



## What some of our Partners are saying about us...

*"We knew that opening and operating our own eye surgery center was an ambitious undertaking. Just finding a suitable site in San Francisco is a challenge. We chose Surgery Center Partners to develop and manage our center based on their reputation for building successful physician-owned ambulatory surgery centers. Knowing that they will handle all of the details associated with financing, constructing, equipping, staffing and operating our center, including satisfying all regulatory requirements, has given us tremendous confidence in the future of our center. We look forward to performing surgeries in a facility that has been specifically designed to meet our needs and those of our patients."*

Andrew Iwach, MD  
Eye Surgery Center of San Francisco  
San Francisco, CA

**Surgery Center Partners'** physician-centered perspective led us to pioneer a unique ownership model – our physician partners are majority owners of their center. We also make it easy to become a partner by offering three valuable financial advantages:

- **A very low initial investment – only \$10,000**
- **Limited pre-opening development costs that are free of mark-up and paid through a loan – revenues generated by procedures, not professional fees, are used to pay back the loan**
- **Significantly reduced management costs after the center first opens (while revenues grow)**

Unlike other companies that expect physicians to make a large, up-front investment of \$100,000 or more, we believe our physician partners should leverage alternative funding sources to open their center. With our financial model, you're free to invest elsewhere the \$90,000 (or more) that others would require you to invest in a center.



*Samuel N. Marcus, MD and George M. Tinawi, MD, both experienced physicians, are co-founders of Surgery Center Partners.*



*Our modern ambulatory surgery centers provide the ease of access and efficient work flow required to handle a high volume of cases.*

Through our management subsidiary, we offer the complete package of services required to oversee all non-physician aspects of your ASC's operations, including:

### Pre-Opening Services

We write the business plan, obtain financing, and file for all business and regulatory licenses. We locate an appropriate site for the center (approved by the partnership) and either oversee new facility construction or negotiate a lease on an existing facility that is then retrofitted on behalf of our partners. We also procure and set up all medical and office equipment, fixtures, furniture and supplies. Whether we build from the ground-up or modify an existing facility, we oversee the entire construction project from start to finish.

### Managed Care Contracting

Surgery Center Partners has successfully negotiated important managed care contracts and often has achieved considerably higher than average reimbursement rates for the centers that we have opened. We also are well positioned to maximize PPO reimbursement for facility fees.

### Accreditation and Quality Assurance Compliance

In addition to obtaining state licensure, Joint Commission on Accreditation of Healthcare Organizations (JCAHO) accreditation and Medicare certification, we are responsible for meeting all of the ongoing and ever more stringent standards and requirements of each of these governing bodies. This includes physician credentialing and peer review, continuing education, clinical and administrative policies, patient care and monitoring, non-physician clinical competency, infection control and risk management. We also conduct all monthly review and analysis tasks, and evaluate employee and patient satisfaction.



*At Peninsula Eye Surgery Center, patients are placed on a specially designed surgical chair and transported from pre-op, to the OR, and into the post-op area. Effortless positioning of patients for surgery and recovery improves facility efficiency, permitting higher throughput.*



*The state-of-the-art operating rooms in our centers are designed for efficient delivery of high-quality patient care.*

### Human Resources

We hire, train, and supervise non-physician support personnel for the surgery center, and we're responsible for all human resources policies and management tasks, including defining pay scales and securing benefits. Our centralized staffing model for nursing, administration, and billing means we can quickly cover both planned and unplanned staffing shortages.

### Nursing Services

Surgery Center Partners provides comprehensive oversight for nursing staff, including maintaining updated accreditation standards, setting and reviewing quality assurance standards, assuring clinical competency and certification, and managing all protocols and incident reports.

### Purchasing

We procure all equipment, supplies and medications used in the surgery center and because of our bulk purchasing power, we negotiate discounts and contracts for equipment repair, biomedical checks and facility services.

### Billing

Surgery Center Partners manages all administrative functions related to billing and collections, including generating and distributing monthly billing reports and performing all account billing, follow up and collection tasks.

### Financial Services

We are responsible for providing financial management for the center, including planning, reporting and accounting services.

**With Surgery Center Partners on your team, you can focus on your medical practice**, secure in the knowledge that we'll handle all of the details of operating your ambulatory surgery center. You will attain maximum productivity practicing at a single high-quality outpatient facility that can accommodate your scheduling preferences. An experienced, dedicated team of medical and administrative professionals will consistently care for your patients. Plus, you will maintain a high level of patient satisfaction – *our partners have consistently achieved an average 99.4% satisfaction rating – and we measure patient satisfaction at every facility on a monthly basis.*

Isn't it time you partnered with Surgery Center Partners and began increasing your income – without increasing your workload?



*"Physicians know how to run their own medical practice. But an ASC is a much larger undertaking with a different business model. It's like running a mini-hospital. There are an overwhelming number of regulatory and operational issues involved. Consultants can give you advice, but then it becomes a matter of who actually does the work. Physicians cannot handle everything. It takes a team with specialized expertise to develop and manage a profitable ASC. The experienced staff of Surgery Center Partners has delivered hands-on support in everything from accreditation and IT services to billing, allowing us to refocus our energies on performing surgeries and generating income."*

David F. Chang, MD  
Peninsula Eye Surgery Center  
Mountain View, CA