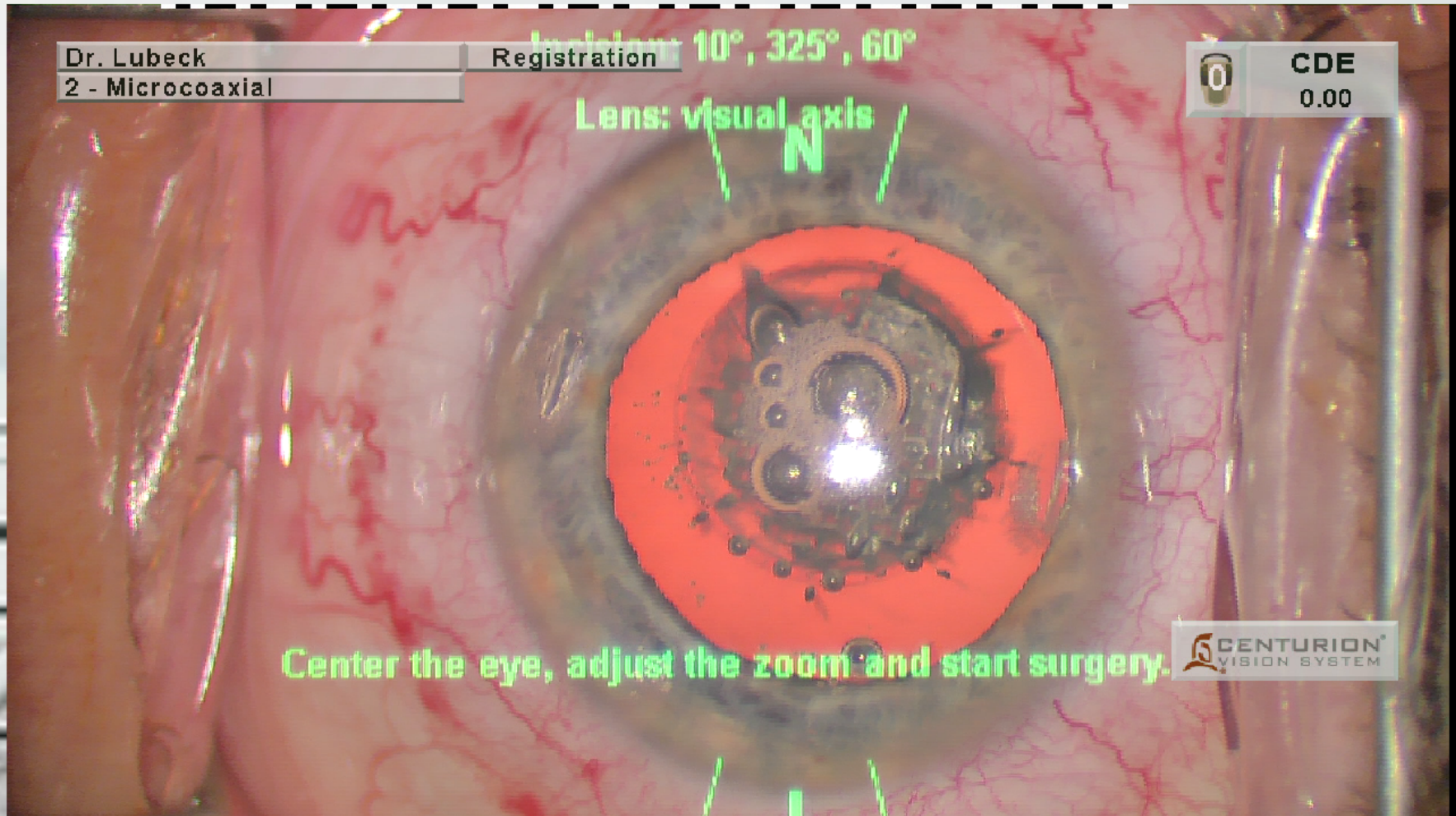


1992

2018

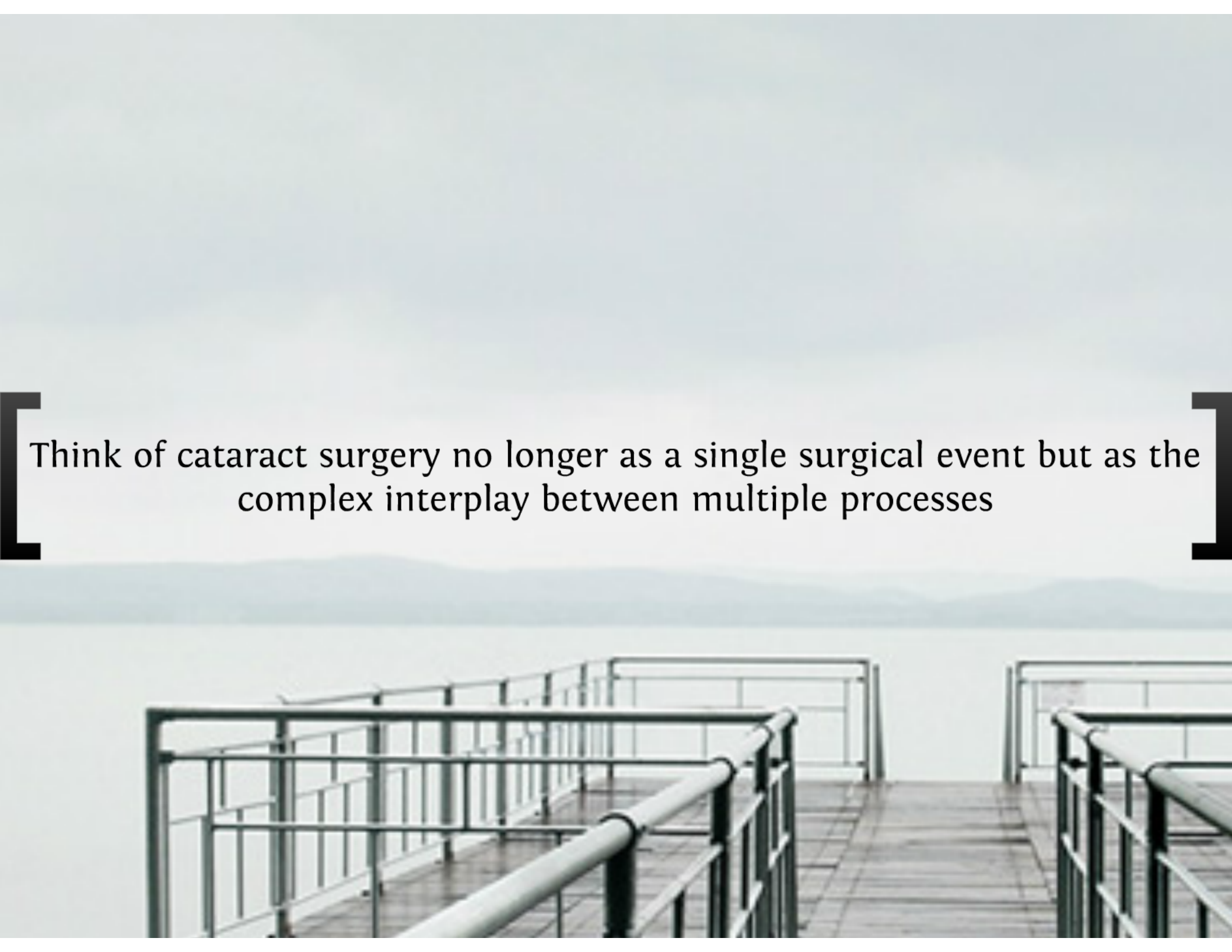


2018

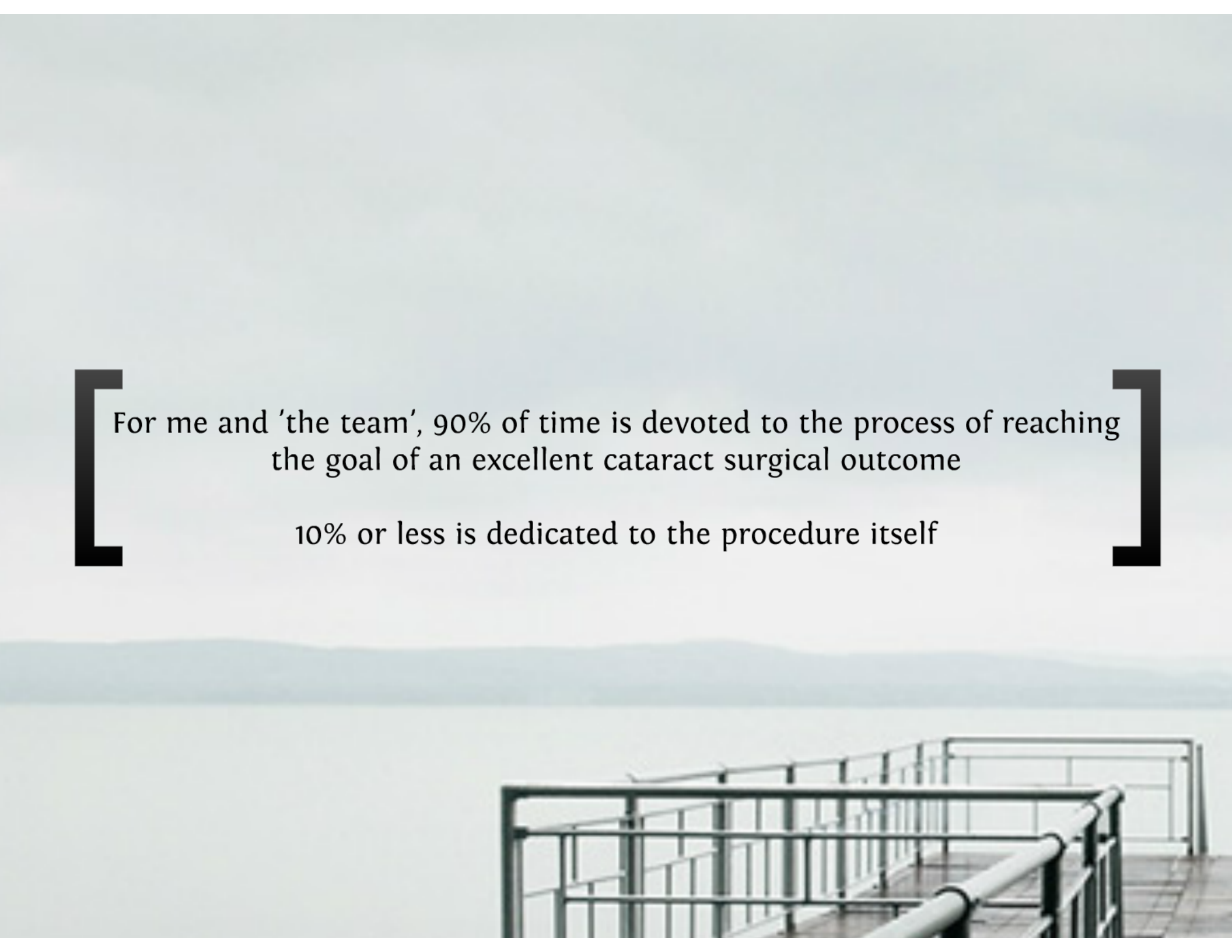




My Perspective on the Practice Cost of Providing Cataract Surgery

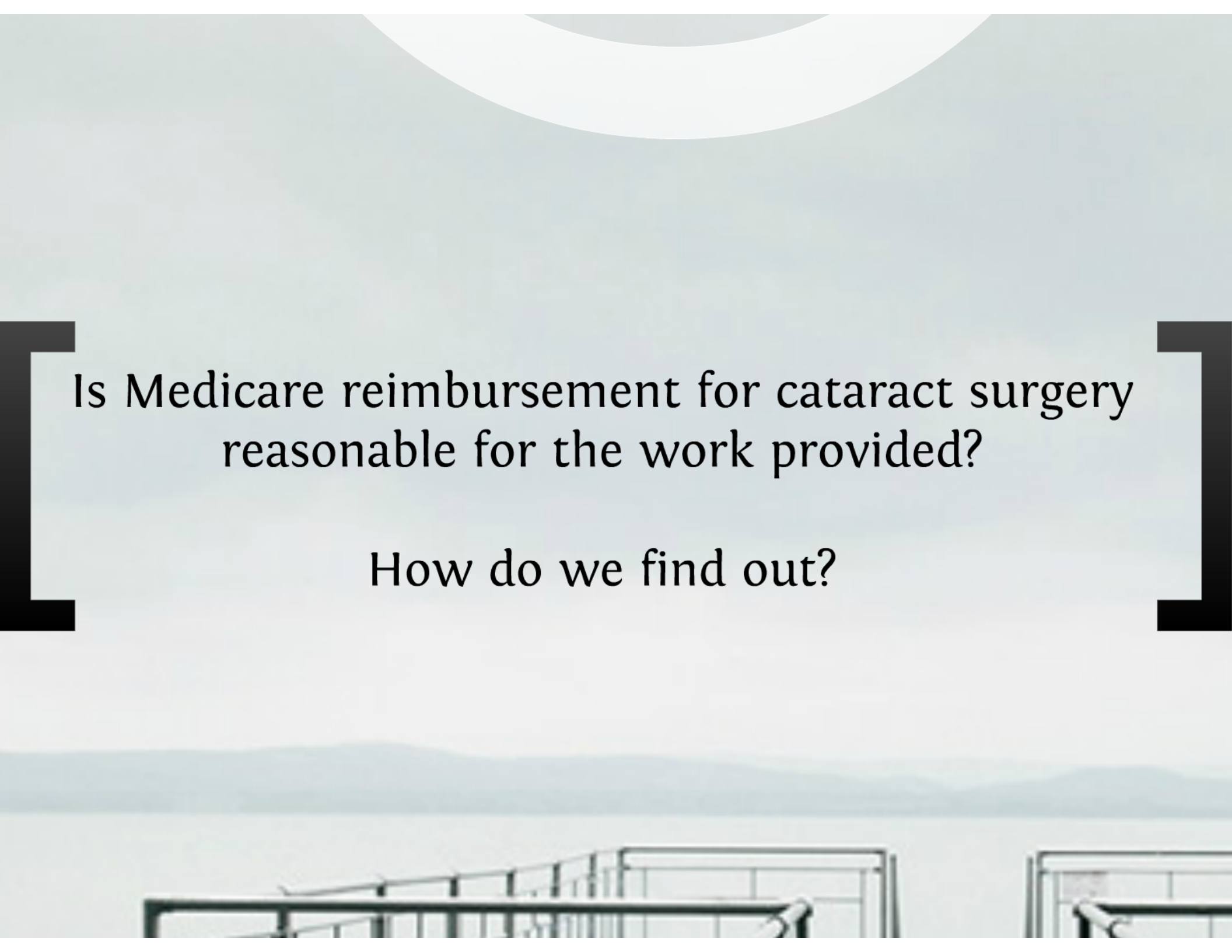


Think of cataract surgery no longer as a single surgical event but as the complex interplay between multiple processes



For me and 'the team', 90% of time is devoted to the process of reaching the goal of an excellent cataract surgical outcome

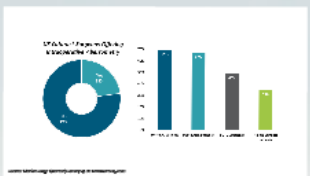
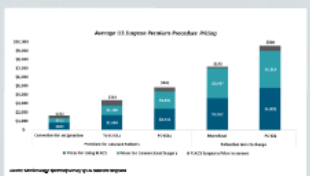
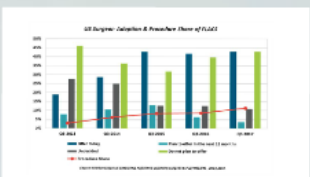
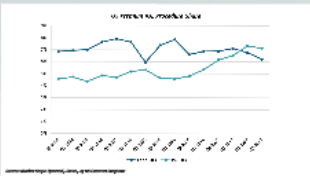
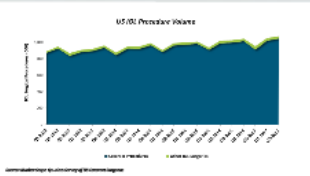
10% or less is dedicated to the procedure itself



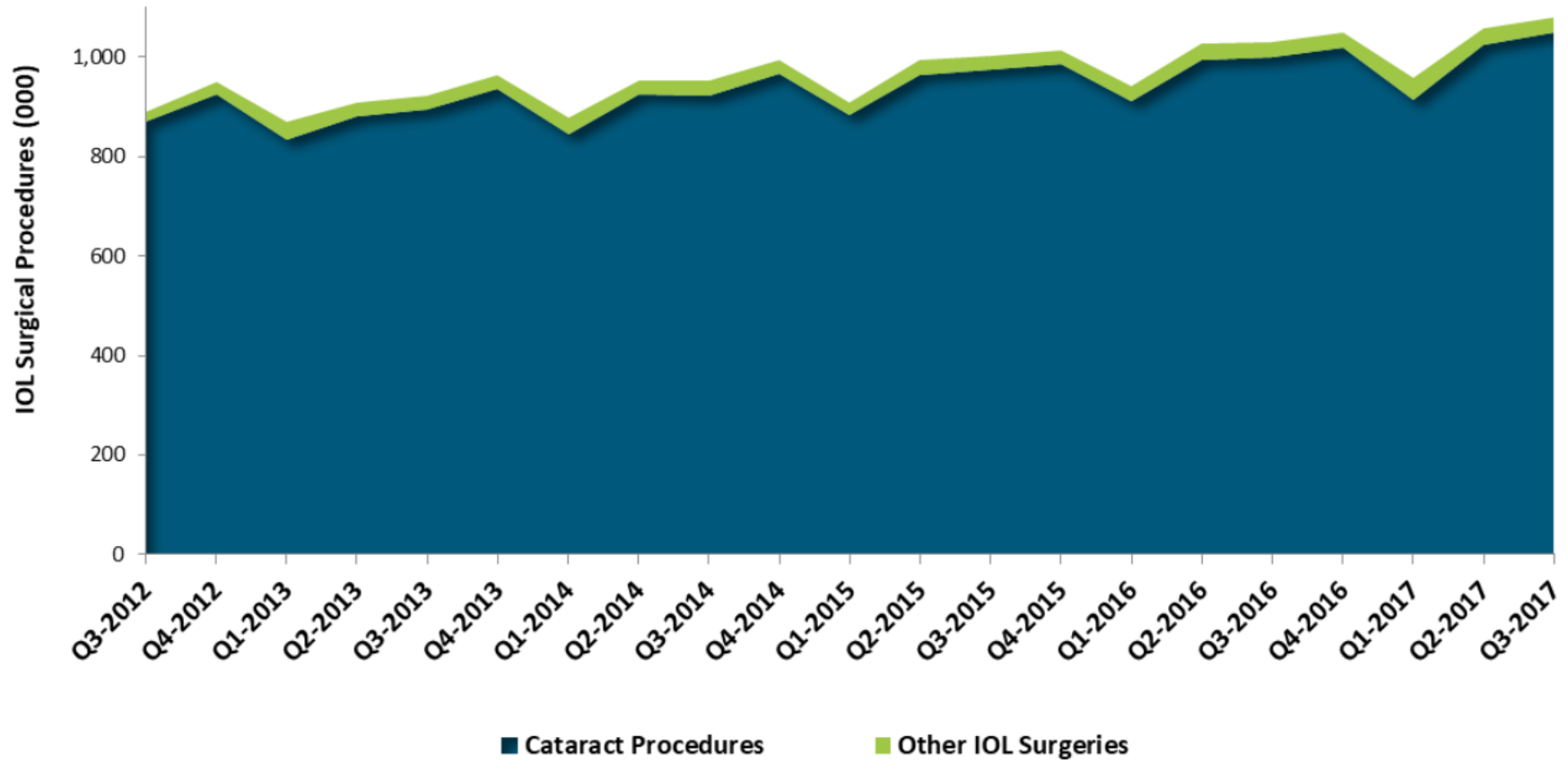
Is Medicare reimbursement for cataract surgery
reasonable for the work provided?

How do we find out?

The Numbers



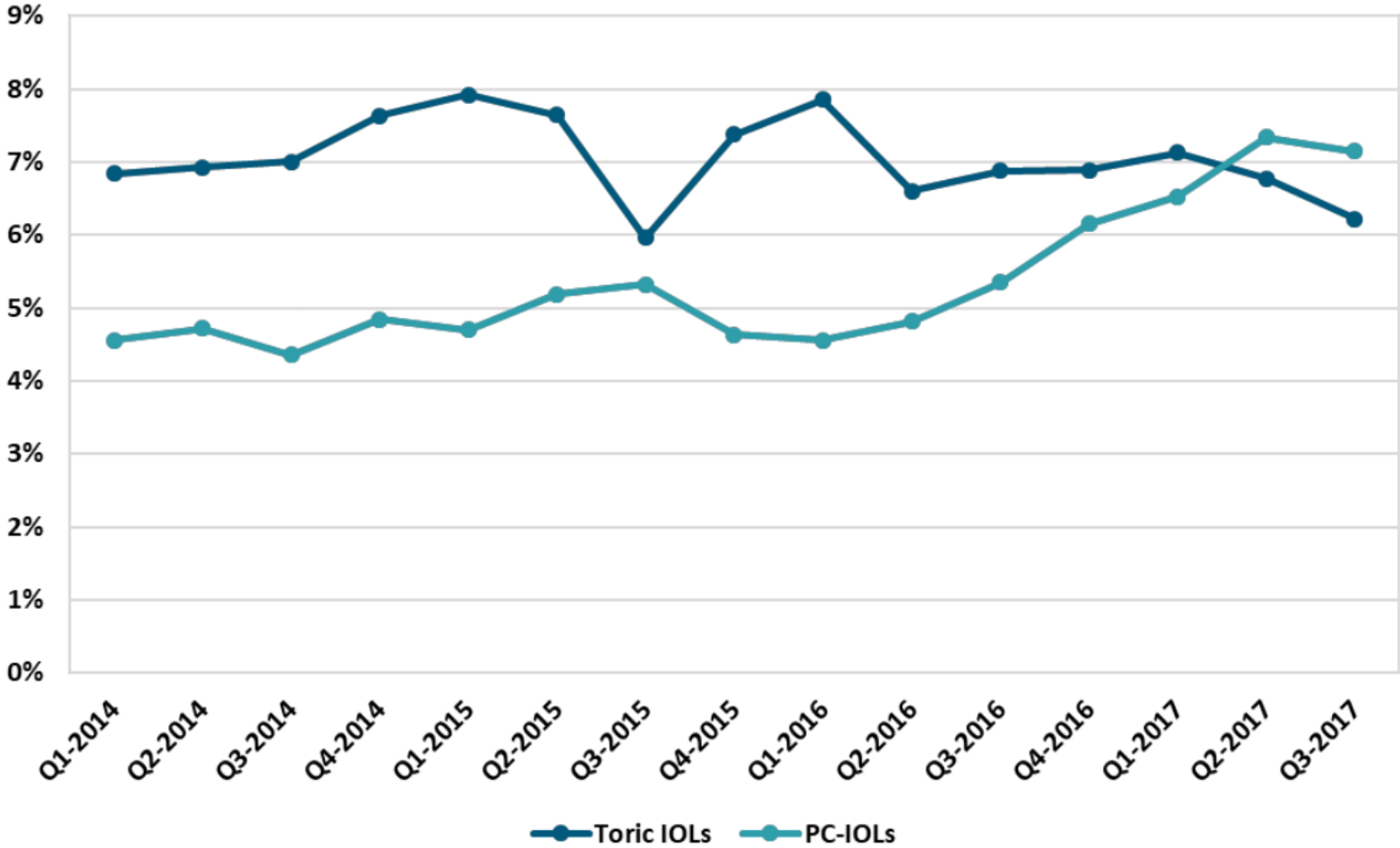
US IOL Procedure Volume



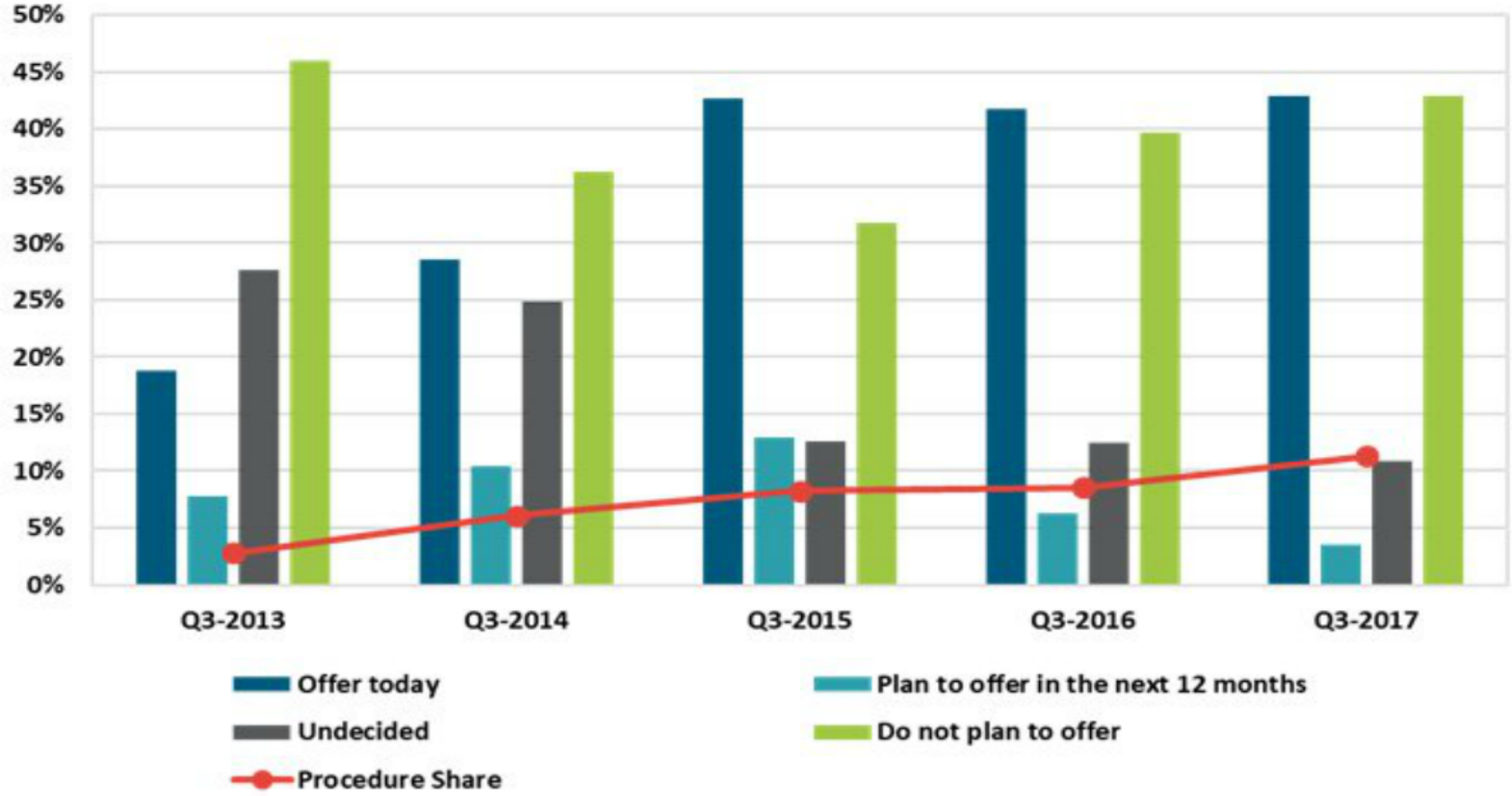
Source: Market Scope Q1-2015 Survey of US Cataract Surgeons

US Premium IOL Procedure Share

US Premium IOL Procedure Share

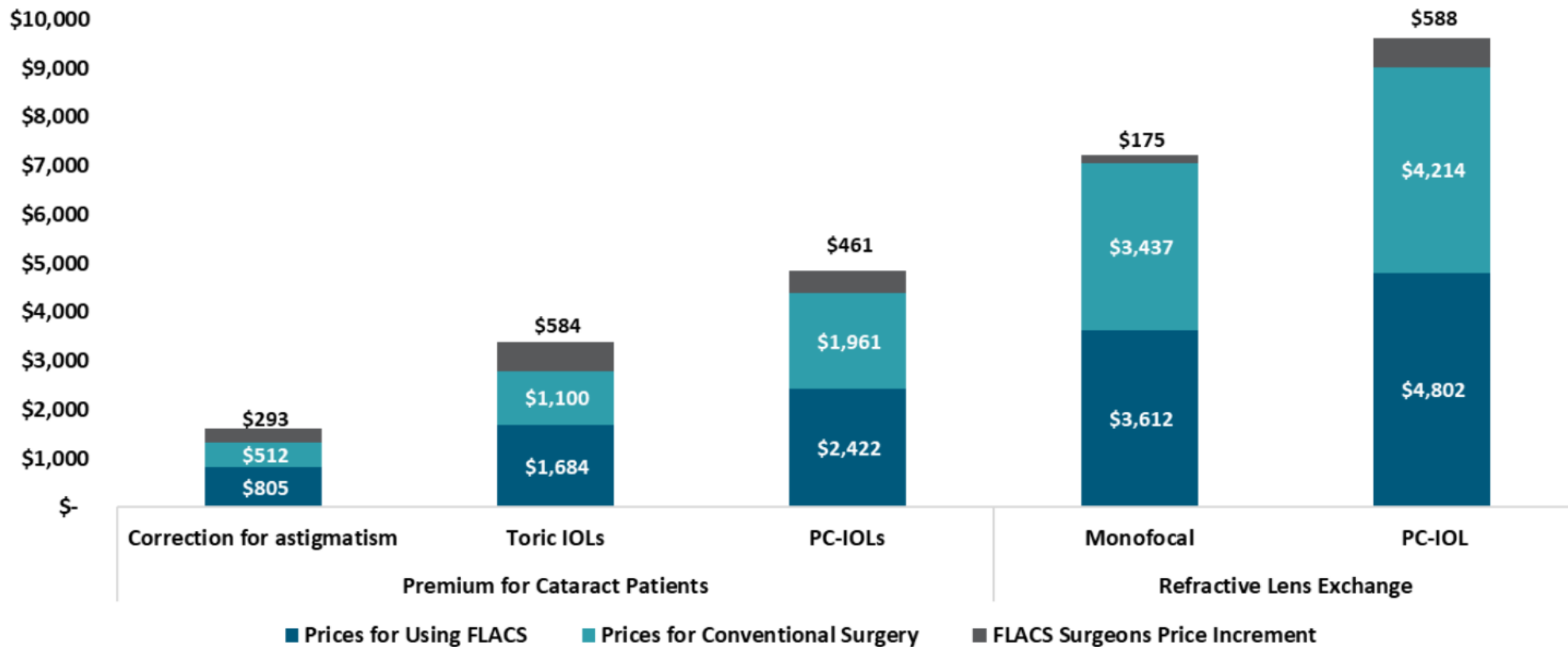


US Surgeon Adoption & Procedure Share of FLACS



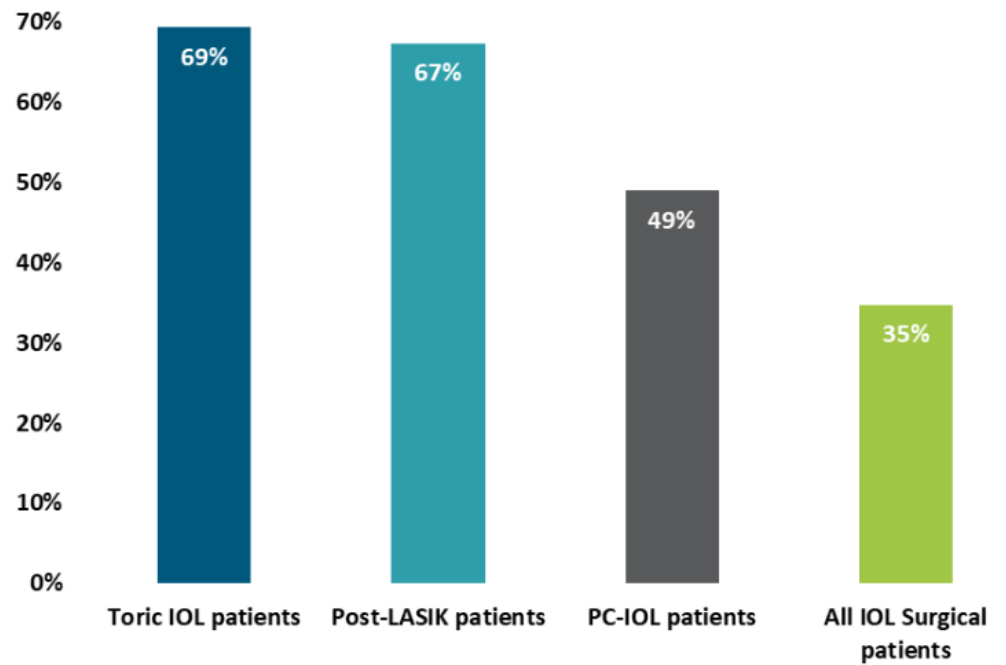
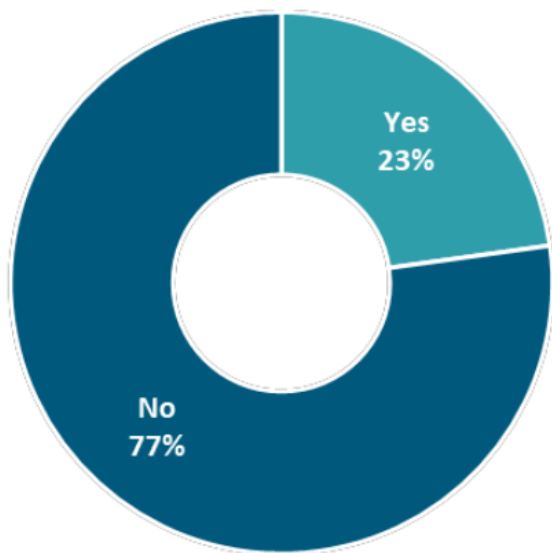
Source: Market Scope US Cataract & Refractive Quarterly Surgeon Survey Reports - 2014-2017

Average US Surgeon Premium Procedure Pricing



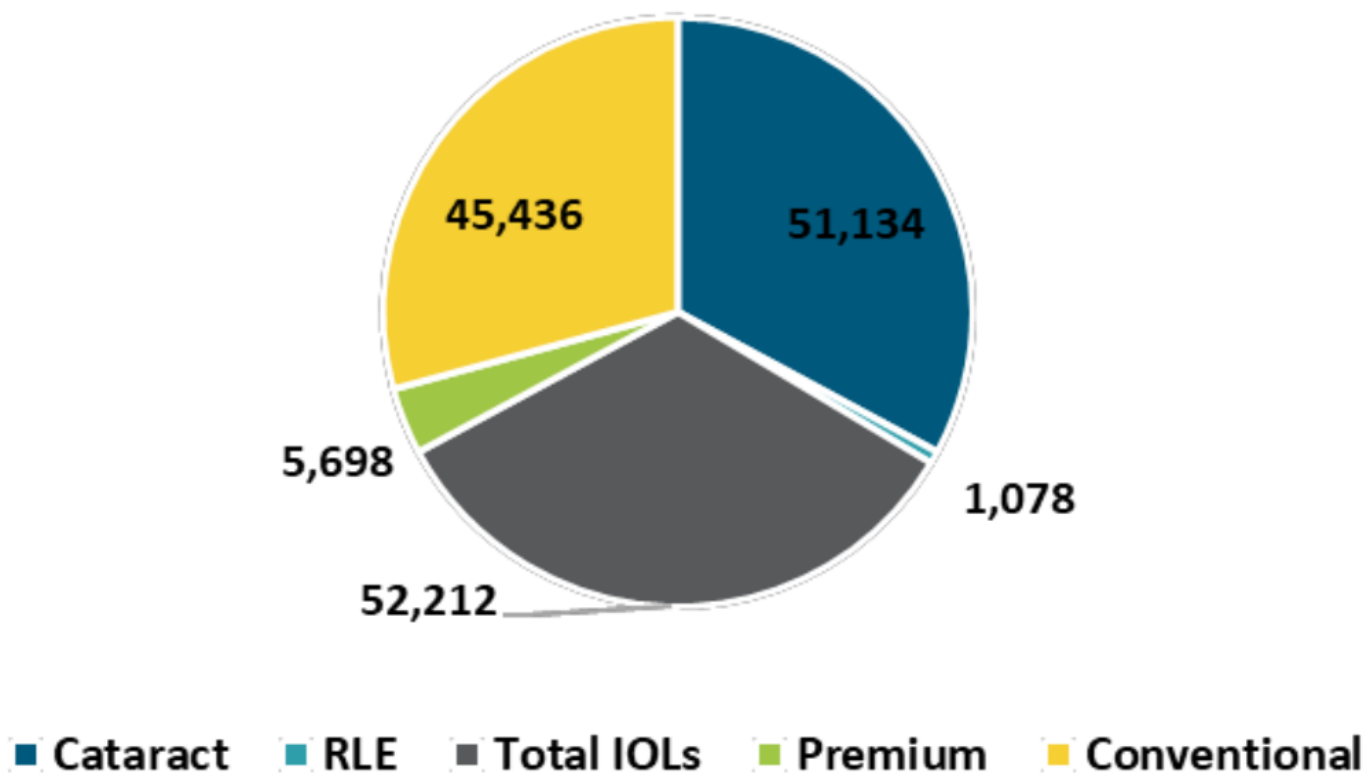
Source: Market Scope Quarterly Survey of US Cataract Surgeons

US Cataract Surgeons Offering Intraoperative Aberrometry



Source: Market Scope Quarterly Survey of US Cataract Surgeons

2015 Total IOL Procedure Volume - Oregon



Source: Market Scope 2015 Cataract Atlas

Market Scope Surgeon Surveys

- Surveying ophthalmologists for over 20 years
- Quarterly surveys cover Cataract, Refractive, Retina, & Glaucoma and allows surgeons to:
 - Gain insight into technology adoption and application
 - Benchmark practice performance, volumes and treatment choices
 - Connect with industry to drive innovation, product features and requirements.
- Participate for free and receive a comprehensive report of the results: <https://www.practice-scope.com/>
- Completely confidential and all data is de-identified

Year:
Type of Info.:
HCPSC Criteria:
MAC Option:

HCPSC:
Modifier:
Locality:

Update Results

Single HCPSC Code	
Code	Description
66984	Cataract surg w/iol 1 stage

[Print Results](#)
[Download Results !\[\]\(ee67f5de42743d0dcb88811b519c220d_img.jpg\)](#)
[Email Results](#)

For your convenience, search results can be printed, downloaded or emailed.

[Show Default Columns](#)

[Show All Columns](#)

MODIFIER	PROC STAT	MAC LOCALITY	NON-FACILITY PRICE	FACILITY PRICE	NON-FACILITY LIMITING CHARGE	FACILITY LIMITING CHARGE	CONV FACT	NA FLAG FOR TRANS NON-FAC PE RVU	NA FLG FOR FULLY IMP NON-FAC PE RVU	NA FLAG FOR TRANS FAC PE RVU	NA FLAG FOR FULLY IMP FAC PE RVU	N
	A	0230201	\$672.36	\$672.36	NA	\$734.56	35.9996	NA	NA			

Selected Criteria:

Year:
HCPCS:
Type of Info.:
Modifier:
HCPCS Criteria:
MAC Option:
Locality:

Update Results

Single HCPCS Code

Code	Description
66984	Cataract surg w/iol 1 stage

[Print Results](#)
[Download Results !\[\]\(d66ff64371a51729ac8c1cdaa685ba6f_img.jpg\)](#)
[Email Results](#)

For your convenience, search results can be printed, downloaded or emailed.

[Show Default Columns](#)
[Show All Columns](#)

1

View Items Per Page: [Go](#)

MODIFIER	PROC STAT	MAC LOCALITY	NON-FACILITY PRICE	FACILITY PRICE	NON-FACILITY LIMITING CHARGE	FACILITY LIMITING CHARGE	CONV FACT	NA FLAG FOR TRANS NON-FAC PE RVU	NA FLG FOR FULLY IMP NON-FAC PE RVU	NA FLAG FOR TRANS FAC PE RVU	NA FLAG FOR FULLY IMP FAC PE RVU	NA FLAG FOR FULLY IMP FAC PE RVU
	A	0230299	\$638.00	\$638.00	NA	\$697.02	35.9996	NA	NA			

Analysis Assumptions

- Office Staff (S) = \$30/hr
- Physicians (P) = \$300/hr
- Machines/Supplies/Non-Staff Overhead (M) = \$80/hr

The Process - Pre-op

- Registration • S\$5
 - Insurance Verification • S\$5
 - EHR Data Entry • S\$5
 - Patient Workup • S\$10
 - Doctor Evaluation/Discussion P\$75
 - Testing • S\$10 + M\$27
 - Biometry, topo, +/- OCT, •
 - +/- image acquisition •
 - Education/Consent • S\$15 + EdM\$2
 - Scheduling • S\$10
 - Surgical Planning • P\$25
- \$189

The Process - Intra-op

- Review of data
 - Patient Discussion
 - Surgery
 - Data Entry
- P\$15 (3 min)
 - P\$25 (5 min)
 - P\$75 (15 min)
 - P\$15 (3min)

\$130

The Process - Post-op

- Check-in x 3
 - Workup x 3
 - Doctor Eval x 3
 - Post-op education x3
 - Billing
- S\$7.5
 - S\$12.5
 - P\$100
 - D\$7.5
 - D\$7.5

\$135

The Process

- Pre-op • \$189
- Intra-op • \$130
- Post-op • \$135
- Overhead • ?\$50

\$504

Portland
 $\$672 - \$504 = \$168$

r.o. Oregon
 $\$638 - \$504 = \$134$

Portland

$$\$672 - \$504 = \$168$$

r.o. Oregon

$$\$638 - \$504 = \$134$$

The Process +

+ Toric IOL

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$700 - \$604 = \$768$$

+ PC IOL

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$1200 - \$604 = \$1,268$$

+ Intraop Abberometry

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$125 - \$504 = \$293$$

+ FLACS

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$450 - \$604 = \$518$$

+ FLACS + PC IOL + I.A.

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$1,775 - \$604 = \$1,843$$

+ iStent or Cypass

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$254 - \$604 = \$322$$

+ ABiC

- Pre-op • \$239
- Intra-op • \$230
- Post-op • \$135
- Overhead • ?\$50

$$\$672/2 + \$995 - \$654 = \$677$$

+ Toric IOL

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$700 - \$604 = \$768$$

+ PC IOL

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$1200 - \$604 = \$1,268$$

+ Intraop Abberometry

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$125 - \$504 = \$293$$

+ FLACS

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$450 - \$604 = \$518$$

+ FLACS + PC IOL + I.A.

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$1,775 - \$604 = \$1,843$$

+ iStent or Cypass

- Pre-op • \$239
- Intra-op • \$180
- Post-op • \$135
- Overhead • ?\$50

$$\$672 + \$254 - \$604 = \$322$$

+ ABiC

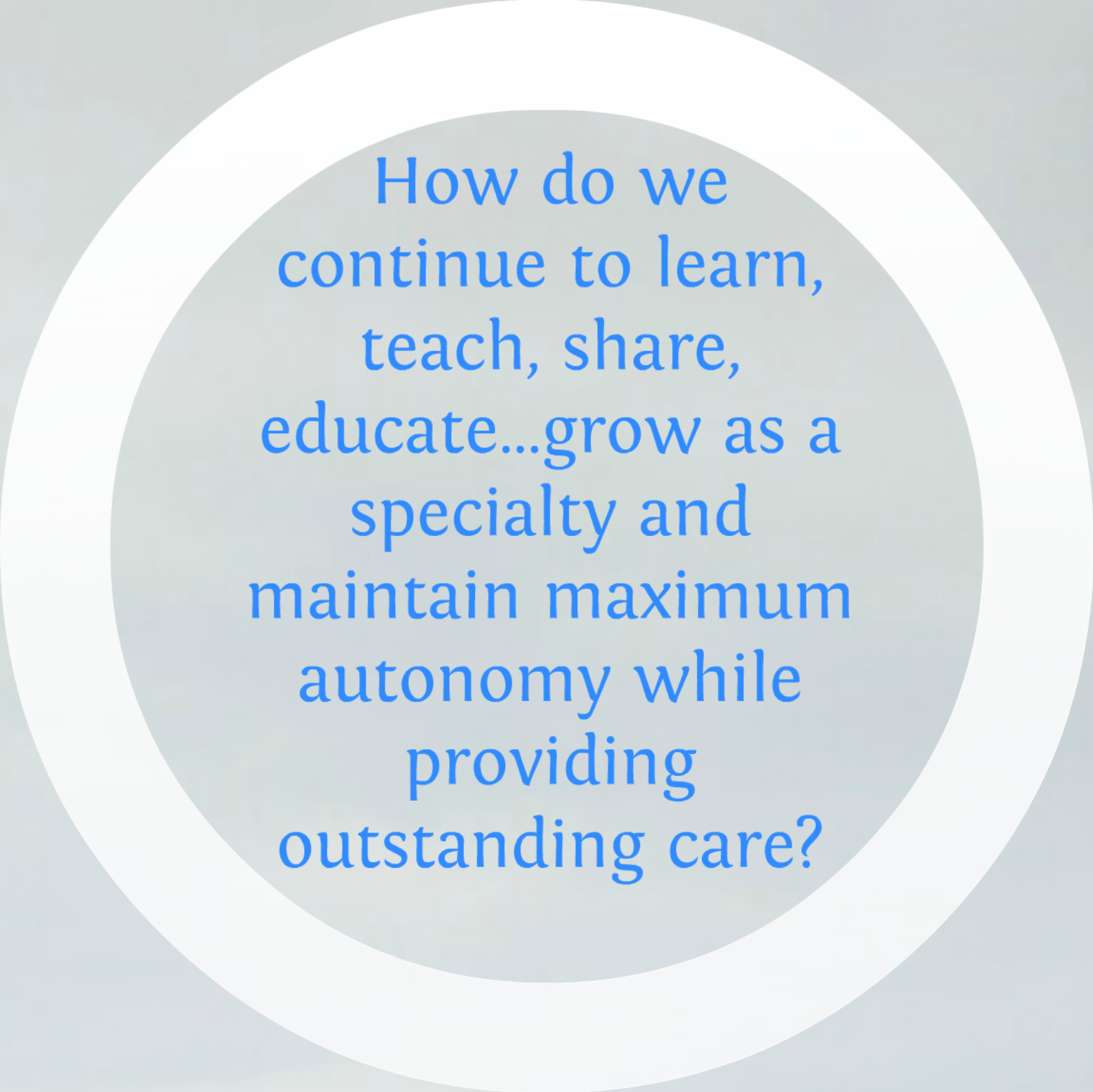
- Pre-op • \$239
- Intra-op • \$230
- Post-op • \$135
- Overhead • ?\$50

$$\$672/2 + \$995 - \$654 = \$677$$

Ways to Maximize Productivity

- Work more?!?
- Premium services
 - Delegation
- Bilateral simultaneous surgery
- Become surgical facilities
- Collect more aggressively
- Use EHR maximally
- Do clinical research





How do we
continue to learn,
teach, share,
educate...grow as a
specialty and
maintain maximum
autonomy while
providing
outstanding care?



Rethink the entire process
of cataract surgery to
maximize efficiencies,
adopt new technologies, &
develop competitive
strategies...

making us more productive
as surgeons and having
patients seek us out for the
results that we can offer

Thank you...

Please visit me in Chicago

dmaclubes@earthlink.net