



American Surgical Assistants, Inc.

Surgical Assistants in Outsourcing



We have earned the Joint Commission's Gold Seal of Approval™



American Surgical Assistants, Inc.

- ▶ Surgical Assistants are an integral part of the Operating Room (OR) Team
 - SAs contribute an extra set of hands for the surgeon ensuring a better outcome for the patient
 - This involves providing positioning, exposure, hemostasis, suturing, harvesting grafts, dissecting tissue, removing tissue, implanting devices, etc. as determined by the primary surgeon, responsible for the patient and procedure.

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- ▶ Having the services of surgical assistants available to the surgeons at your hospital is extremely valuable. And to make it available to those surgeons you're trying to attract to your facility, is an enormously attractive marketing advantage.

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- ▶ The service is medically necessary in a great variety of surgical procedures. It makes available a needed service at no cost to the surgeons.



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- ▶ Hospitals do not need to employ surgical assistants
 - No salaries
 - No overtime
 - No benefit packages (health benefits, vacation, holiday pay, etc.)
 - Current surgical assistant staff can easily be transitioned over to the Healthcare Staffing company

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- ▶ Surgical assistants are placed at multiple facilities but are mainly utilized at their primary facility
 - SAs learn the specific needs of individual surgeons
 - Usually the surgeon can utilize the same surgical assistant on all his/her cases
 - Surgeons can leave the PA at the office generating more business for the surgeon and the hospital
 - Properly qualified and trained to the highest standards, SAs are capable of providing valuable assistance on a wide variety of surgical procedures.

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- ▶ Hospitals do not have to credential surgical assistants separately from the staffing agency
 - All employees of the Healthcare Staffing Agencies go through the same credentialing requirements as hospitals
 - Joint Commission will permit hospitals/surgery centers to accept credentialing paperwork from staffing agencies who are Joint Commission Certified
 - Smaller files can be kept by hospitals to include license, insurance, etc. instead of a complete credentialing packet

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- ▶ Hospitals and Healthcare Staffing Agencies work together to provide a complete and educational orientation.
 - Staffing agencies provide general orientation compliant with all Joint Commission requirements
 - Hospitals provide hospital-specific orientation saving time and resources

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- ▶ Hospitals no longer have to worry about administrative issues regarding surgical assistants
 - Current law prevents hospitals from billing for professional services (Stark Amendment)
 - Staffing agency handles all billing requirements for surgical assistants

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- ▶ **The scope of service surgical assistants provide include:**
 - General surgery and bariatric surgery (stomach stapling, weight reduction surgery, etc.)
 - Obstetrics and Gynecology, including laparoscopic procedures.
 - Vascular surgery: peripheral vascular (AAAs, etc.).
 - Cardiac surgery: (CABs, etc., including both open and laparoscopic vein harvesting).
 - Orthopedic surgery, including total joint replacements, spine surgery including instrumentation, arthroscopic joint surgery, etc.
 - Neurosurgery, both central and peripheral
 - Urology and genital system
 - Plastic (cosmetic) and reconstructive surgery
 - Robotic surgery

Surgical Assistants provide highly specialized service to the patient.

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EMPLOYING SAs vs. OUTSOURCING

A hospital employs 6 Surgical Assistants: Salary \$60,000 each excluding benefits (health insurance, overtime, vacation pay, on-call pay, etc.)

Total annual cost: \$360,000 plus related expenses

Allowing Staffing Company to employ the same SAs on hospital's behalf: Hospital pays a discounted monthly stipend (subject to negotiations based on payer mix specific to your facility) to the Staffing Company

Surgical Assistants are available at no additional cost to the hospital 24 hours a day 7 days a week including holidays and weekends.

Staffing company employs SAs, grants them generous benefits, handles all scheduling, billing and credentialing as well as absorbs the cost of continued training.

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▶ The benefits of using contracted Surgical Assistants are:

“Call coverage, expertise and reduced FTEs. Call coverage is more flexible when dealing with a contracted Surgical Assistant group and less cumbersome for the person managing the schedule. Most of the assistants have medical degrees from other countries and are very familiar with the surgical procedure(s). The fee for the assistant coverage is nominal compared to the cost of having to employ the full time equivalent.”

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