



# Reclaiming Margin: The Financial Upside of Office- Based MIS Without Hardware

WHY NOW IS THE TIME TO PIVOT IN PODIATRY

# The Current Financial Landscape in Podiatry

- ▶ Declining insurance reimbursement
- ▶ Rising overhead costs
- ▶ Increased administrative burden
- ▶ Physician Burnout
- ▶ Longer hours...Less Pay



# How and Why did I get into MIS Surgery?

- ▶ ABFAS – Board Certified
- ▶ MSG → Hospital Employed
  - ▶ Burnt out taking call
  - ▶ Felt there had to be a better way
- ▶ Higher Re-imburesements for in-office
- ▶ Time-saving
- ▶ Better outcomes, Fewer complications, and Safer than traditional surgeries
- ▶ Tight-knit, Collaborative Community



# What Is Office-Based MIS Without Hardware?

- ▶ Minimally invasive techniques done in-office
- ▶ No implants or fixation
- ▶ Joint Preservation
- ▶ Small incisions, local anesthesia
- ▶ Immediate weight-bearing





## Clinical Benefits That Drive Financial Value

- ▶ Faster patient recovery
- ▶ Fewer post-op complications
- ▶ Higher acceptance rate for needed surgical corrections
- ▶ Higher satisfaction and reviews

# Why Patients Are Willing to Pay Cash

- ▶ Desire for faster recovery
- ▶ Perceived value of upgraded services
- ▶ High-value perception of specialized care and aesthetic outcomes
- ▶ Preservation of anatomical structures
- ▶ Wholistic aspect of no foreign implants



**SMALL INCISIONS.  
BIG DIFFERENCE.**



**This is minimally invasive bunion surgery.**

- Walk the same day
- No hardware
- Minimal scarring
- Faster healing
- Less pain & swelling
- In-office surgery
- No hospital fees
- No general anesthesia

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# Cost Comparison: Traditional OR vs Office-Based MIS

- ▶ Facility + Anesthesia + Hardware vs.
- ▶ Local + In-office + No implants

## Office-Based MIS vs OR: Financial Comparison (Range-Based)

Procedure	Location	Amount Paid (Range)	% Higher (Office vs OR)
Bunion	Office-Based MIS	\$800 – \$1,200	+60% to +140%
	Traditional OR	\$500 – \$600	
Hammertoe	Office-Based MIS	\$500 – \$600	+25% to +100%
	Traditional OR	\$300 – \$400	

# Revenue Opportunity

- ▶ Higher margins on cash-pay procedures
- ▶ No delays from insurance billing
- ▶ Package with regenerative services for increased value
  - ▶ Bundle MIS with ESWT, laser, and injections for optimal outcomes and revenue
  - ▶ Patients are more willing to invest when treatments are positioned as a total recovery solution



# Getting Started: Equipment, Training, Workflow

## ▶ Tools needed

- ▶ C-arm, C-arm drapes (or 2 mayo stand covers)
- ▶ Sterile Drapes
- ▶ Autoclave
- ▶ Osada/NSK – High torque, low speed drill
- ▶ Scope Drape
- ▶ Burrs
- ▶ MIS blades
- ▶ Basic surgical tools – hemostats, forceps, needle drivers, rasp, scissors, freers
- ▶ Mayo stand or back table
- ▶ IV poles (draping)
- ▶ Chair (DIR-Libra)
- ▶ Lead Protection
- ▶ Gauze, tape, rolled gauze, coban, ace bandaging, etc.
- ▶ Postop shoe (Darco Duo) and CAMboots



- ▶ Staff training essentials
- ▶ Integrate without disrupting flow
- ▶ MIS Hands-on Cadaver Courses
- ▶ Learning Curve, but very forgiving
- ▶ Start small until you're comfortable

# My MIS Patient Outcomes



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# My MIS Patient Outcomes



# Patient Testimonial



# Summary: Reimagine Surgery and Redefine Your Practice.

- ▶ Office-based MIS isn't just a procedure—it's a business model.
- ▶ Cash-based care is not unethical—it's sustainable, transparent, and patient-centric.
- ▶ You don't need more patients—you need better systems.
- ▶ Align your clinical passion with your financial future.

# THANK YOU



Dedicated to my mentors.



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