

**RFP 2017- Orthopedic questions #2017-32**

1. As a management company, is it possible for the orthopedic surgeons to be paid by us instead of by the hospital? **Yes**
2. Do you have orthopedic surgeons who would join our service? **Not known**
3. We provide orthopedic management services so we do not have resumes on-hand for the RFP. We recruit orthopedic surgeons once we've learned more about your needs during contracting. Will that work for you? **Please provide as much information possible to answer the question**
4. How many orthopods are you seeking? **Please see Scope of Service in RFP to determine how your company can best cover the service.**
5. We would need to know the following answers in order to provide you with a response to your RFP. Can you answer these questions?

Annual trauma activations? **There were 1568 Trauma activations in 2016**

Annual orthopedic trauma admissions/consultations- **There were 1724 Orthopedic Consults in 2016**

Annual orthopedic trauma operations- **To be discussed post RFP**

Annual emergency (non-trauma) orthopedic surgery cases admitted through the ED? **To be discussed post RFP**

Of these patients, what is the average net revenue per case? **To be discussed post RFP**

Of these patients, what is the average cost per case? **To be discussed post RFP**

Annual patients that present in the ED requiring outpatient orthopedic surgery? **To be discussed post RFP**

Type of Orthopedic Surgery Cases Admitted through the ED Annually-

Hip fractures

Lower extremity fracture & dislocations

Upper extremity fractures & dislocation (excluding shoulders)

Shoulder fractures

Nerve & tendon injuries

Musculoskeletal infections

**Total –There are a total of about 1200 Orthopedic Surgeries in a year.**

Financial Information

Emergency Orthopedic Surgery Payer Mix

MEDICARE-**30%**

MEDICAID- **60%**

**The Rest make up the other 10%**

PPO/COMMERCIAL

HMO

SELF-PAY

CHARITY

OTHER

Total (100%)

Contribution margin per orthopedic admission- **To be discussed post RFP**