Affordable Care Act: Are We REALLY Willing to Pay for Prevention?

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DISCLOSURES

No financial relationships to disclose
Will not be discussing nonapproved uses/techniques of devices or medications

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- Preventive Care
- Use HD as an example
- Real world scenario

Affordable Care Act: Are We Willing To Pay For Prevention

- Prevention is buzzword
- Nutrition (as example) in ESRD
- Real life example

BUILDING HEALTHIER COMMUNITIES BY INVESTING IN PREVENTION

A focus on prevention will not only improve the health of Americans, but also help to reduce health care costs and improve quality of care. Through the Prevention and Public Health Fund, the Affordable Care Act works to address factors that influence our health – housing, education, transportation, the availability of quality affordable food, and conditions in the workplace and the environment. By concentrating on the causes of chronic disease, the Affordable Care Act helps move the nation from a focus on sickness and disease to one based on wellness and prevention.

An Ounce of Prevention...
An Ounce of Prevention...

**FACT:** Can delay need for dialysis with appropriate nutrition

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**Hemodialysis**

- $87,561 per PATIENT per YEAR
- 68,000 new patients per YEAR
- Delay 1% for 6 months
- $29.8M saved

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**Nutritional Counseling**

Medical Nutritional Therapy:
- Initial Session (CPT 97802) $40
- Follow-up Session (CPT 97803) $34

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**TCVCG Experience**

- 13 Vascular Surgeons
- 3 Office-Based Procedure Suites for HD Access
- 2745 dialysis related procedures in 12 months
- 535 New Surgical Access procedures (CPT 36818-830)
- Two Nutritionists (F/T)
- DCN
- RD

**Total RD Revenue = $94,107**

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**TCVCG Experience**

- Annual Salary $65,000
- Benefits (20%) $13,000
- Add’l Costs $ 5,000
- *Total Costs* $83,000
- *Excludes fixed costs of rent, staff, billing etc.*
TCVCG Experience

Revenue $94,107

*Total Costs = $83,000

Profit (Margin) $11,107 (13.4%)

*Excludes fixed costs of rent, staff, billing etc.

13% margin ($11k)

After 10 years !!!

Return on investment negative until year 13-15!

Why Take The Risk?

Nutrition Tx < $1,000k / yr

Hemodialysis $87,562 / yr

Increase Reimbursement for Nutritional Services

Increase Nutritionists in contact with vascular patients

Delay onset of dialytic therapy

Save system money!

The “Other” Cost

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