Vascular surgery is an essential component of a hospital’s overall surgical program and performance. Yet, this service line remains one of the least recognized and most misunderstood specialties by most health care systems across the country.

Vascular Surgery Services Contribute to Health System Success in Three Ways
- Improve quality, outcomes and safety associated with the operating room environment
- Support and enable other procedures across a wide range of specialties outside of vascular services (eg, spine, trauma, cardiovascular, orthopedics, dialysis, oncology)
- Provide hospitals with a significant growth engine due to the increasing prevalence and incidence of vascular disease and the need for collaborative services

Vascular Services Across the Care Continuum
Vascular surgeons treat a wide spectrum of diseases across the continuum of care, many of which are increasing in both prevalence and incidence.

Vascular Services Forecast: Impact of Change® 2021, 2019–2029
10-Year Total Growth  Inpatient: –2%  Outpatient: 21%

INPATIENT (DISCHARGES)

- Open and Endovascular—Peripheral  2%
- Open and Endovascular—Abdominal  16%
- Open and Endovascular—Cerebral  17%

OUTPATIENT (VOLUMES)

- CT  25%
- Arteriovenous Fistula  18%
- Endovascular Peripheral  13%
- Venous and Arterial Duplex Scans  14%
- E&M Visits  20%

Note: Analysis excludes 0–17 age group. Procedure volumes for CT and E&M visits are for the following CARE Families: Aneurysms, Arterial Embolism, Disease of Venous System (Veins, Vein Thrombosis, Hemorrhoids), Peripheral Vascular Disease and Venous Thrombosis. All other procedures include volumes across all diseases. E&M = evaluation and management. Source: Impact of Change® 2021; HCUP National Inpatient Sample (NIS), Healthcare Cost and Utilization Project (HCUP). Agency for Healthcare Research and Quality, Rockville, MD. Proprietary Sg2 All-Payer Claims Data Set, 2010. The following 2010 CMS Limited Data Sets (LDS): Carrier, Denominator, Home Health Agency, Hospice, Outpatient, Skilled Nursing Facility, Claritas PopFacts®, 2021; Sg2 Analysis, 2021.

ASC = ambulatory surgery center; cath = catheterization; OBL = office-based lab.

Vascular Surgery’s role in maintaining a safe operating room environment
Vascular surgery’s impact on hospital case mix index, which affects hospital revenue
Role in support of other service lines
**VALUE OF VASCULAR SURGERY**

The time is now. In the increasingly competitive world of health care, being the first in the market to intensely focus on vascular surgery and services development can lower the total cost of care and improve quality while growing revenues and contribution margins, allowing an organization to remain relevant in the market. Using a vascular program to establish a collaborative effort with other specialties (such as interventional radiology and cardiology) will bring efficiencies as well as differentiation to your program.

Proactively engage your vascular surgery leadership to capitalize on the immediate opportunity.

**Action Steps for Successful Organizations**

<table>
<thead>
<tr>
<th>Strategy</th>
<th>Assessment</th>
<th>Governance</th>
<th>Coordination</th>
<th>Physician Alignment</th>
</tr>
</thead>
<tbody>
<tr>
<td>What type of vascular surgery services do you offer today?</td>
<td>How do you compete in the market today?</td>
<td>Do you have the governance structure and physician leadership to grow vascular surgery services?</td>
<td>Who is delivering vascular surgery services today in your system?</td>
<td>Do you have durable alignment with vascular surgeons that will ensure long-term, high-quality surgical, medical and endovascular care to your community?</td>
</tr>
</tbody>
</table>

**Ask your leadership team key questions.**

**Organize your strategic goals and options into a relevant framework.**

**Physician Engagement**
- Incentive alignment (e.g., delivering quality, access and patient satisfaction)
- Workforce and staffing models

**Channel Management**
- Referral and network integrity
- Collaboration with community, PCPs and other upstream channels
- Virtual health adoption

**Care Coordination**
- Integration across the continuum (e.g., triage, navigation, PAC)
- Establishing care protocols for hospitalist care
- Delivering high-quality, efficient, cost-effective care

**Service Capabilities**
- Operational efficiencies
- Expansion of services (e.g., regional footprint and access)
- Expand clinical offerings (e.g., cardiac rehab)

**Smart Growth**
- Integration of services through cross-functional collaboration
- Expansion of services through strategic partnerships
- Alignment of care delivery models with market needs

**GOVERNANCE**
- Governance and leadership
- Service line structure
- Metrics and goals
- Decision making

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**Sg2 Market Analytics + SVS Clinical Expertise = Differentiated Service Line Strategic Growth Planning**

Sg2 and the Society for Vascular Surgery (SVS) have extended our partnership to offer differentiated service line strategic growth planning to members and build upon findings in our vascular surgery valuation study. We aim to advance your vascular program by combining the market-leading analytics and service line expertise of Sg2 with the clinical depth, provider expertise and reputation of SVS.

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**Why Organizations Choose Sg2**

Sg2 analytics paired with our expertise help make informed decisions and interpret and anticipate the implications of these decisions.

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**ANALYTICS**
- Future-focused methodologies
- Full System of CARE frameworks
- Data organized by disease, procedure, service line and site of care
- Designed for enterprise-wide stakeholders
- Proven track record

**EXPERTISE**
- Trusted advisors who challenge your assumptions
- Cutting-edge research and thought leadership
- Frameworks to support relevant and repeatable planning efforts
- Collaborative approach
- Strong market knowledge

**SVS-led review, assessment and recommendations:**
- Care pathway and clinical protocol review
- Strategies to recruit and retain vascular surgeons
- Equipment and infrastructure needs
- Quality and outcomes metrics
- Clinical leadership and governance

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**Contact** Learnmore@sg2.com for more information.