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