



Business of Total Joint Arthroplasty Course

2022 AAHKS Annual Meeting – 6:30 a.m. to 2:45 p.m.

Gaylord Texan Resort and Convention Center

Grapevine, Texas, USA

Faculty:

Richard Iorio, MD, *Course Chair*

C. Lowry Barnes, MD, *Course Co-Chair*

Jeffrey D. Angel, MD
C. Lowry Barnes, MD
Michael P. Bolognesi, MD
Joseph A. Bosco III, MD
Michael J. Christie, MD
Charles A. DeCook, MD
Goran Dragolovic, MBA
Stephen M. Engstrom, MD
Derek A. Haas, MBA
Anna Haghgoie, MBA
James I. Huddleston III, MD
Richard Iorio, MD
David S. Jevsevar, MD

William A. Jiranek, MD
Harpal S. Khanuja, MD
Chad A. Krueger, MD
Adolph V. Lombardi Jr., MD
David C. Markel, MD
Simon C. Mears, MD
R. Michael Meneghini, MD
Ryan Nunley, MD
Owen R. O'Neil, MD
Javad Parvizi, MD, FRCS
Adam J. Rana, MD
Benjamin J. Schwartz, MD
James Woodall Jr., MD, PhD



AAHKS Business Course Agenda

Breakfast and Introduction

- 6:30 – 6:55 a.m. **Breakfast – served outside of the Course Room.**
- 6:55 – 7:00 a.m. **Welcome and Introduction** Richard Iorio, MD

Session I: Defining the Playing Field of the Economics of Total Joint Arthroplasty

- Moderator:** C. Lowry Barnes, MD
- 7:00 – 7:12 a.m. **Defining the Business of TJA: Outpatient, Depreciation, Gross/Net Revenues, Bundled Care, BPCI, PMPM Rates, Private Equity, MSO and More** C. Lowry Barnes, MD
 - 7:12 – 7:24 a.m. **Contribution to Margins Are Decreasing as Inpatients Are Increasing as Outpatients** Derek A. Haas, MD
 - 7:24 – 7:36 a.m. **Coding and Reimbursement in the Modern Arthroplasty Practice: Every Little Bit Counts** Stephen M. Engstrom, MD
 - 7:36 – 7:48 a.m. **Maximizing Revenue in an ASC** Charles A. DeCook, MD
 - 7:48 – 8:00 a.m. **Maximizing Revenue in an HOPD and Inpatient Practice** Joseph A. Bosco III, MD
 - 8:00 – 8:12 a.m. **Bundles, ACOs and Group Practice: How Do We Fit In?** Adam J. Rana, MD
 - 8:12 – 8:30 a.m. **Discussion** C. Lowry Barnes, MD

Session II: Contracting and Regulatory Issues

- Moderator:** William A. Jiranek, MD
- 8:30 – 8:42 a.m. **Centers of Excellence: The Walmart Approach** Harpal S. Khanuja, MD
 - 8:42 – 8:54 a.m. **Direct to Employer Contracting** Owen R. O'Neil, MD
 - 9:06 – 9:18 a.m. **BPCI Success and Challenges: Next Steps, Future Bundles and Disease Management** James I. Huddleston III, MD
 - 9:18 – 9:30 a.m. **Surgical Homes** William A. Jiranek, MD
 - 9:30 – 9:42 a.m. **Co-Management in Rural Hospitals with Anesthesia** Jeffrey D. Angel, MD
 - 9:42 – 10:00 a.m. **Discussion** William A. Jiranek, MD
 - 10:00 – 10:15 a.m. **Break – refreshments served outside of Course Room.**



Session III: Private Equity: The New Kid in Town—Restoring Value to our Practices

| | | |
|--------------------|--|----------------------------|
| Moderator: | R. Michael Meneghini, MD | |
| 10:15 – 10:27 a.m. | The Models: Surgeon Employment vs. Ownership | Ryan M. Nunley, MD |
| 10:27 – 10:39 a.m. | The Market | Goran Dragolovic, MBA |
| 10:39 – 10:51 a.m. | From a Physician Leader Who Supports | James Woodall Jr., MD, PhD |
| 10:51 – 11:03 a.m. | From the Contrarian: PPMC by Another Name Is Still a PPMC | Javad Parvizi, MD, FRCS |
| 11:03 – 11:15 a.m. | What about the Young Surgeon? | Benjamin J. Schwartz, MD |
| 11:15 – 11:27 a.m. | How Do We Get Skin in the Game? | Anna Haghgooie, MBA |
| 11:27 – 11:50 a.m. | Discussion | R. Michael Meneghini, MD |

Lunch Break

11:50 – 12:20 p.m. **Lunch – served outside of the Course Room.**

Session IV: Defining Risk

| | | |
|--------------------|--|---------------------|
| Moderator: | Richard Iorio, MD | |
| 12:20 – 12:32 p.m. | What Is Risk? Patient, Provider, Hospital, and Insurer Have Different Viewpoints | Richard Iorio, MD |
| 12:32 – 12:44 p.m. | Calculating Risk for Population Stratification | David C. Markel, MD |
| 12:44 – 12:56 p.m. | Patient-Specific Risk Calculation and Modification | Chad A. Krueger, MD |
| 12:56 – 1:08 p.m. | Revisions, High Comorbidity Patients, Underserved Communities: How Can These Groups Be Best Served in an Economically Challenged Environment? | Simon C. Mears, MD |
| 1:08 – 1:20 p.m. | Discussion | Richard Iorio, MD |

Session V: Status of the Playing Field Through Different Practice Models

| | | |
|-------------------|--|--------------------------|
| Moderator: | Michael P. Bolognesi, MD | |
| 1:20 – 1:32 p.m. | Hospital and Hospital Employment Model | Michael J. Christie, MD |
| 1:32 – 1:44 p.m. | Private Practice Surgeon with ASC Ownership | Benjamin J. Schwartz, MD |



| | | |
|------------------|--|----------------------------|
| 1:44 – 1:56 p.m. | Academic Practice Dealing with the Hospital | Michael P. Bolognesi, MD |
| 1:56 – 2:08 p.m. | Private Equity | R. Michael Meneghini, MD |
| 2:08 – 2:20 p.m. | Supergroups: Academic, Private, “Privademic”, and Multispecialty Groups | David S. Jevsevar, MD |
| 2:20 – 2:32 p.m. | Specialty Hospital Ownership | Adolph V. Lombardi Jr., MD |
| 2:32 – 2:45 p.m. | Discussion | Michael P. Bolognesi, MD |

Adjournment

| | | |
|-----------|-----------------------------------|--|
| 2:45 p.m. | Course Wrap-Up and Adjourn | Richard Iorio, MD and C. Lowry Barnes, MD |
|-----------|-----------------------------------|--|