

A large, light gray stylized eye graphic that serves as a background for the text. It has a white pupil and a gold iris area.

Alternative Surgical Facility
In-Office Refractive Intraocular Surgery
LASIK Suite Conversion
Example Provided



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Operations

Certification Specialist

Outline of the Process and Consultation

Michael Grasham, COT

Operations – EyeOR, Inc. & ASC Administrator

- 18 years experience as ASC administrator
- 28 years experience ophthalmic surgical technician
- AAAHC accredited for 14 years
- Consulting projects in design and construction for free standing ASC's



Steps to the Process:

1. Sign Letter of Intent to EyeOR Services.
2. Site Visitation and Consult.
3. Decision to move forward...
4. Sign Contract for Services... (50% due to start the project, 50% at completion of the operations manual and delivery of that document to practice).
5. EyeOR continues to work with you and center in procurement of equipment and supplies for the new operating room...
6. End of project, consider the additional Maintenance Agreement with EyeOR (3 year retainer agreement for annual site audits, and consultation).





Services & Consultation

- An intraocular refractive procedure that can safely be brought into the clinical setting.
- By following federal guidelines, both physical and procedural, an operating room can be built into the clinic.
- To insure a high standard of physician skill and surgical environment, quality control issues, procedural QA/QC will be our focus.
- To provide all centers with AAAHC accreditation within this surgical setting.



Steps to the Process...

- Site Inspection and Review of Goals and Objectives for the Surgical Suite.
- Policy and Procedures Manual.
- Property Improvements and Build-out.
- Consultation under the AAAHC guidelines and Federal, State and City code guidelines.

A LASIK Center Example:*

Size and Space

- a. The room must be able to accommodate operating chair/table and microscope that can be positioned for both temporal approaches.
- b. Cabinets are acceptable if they do not interfere with operational space and can be closed.
- c. Ceiling, Floor and Airflow considerations are examined and explored.
- d. Sterilization Room operations review and flow through operating room suite.

** Footnote: the above is only a sample of the conversion considerations to make the transition from a LASIK operating room to full in-office surgical suite. This is only an example of the highlights to a full consultation from EyeOR.*

LASIK Center Example:

- This is typical clean-up area for LASIK...will not pass muster in the surgical suite accreditation setting.
- Alternative build-out guidelines and construction can provide separate pass-thru for all sterilization procedures.



LASIK Center Example:

- The LASIK room ceiling tile construction must be washable and cleanable to the accreditation standards.
- Many LASIK suites will meet these standards, some do not.



LASIK Center Example Shown:

- LASIK Room was selected for OR suite development and upgrades in ceiling, flooring, back-up power supplies, cabinet changes were recommended and made.
- Pass-Thru sterilization room adjacent to the OR suite was decided upon and construction was minimal.
- Patient flow and holding areas identified for the intraocular procedures in new OR.
- A Surgical procedures manual was prepared with this space in mind. All staff will be trained in the suite procedures and a written manual will be updated continually by the center administrator.

LASIK Center Conversion:

- Average office surgical suite costs:
 1. Room improvements \$3,000
 2. Air filtration and door lock \$10,000
 3. Sterilization flow changes \$1,000
 4. Other \$1,000
 5. EyeOR Consultative Fees \$24,000 *

** This includes a three year retainer agreement at end of project, and supplier agreements for equipment and surgical supplies. EyeOR also has other packages with cost savings on this consultative fee...with reductions down to less than \$15,000 in total....ask about these bundle opportunities.*

LASIK Center Conversion:

An Example of the Contracted Pricing available through EyeOR:

1. Phaco (used)
2. Microscope
3. Digital Video System
4. Surgery Chair/Bed
5. Patient Monitor, etc...
6. Defibrillator (fully equipped)
7. Sterilizer
8. Instrument Trays (2)
9. Mayo Stand, IV pole, table...
10. Surgeons Stool

Total Average Estimated Costs...

\$85,000

LASIK Center Conversion:

Total Package from Start to First Cases:

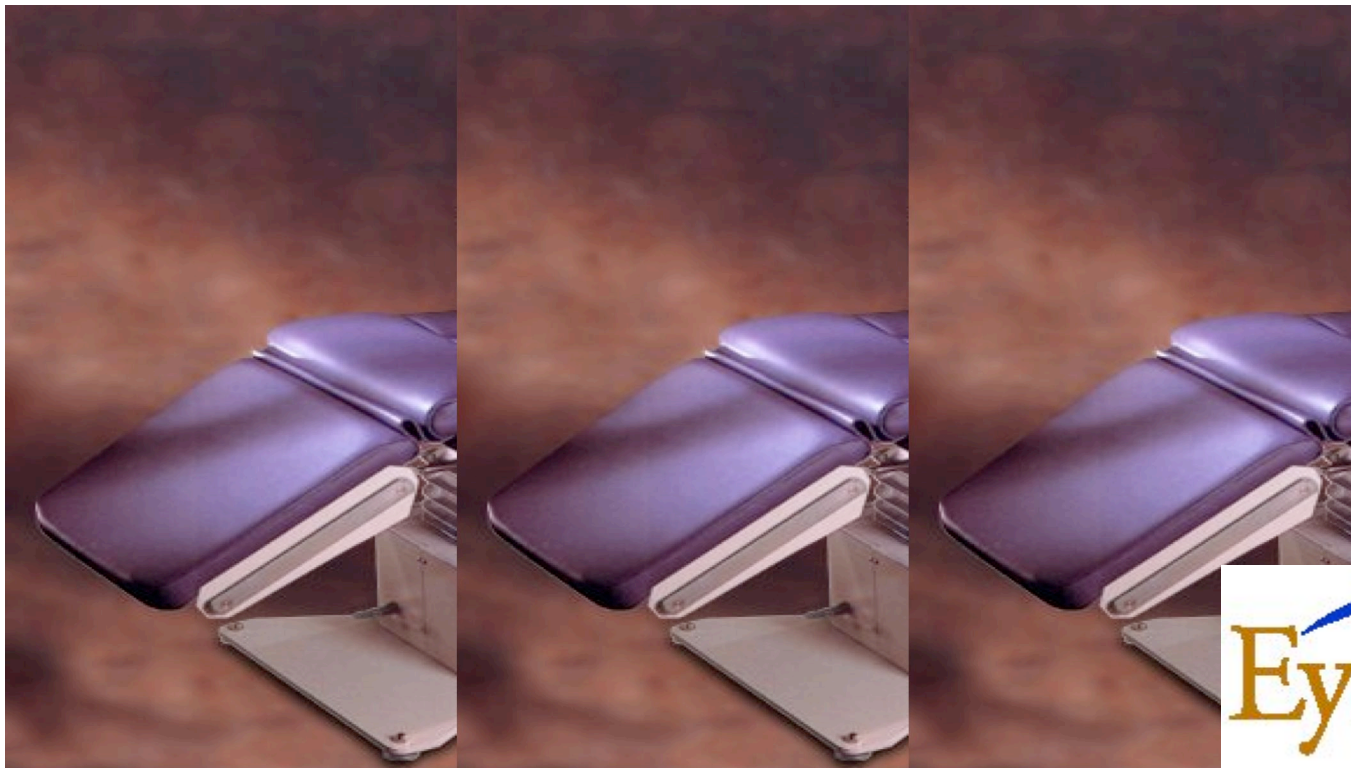
- Average Property Improvements and initial consultative work.....\$17,000.
- Consultative Services...\$24,000.
- Average Equipment for OR suite....\$85,000
- Total Start-up Costs.....\$126,000.



Equipment and Packs
Outline the “Stage” Process

Surgical Recommendations

- **Stationary Surgical Chair**
 - Patient can easily walk in & walk out
 - Allows patient to feel relaxed and comfortable



Surgical Recommendations

- **Ophthalmic Scope**
- Surgeon familiarity and superior optics w/ motorized head
- Allows surgeon to perform Phakic and Clear Lens procedures

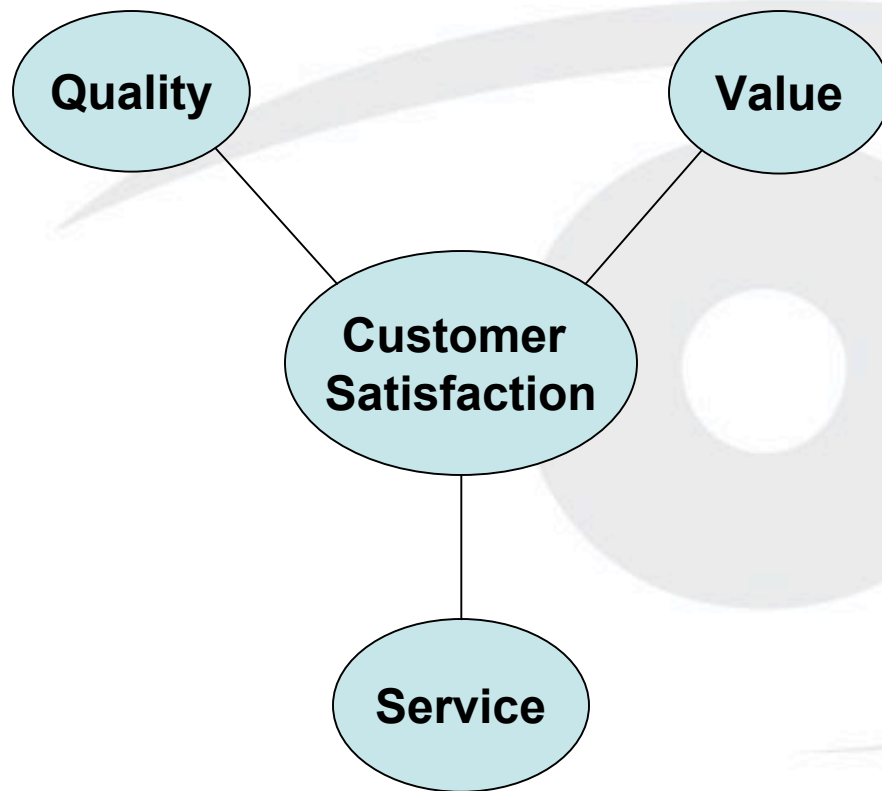


Surgical Recommendations

- **Ophthalmic Stool**
- Surgeon familiarity and comfort
- Allows surgeon to rest arms during procedure



EyeOR Equipment Packages



- Provide the highest quality equipment at a package price
- Present a professional surgical environment to the patient
- National Service Contracts



Full Line of Surgical Equipment

- Steris Sterilizers
- Rhein Instruments
- Steris Tables /Mayo Stands
- Datascope Monitors
- Zoll Defibrillator



Cost Analysis

- Dexta Chair
- Zeiss Scope
- Surgical Stool
- Phaco
- Instrumentation
- Tables & Stands
- Package Price
- \$80,000



Key Benefits

- One stop shopping
- Lease packages
- Professional Appearance
- Quality Outcomes
- National Service



Next Steps

- Purchase or Lease Agreement
- Equipment inventory
- Account is involved in process
- Equipment quote is prepared
- Purchase time line is set
- Delivery stages are scheduled



“Surgeon Benefits!”

- Patient focused IOR procedures.
- Profitable IOR procedures.
- A consult that builds a total Strategic Plan for Success:
 - 5 year budget & financial plan.
 - Operation support.
 - Equipment and Personnel.
 - Certification and continued QA/QC plan.
 - Marketing.
- Building a Partnership...
- Networking with Thought Leaders on our Medical Advisory Board.



Thank You!

Once again, this is only an example of one center that is now up and operational with AAAHC accreditation and performing both Phakic and RLE procedures in a safe accredited surgical suite in office.



See our web site sections on financial analysis examples as well as Why EyeOR as your choice for a partnership in this new area of practice.