



Healthcare Blue Book

YOUR FREE GUIDE TO FAIR HEALTHCARE PRICING

Surgery Pricing Secrets: The Challenges Patients Face

Chart Pack



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Purpose & Study Design

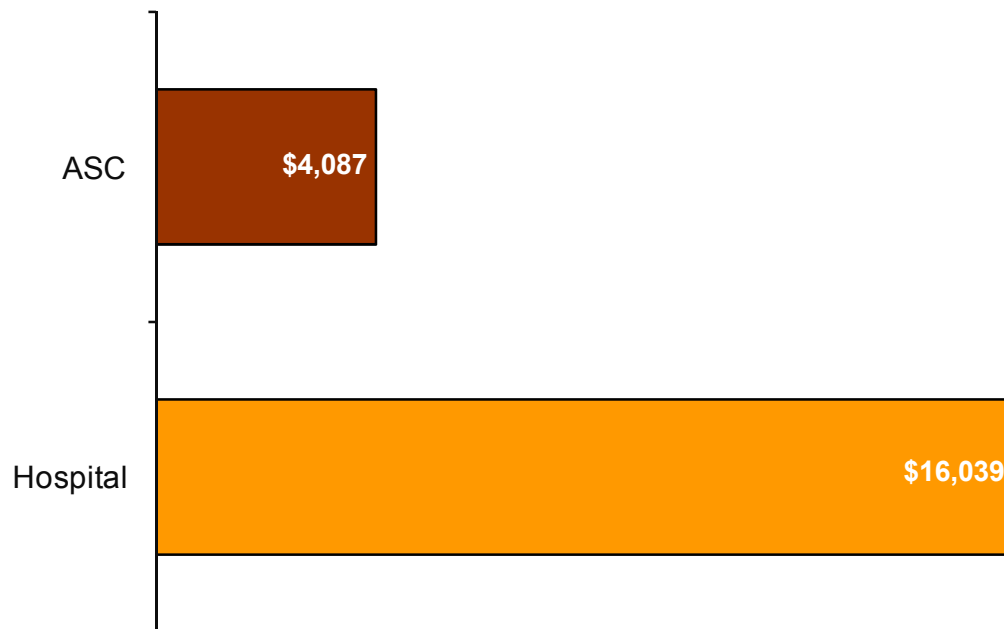
The purpose of this study is to estimate a patient's time burden related to obtaining cash price information for a particular treatment, and to calculate the price variability for the same treatment performed at different types of facilities.

- Self-pay or cash prices were sought from both Ambulatory Surgery Centers (ASCs) and Hospital Outpatient treatment facilities.
- 3 metro areas were surveyed, one each in the east, west, and central regions
- Facility prices were sought for a single surgical procedure on the knee
- The first phone transfer was not counted in the time burden estimates



On average, Hospital facilities are 4 times more costly than ASCs for the same procedure

Average price by facility type



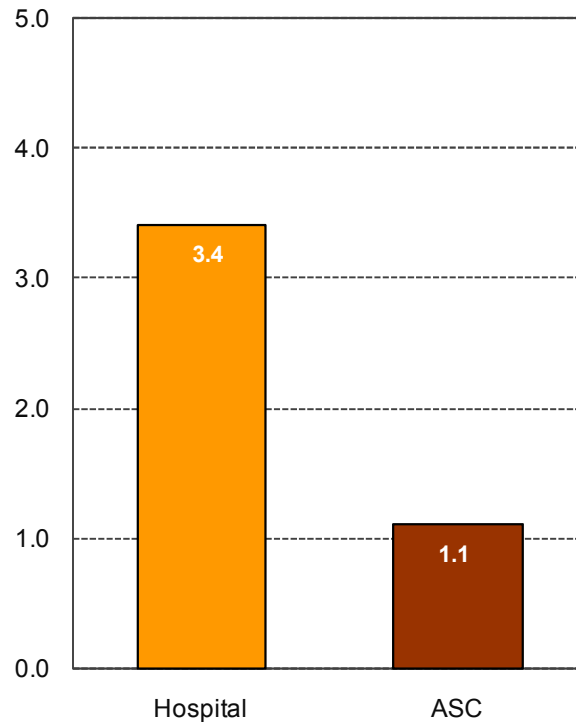


Consumers will spend significantly more time and effort obtaining price estimates from hospitals

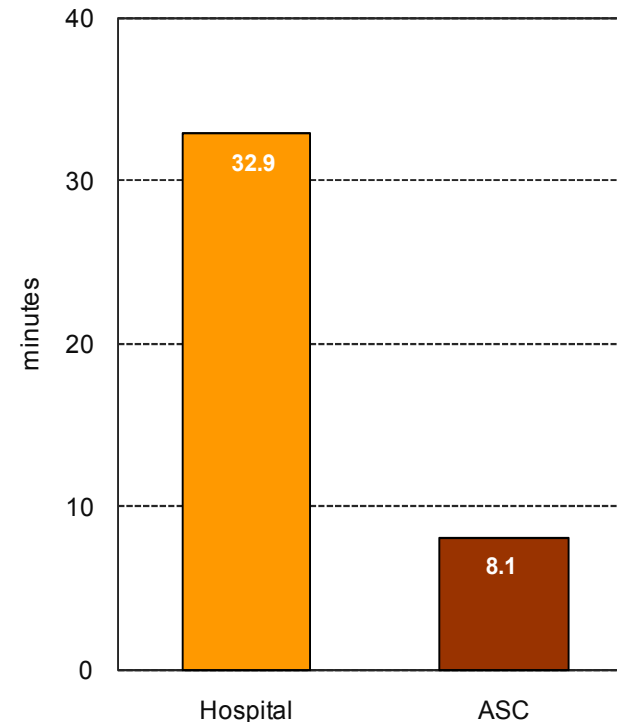
It requires 3 times as many phone calls to get a price from a hospital...

... and it will take 4 times longer to get an answer.

Average number of calls needed for estimate

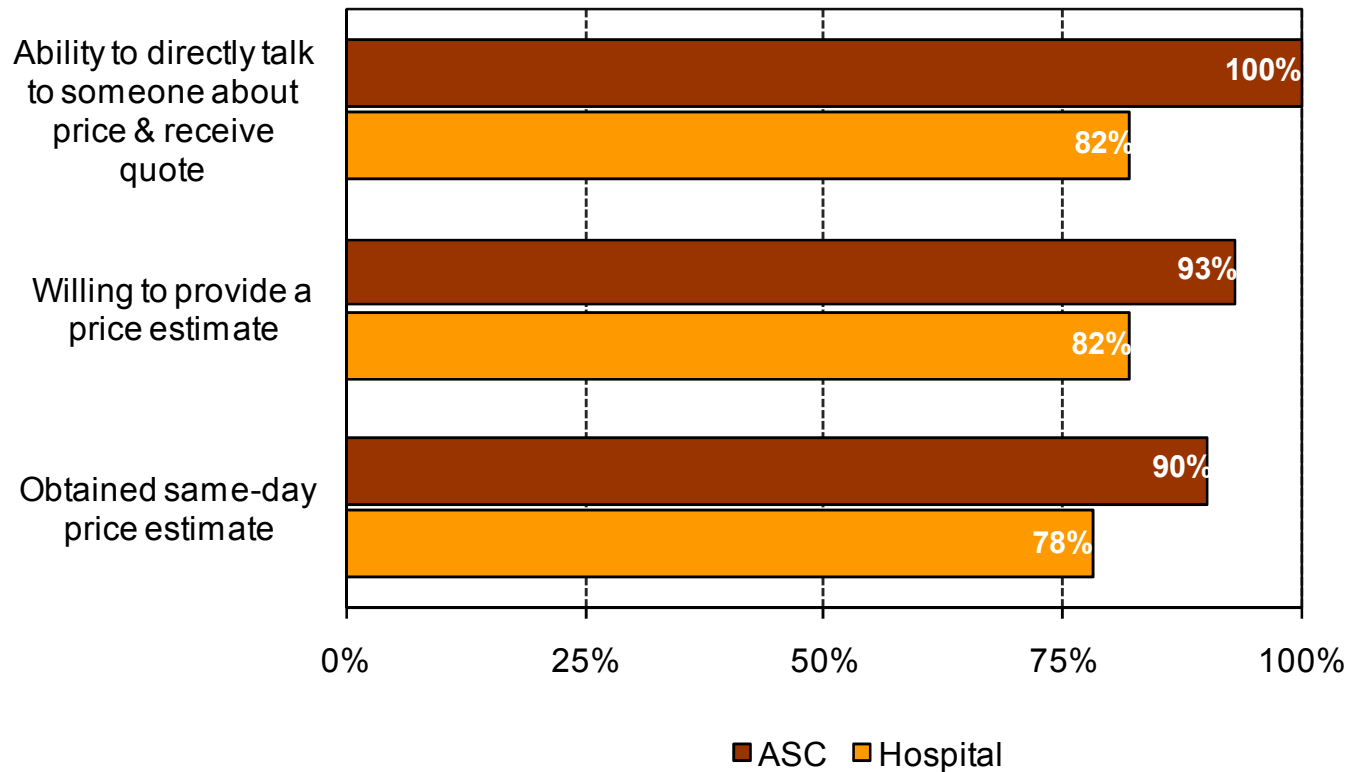


Average phone time (minutes)





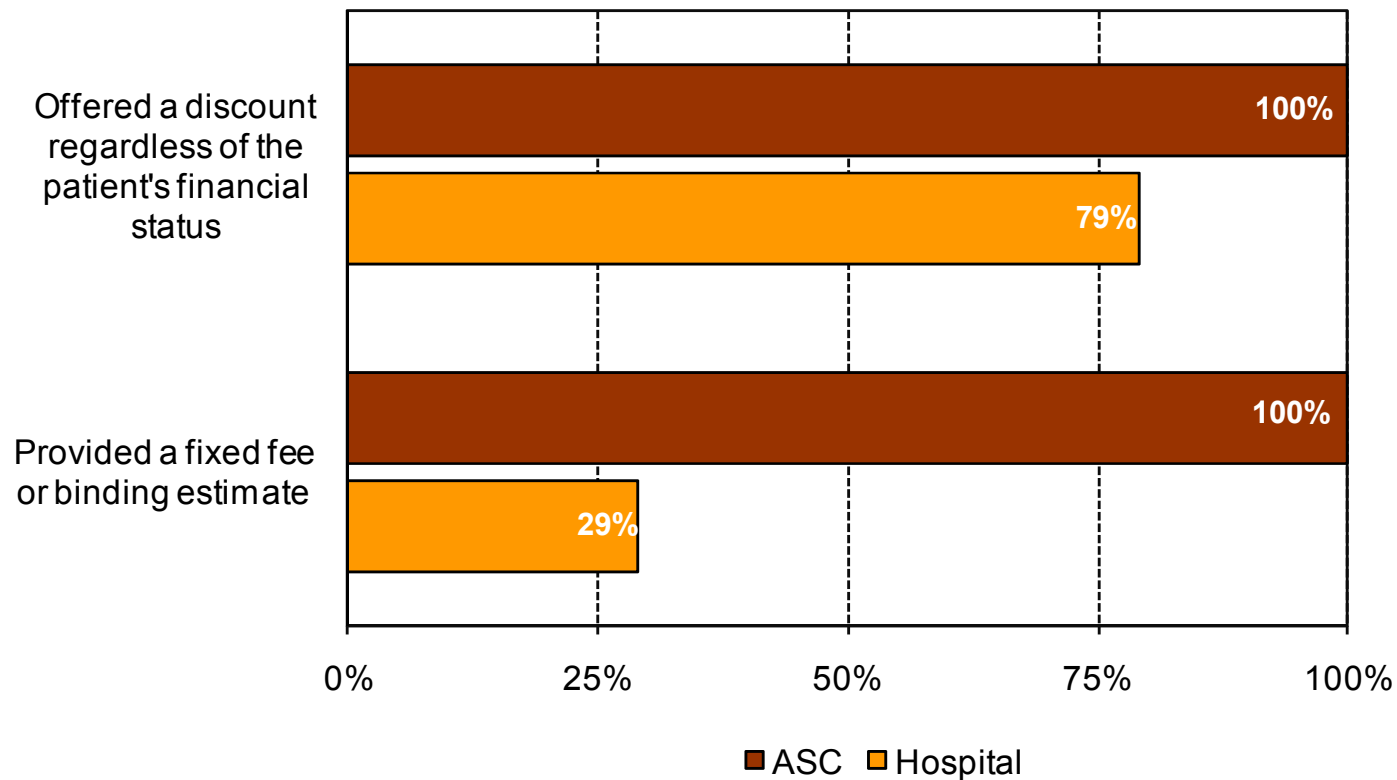
Ambulatory surgery centers are typically more responsive to consumer inquiries





ASCs are more likely to offer a cash discount, and guarantee their price estimate

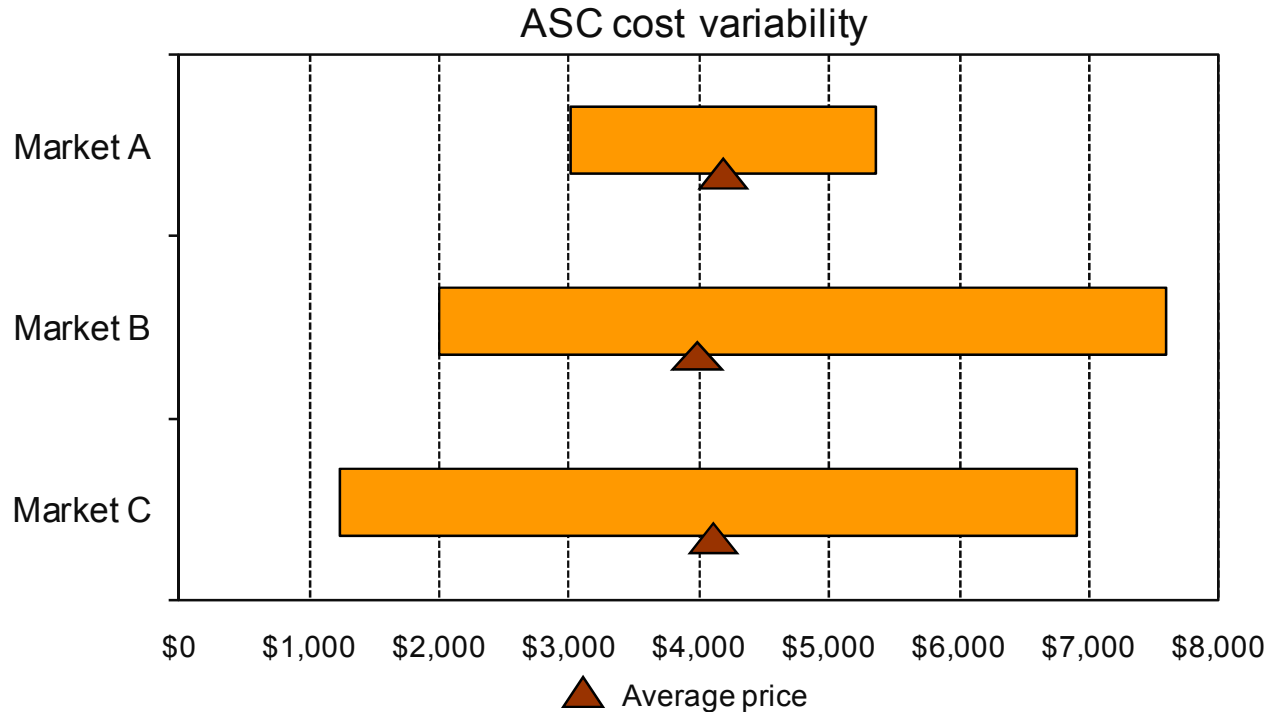
Ambulatory Surgery Centers are less likely to tie a discount to patient financial status, and they often remove uncertainty by guaranteeing their price





Regardless of facility, always ask for and compare prices

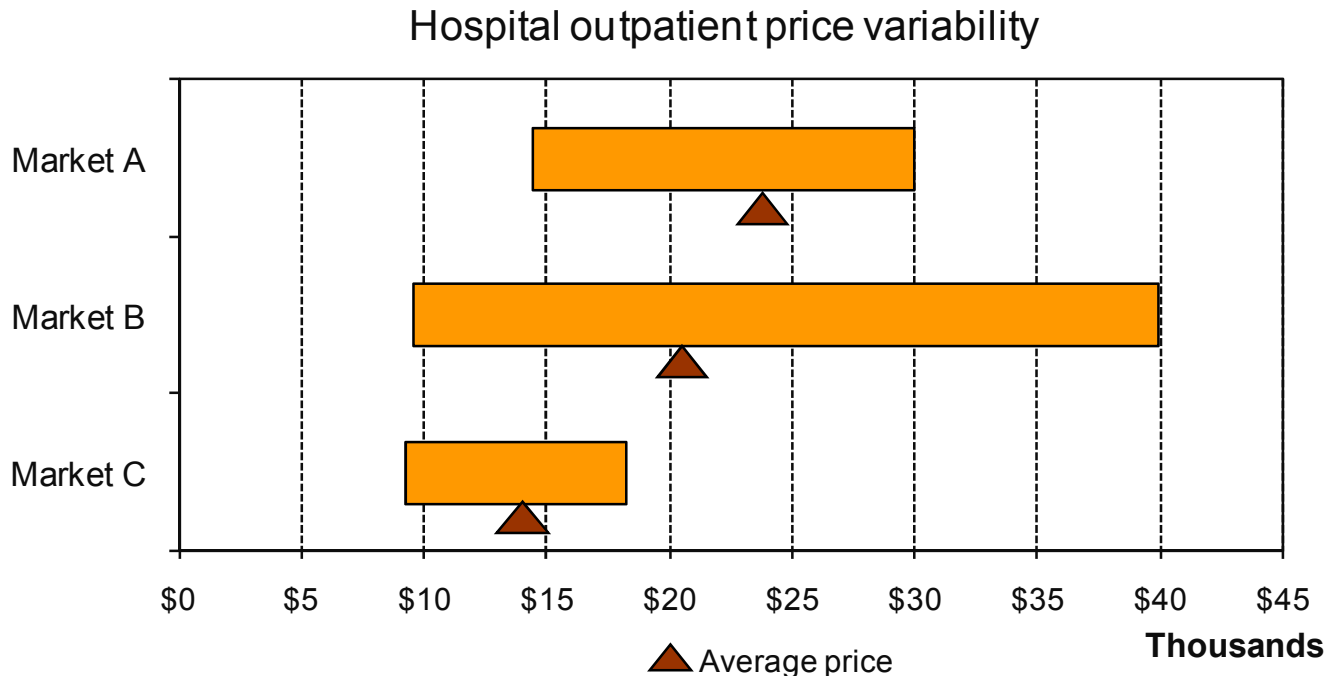
The average ASC price for this procedure was about \$,4000.
However, even ASCs have a broad range of cash prices.
Consumers should always compare several facilities before making a final decision.





Hospitals tend to have even greater price variability than ASCs

Hospital prices tend to have greater variability than ASCs. When seeking estimates from hospitals, consumers need to make sure they understand what is being included in the estimate (medications, anesthesia, hardware, etc.)





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