

VALUE OF VASCULAR SURGERY

An essential component of a health system's growth portfolio

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

What hospital leadership sees

Elective vascular surgery revenue

What hospital leadership may not see

Vascular surgery's role in maintaining a safe operating room environment

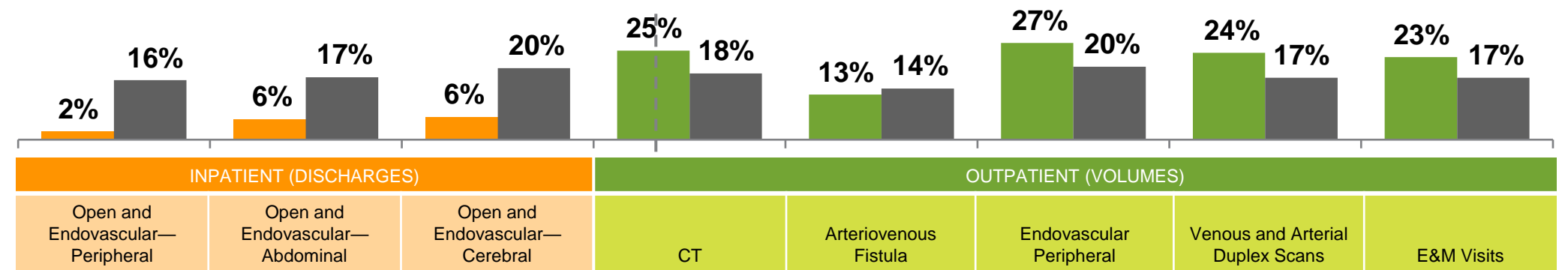
Vascular surgery's impact on hospital case mix index, which affects hospital revenue

Role in support of other service lines



Vascular Services Forecast: Impact of Change® 2021, 2019–2029

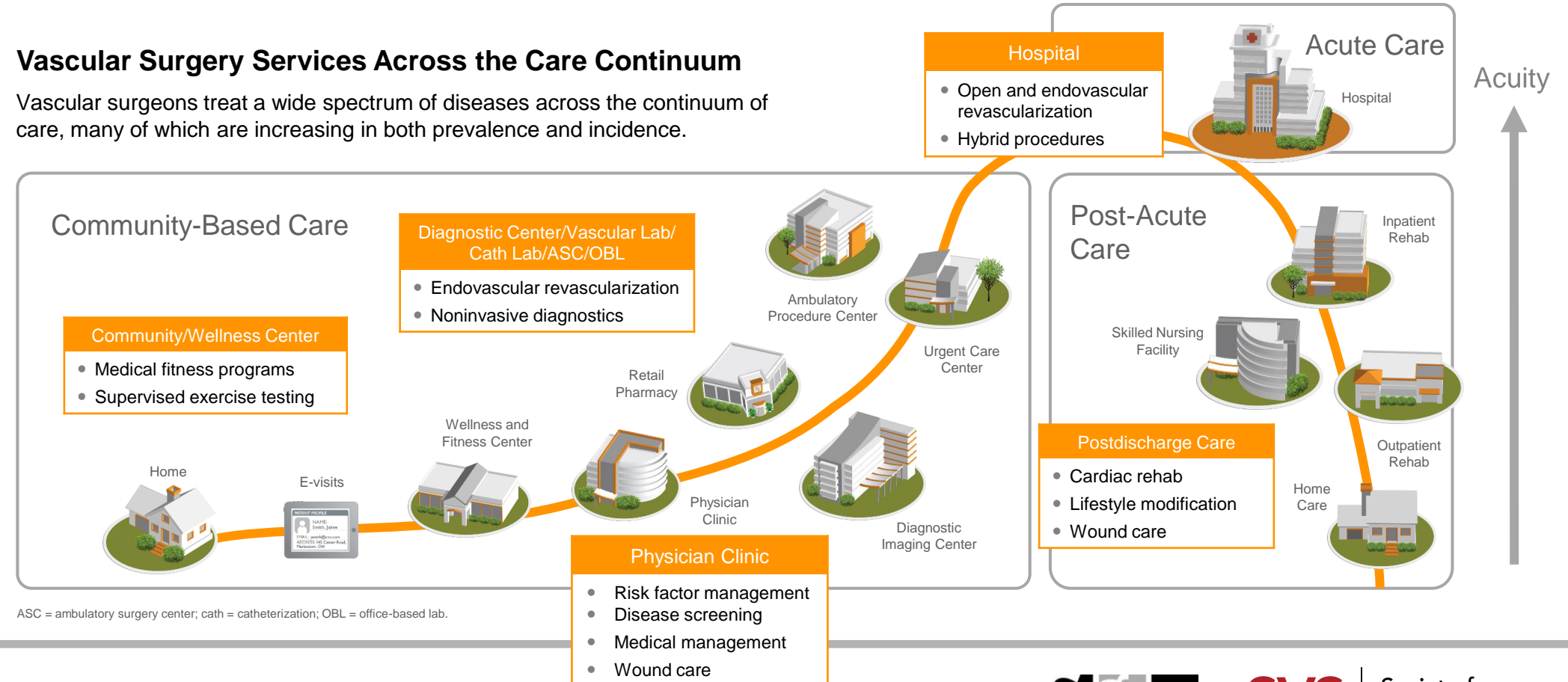
10-Year Total Growth | Inpatient: -2% | Outpatient: 21%



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 (Varicose Veins, Phlebitis, Hemorrhoids), Peripheral Vascular Disease and Venous Thromboembolism. All other procedures include volumes across all diseases. E&M = evaluation and management. Sources: Impact of Change®, 2021; HCUP National Inpatient Sample (NIS), Healthcare Cost and Utilization Project (HCUP) 2018. Agency for Healthcare Research and Quality, Rockville, MD; Proprietary Sg2 All-Payer Claims Data Set, 2018; The following 2018 CMS Limited Data Sets (LDS): Carrier, Denominator, Home Health Agency, Hospice, Outpatient, Skilled Nursing Facility; Claritas Pop-Facts®, 2021; Sg2 Analysis, 2021.

Vascular Surgery 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.



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Are you positioned to capture the growth?

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

Ask your leadership team key questions.



Strategy

- What type of vascular surgery services do you offer today?
- Where do you want to take the program in the future?



Assessment

- How do you compete in the market today?
- What resources do you need to be successful?



Governance

- Do you have the governance structure and physician leadership to grow vascular surgery services?



Coordination

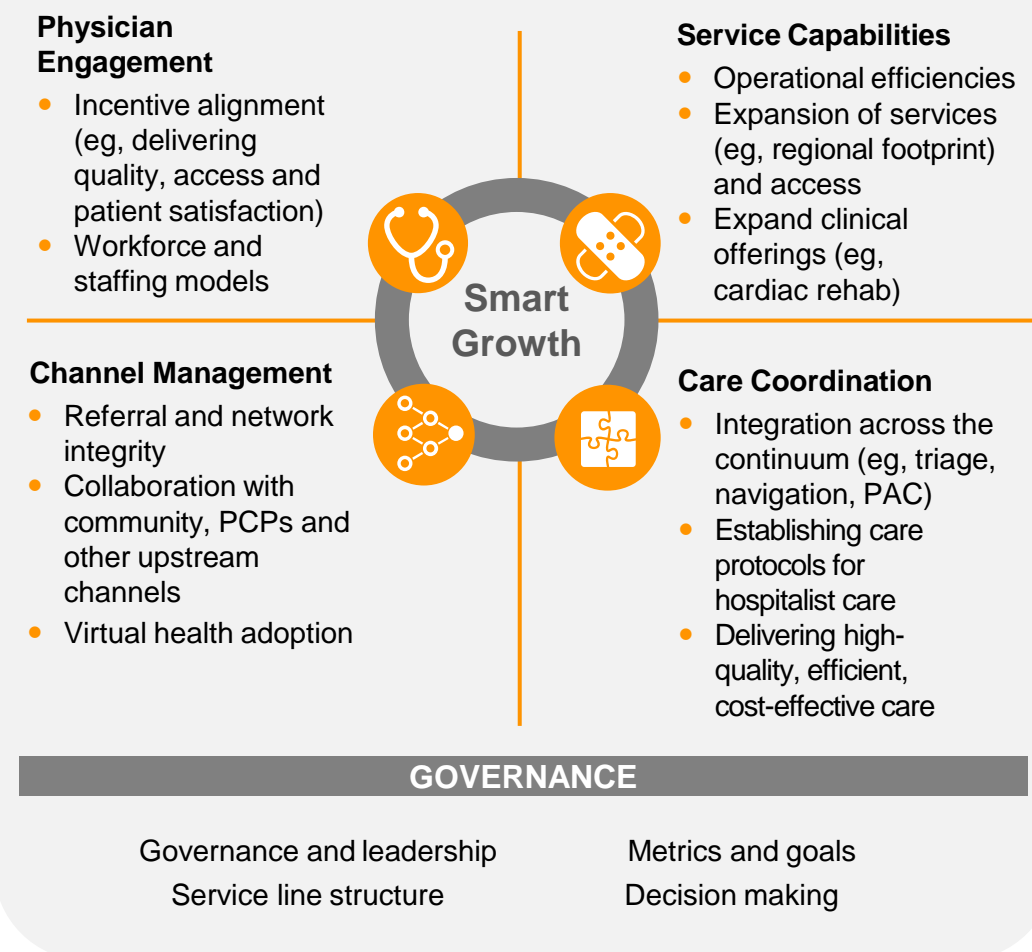
- Who is delivering vascular surgery services today in your system?
- Are you coordinating care across the care continuum?



Physician Alignment

- Do you have durable alignment with vascular surgeons that will ensure long-term, high-quality surgical, medical and endovascular care to your community?

Organize your strategic goals and options into a relevant framework.



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

SVS-led review, assessment and recommendations:

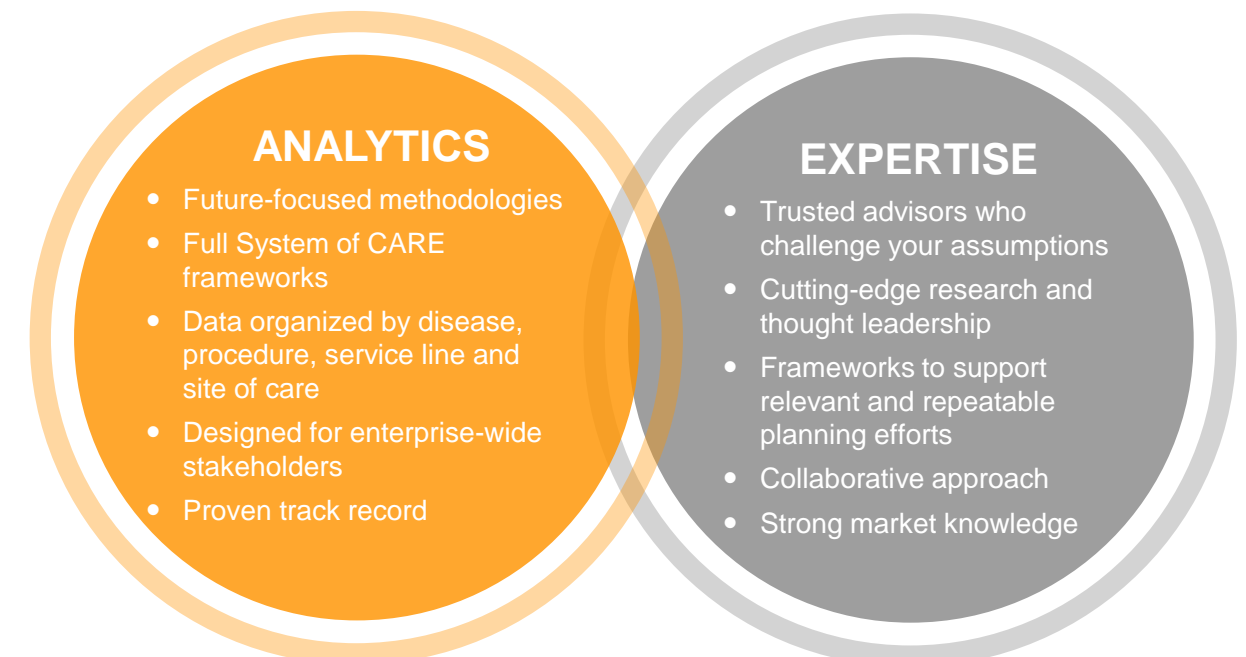
- Care pathway and clinical protocol review
- Strategies to recruit and retain vascular surgeons
- Equipment and infrastructure needs
- Quality and outcomes metrics
- Clinical leadership and governance

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.

Why Organizations Choose Sg2

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



PAC = post-acute care; PCP = primary care physician.