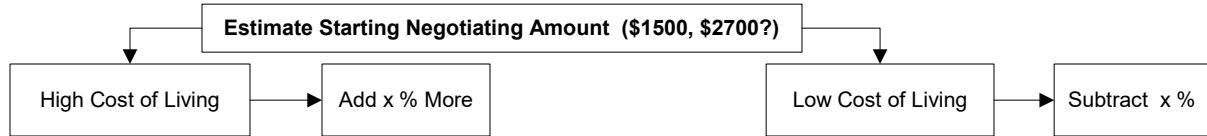
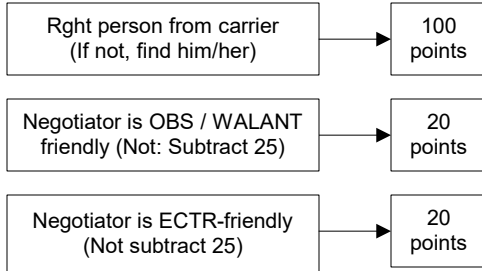


# Decision Tree for IOECTR Carve-Out Negotiated Reimbursement with a Private Carrier

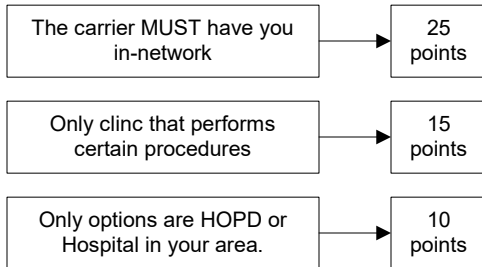
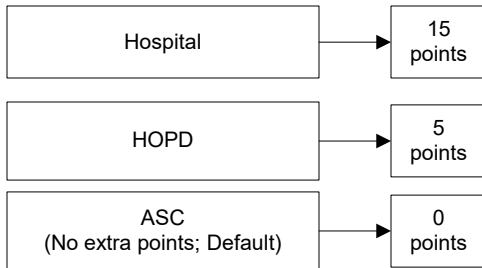


**Calculation Methods:** 1) Cash Cost 2) Add up Direct and Indirect Expenses 3) Research Paper\*

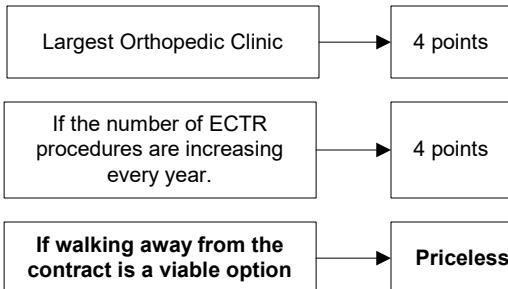
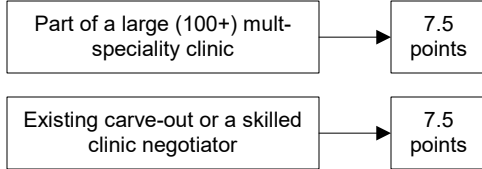
## Insurance Company Negotiator



## Place of Service (currently)

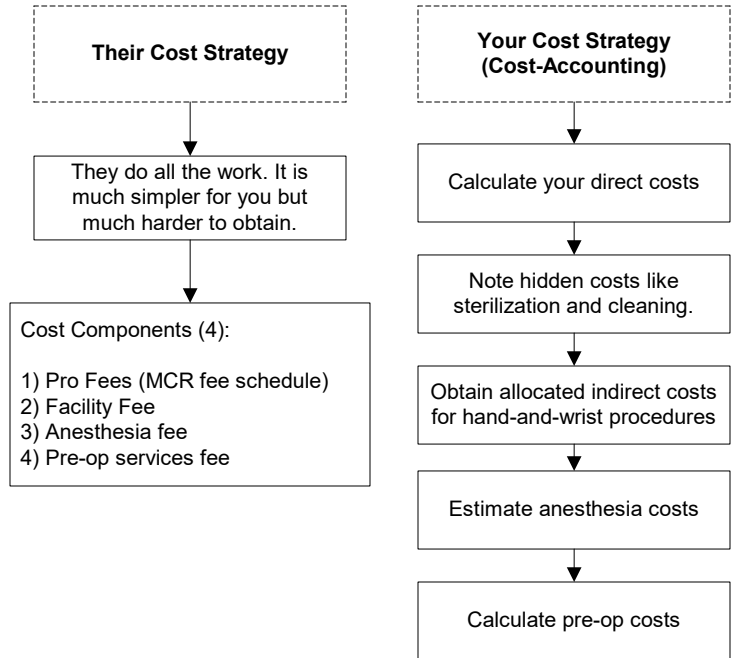


## Closely Related / Correlated

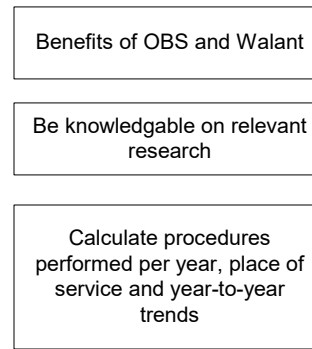


\*Comparison of the Costs of Reusable Versus Disposable Equipment for Endoscopic Carpal Tunnel Release (J. Voigt, et al., 2020) (Amer Soc Surg Hand)

## Negotiating the carve-out with the insurance carrier



## BOTH Strategies



## Practice Expense (NON-FAC PE)

- Direct
- 1) Clinical Staff Time
  - 2) The Equipment
  - 3) Supplies Used During A Procedure
- Indirect
- 4) Administrative Staff
  - 5) Building Space
  - 6) Office Supplies

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