Weiling 2, Issue 1 Wolume 2, Issue 1 Wolume 2, Issue 1 Wolume 2, Issue 1

Anne P. Sharamitaro, Esq. - Editor

ASC Payment System Update for 2008

Beginning in Calendar Year (CY) 2008, CMS began implementing a revised payment system for ambulatory surgery centers (ASCs), which uses the current hospital outpatient prospective payment system (HOPPS) as the framework and guide for the revised payment system for freestanding ASCs. For the new system, CMS has set the payment rates for *independent free-standing* ASCs at 65% for the 2008 implementation of the HOPPS rates for the same procedures performed in a hospital *outpatient department* (HOPD) setting.¹ The payment rates for procedures subject to the transition for CY 2008 are comprised of a 25/75 blend; specifically twenty-five percent (25%) of the CY 2008 revised ASC rate plus seventy-five percent (75%) of the CY 2007 ASC rate. In CY 2009, the blend will change to 50/50, and for CY 2010, it will be 75/25.¹ Beginning in CY 2011, CMS will fully implement the revised ASC payment rates. The revised payment ASC conversion factor will be updated by the consumer price index for urban consumers while the HOPPS conversion factor will be updated by the hospital market basket. Geographic adjustments will be made using the most recent hospital wage index.¹

The new payment system will continue to pay ASCs a facility fee designed to cover costs. However, the classifications for ASC payment are now called "ambulatory payment classifications" (APC) instead of "groupers". Under the APC-based payment system, outpatient providers will share the risk of treating Medicare patients. If costs exceed the predetermined payment, the provider will suffer the loss. If, however, services are delivered at a lower cost than the defined payment, the provider will realize a profit.¹ The Medicare Payment Advisory Commission (MedPAC) recommended this system to make payments more equitable across settings and services by using a common definition of the unit of payment and common method to calculate relative weights, as well as moving all payments for ambulatory care, including physicians' fees, under a combined volume control and update mechanism.¹

ASCs and hospitals will use the same APCs, but hospitals will use a greater number of APCs due to the wider variety of services provided. Rates paid for each APC are based on the APCs *relative weight*. Additionally, if procedures require use of a device which costs more than fifty percent of the total APC reimbursement, the rate can be adjusted to equal the hospital rate on the device only, and remain at 65% of the HOPPS rate for the remainder of the reimbursement. ASCs will continue to receive payments for ancillary services such as devices and drugs.¹

These new rules bring mixed results for ASCs, with those specializing in *orthopedic procedures* likely to benefit substantially under the new system, while ASCs specializing in *gastroenterology procedures* may see a significant revenue decrease of as much as 20%,¹ as ASC payments for gastroenterology and endoscopic procedures are currently paid between 82% and 84% of the HOPPS rate.¹ For example, the 2007 ASC payment for diagnostic colonoscopy is \$446, while the 2008 fully implemented payment is \$373.¹ The HOPPS conversion factor is expected to be the 2007 conversion factor multiplied by the 2008 hospital inpatient market basket increase (3.3%), resulting in an expected HOPPS conversion factor of approximately \$63.69.¹

http://www.mwe.com/index.cfm/fuseaction/publications.nldetail/object_id/ 8cc0c68c-571b-4cf3-9b0a-ce476d0a1763.cfm, (Accessed 8/20/2007). ¹ "CMS Revises ASC Payment System," PYA Alert, pyapc.com, August 21, 2007.

¹ "CMS Revises Payment Structure for Ambulatory Surgical Centers and Proposes Policy and Payment Changes for Hospital Outpatient," Centers for Medicare and Medicaid Services, July 16, 2007.

¹ "Ambulatory Surgery Center Payment Changes Proposed," McDermott Will & Emory, August 10, 2006,

¹ "Preparing for Medicare's APC System," By, Donn G. Duncan, M.D., <u>Healthcare Financial Management</u>, (July 1999), p. 42.

 ¹ Report to the Congress: Medicare Payment Policy, March 1999, p. 101.
¹ All information from "Overview of New Payment System," Ambulatory

Surgery Center Association, http://www.ascassociation.org/medicarepayment/overview (Accessed

March 20, 2008). ¹ "Ambulatory SurgeryCenter Payment Changes Finalized," McDermott Will & Emory, July 19, 2007,

http://www.mwe.com/index.cfm/fuseaction/publications.nldetail/object_id/ 091f18f0-1c09-470f-b681-e0c2080eec75.cfm, (Accessed August 20, 2007).

¹ "CMS finalizes 2008 ASC Payments," American Gastroenterological Association, <u>www.gastro.org/wmspage.cfm?parm1=3950</u>, (Accessed

August 17, 2007). ¹ "Ambulatory Surgery Center Payment Changes Proposed," McDermott Will & Emory, August 10, 2006,

http://www.mwe.com/index.cfm/fuseaction/publications.nldetail/object_id/ 8cc0c68c-571b-4cf3-9b0a-ce476d0a1763.cfm, (Accessed August 20,2007). ¹ "CMS Published ASC Final Rule, 2008 OPPS Proposed Rule," By Sally Hardgrove & Mark Blessing, BKD, LLP, October 2007.



Founded in 1993, HCC is a nationally recognized healthcare economic financial consulting firm

- HCC Home
- Firm Profile
- HCC Services
- HCC Experts
- Clients Projects
- HCC News
- Upcoming Events
- Contact Us
- Email Us

HEALTH CAPITAL

CONSULTANTS (HCC) is an established, nationally recognized healthcare financial and economic consulting firm headquartered in St. Louis, Missouri, with regional personnel nationwide. Founded in 1993, HCC has served clients in over 45 states, in providing services including: valuation in all healthcare sectors; financial analysis, including the development of forecasts, budgets and income distribution plans; healthcare provider related intermediary services, including integration, affiliation, acquisition and divestiture; Certificate of Need (CON) and regulatory consulting; litigation support and expert witness services; and, industry research services for healthcare providers and their advisors. HCC's accredited professionals are supported by an experienced research and library support staff to maintain a thorough and extensive knowledge of the healthcare reimbursement, regulatory, technological and competitive environment.



Robert James Cimasi, MHA, ASA, FRICS, MCBA, AVA, CM&AA, serves as President of **HEALTH CAPITAL CONSULTANTS** (HCC), a nationally recognized healthcare financial and economic consulting firm headquartered in St. Louis, MO, serving clients in 49 states since 1993. Mr. Cimasi has over thirty years of experience in serving clients, with a professional focus on the financial and economic aspects of healthcare service sector entities including: valuation consulting and capital formation services; healthcare industry transactions including joint ventures, mergers, acquisitions, and divestitures; litigation support & expert testimony; and, certificate-of-need and other regulatory and policy planning consulting.

Mr. Cimasi holds a Masters in Health Administration from the University of Maryland, as well as several professional designations: Accredited Senior Appraiser (ASA – American Society of Appraisers); Fellow Royal Intuition of Chartered Surveyors (FRICS – Royal Institute of Chartered Surveyors); Master Certified Business Appraiser (MCBA – Institute of Business Appraisers); Accredited Valuation Analyst (AVA – National Association of Certified Valuators and Analysts); and, Certified Merger & Acquisition Advisor (CM&AA – Alliance of Merger & Acquisition Advisors). He has served as an expert witness on cases in numerous courts, and has provided testimony before federal and state legislative committees. He is a nationally known speaker on healthcare industry topics, the author of several books, the latest of which include: *"The U.S. Healthcare Certificate of Need Sourcebook"* [2005 - Beard Books], *"An Exciting Insight into the Healthcare Industry and Medical Practice Valuation"* [2002 – AICPA], and *"A Guide to Consulting Services for Emerging Healthcare Organizations"* [1999 John Wiley and Sons].

Mr. Cimasi is the author of numerous additional chapters in anthologies; books, and legal treatises; published articles in peer reviewed and industry trade journals; research papers and case studies; and, is often quoted by healthcare industry press. In 2006, Mr. Cimasi was honored with the prestigious *"Shannon Pratt Award in Business Valuation"* conferred by the Institute of Business Appraisers. Mr. Cimasi serves on the Editorial Board of the Business Appraisals Practice of the Institute of Business Appraisers, of which he is a member of the College of Fellows.



Todd A. Zigrang, MBA, MHA, ASA, FACHE, is the Senior Vice President of **HEALTH CAPITAL CONSULTANTS** (HCC), where he focuses on the areas valuation and financial analysis for hospitals and other healthcare enterprises. Mr. Zigrang has significant physician integration and financial analysis experience, and has participated in the development of a physician-owned multi-specialty MSO and networks involving a wide range of specialties; physician-owned hospitals, as well as several limited liability companies for the purpose of acquiring acute care and specialty hospitals, ASCs and other ancillary facilities; participated in the evaluation and negotiation of managed care contracts, performed and assisted in the valuation of various healthcare

entities and related litigation support engagements; created pro-forma financials; written business plans; conducted a range of industry research; completed due diligence practice analysis; overseen the selection process for vendors, contractors, and architects; and, worked on the arrangement of financing.

Mr. Zigrang holds a Master of Science in Health Administration and a Masters in Business Administration from the University of Missouri at Columbia, and is a Fellow of the American College of Healthcare Executives. He has co-authored "*Research and Financial Benchmarking in the Healthcare Industry*" (STP Financial Management) and "*Healthcare Industry Research and its Application in Financial Consulting*" (Aspen Publishers). He has additionally taught before the Institute of Business Appraisers and CPA Leadership Institute, and has presented healthcare industry valuation related research papers before the Healthcare Financial Management Association; the National CPA Health Care Adviser's Association; Association for Corporate Growth; Infocast Executive Education Series; the St. Louis Business Valuation Roundtable; and, Physician Hospitals of America.



Anne P. Sharamitaro, Esq., is the Vice President of HEALTH CAPITAL CONSULTANTS (HCC), where she focuses on the areas of Certificate of Need (CON); regulatory compliance, managed care, and antitrust consulting. Ms. Sharamitaro is a member of the Missouri Bar and holds a J.D. and Health Law Certificate from Saint Louis University School of Law, where she served as an editor for the Journal of Health Law, published by the American Health Lawyers Association. She has presented healthcare industry related research papers before Physician Hospitals of America and the National Association of Certified Valuation Analysts and co-authored chapters in *"Healthcare Organizations: Financial Management Strategies*," published in 2008.