



**Medicine, Podiatry, &
Economics Conference**

**Minimally Invasive
Surgery 101 & OBS Setup**

theartoffoot.com



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Ashim Wadehra



What is it?

- Small Incision Surgery to the Foot
- Less than 1/8th inch incision
- Minimal irritation to soft tissue, vessels, & nerves

Benefits

- Incision < 3 mm
- Performed under local anesthesia
- No Use of Orthopedic Hardware
- Walk Day 1
- Aesthetics
- Happier Patient



The Magic





My

Journey...

- University of Michigan - Undergraduate
- Scholl College of Podiatric Medicine - DPM
- Residency - Beaumont Health
- Fellowship - Indy Foot & Ankle Reconstruction Surgical Fellowship
- Joined Orthopedic Group performing full spectrum of foot & ankle surgery
Practicing the way most of us were trained





The Traditional Surgical Model

- Hospital based operating rooms

- OR availability
- Anesthesia teams
- Surgical blocks
- hospital scheduling

- High facility costs

- Facility fees
- anesthesia fee
- Implant fees
- huge admin burden

- Low Reimbursements



Challenges Many Surgeons Face

- Limited control over the operating room environment
- Delays
- Overhead costs and regulatory burden
- Workflow inefficiencies



The Turning point

- Began Performing MIS procedures within orthopedic practice
- Observed strong patient outcomes
- Improved Surgical efficiency
- Happy Patients = Happy Doctor



Reimagining the Surgical Model

- Could these procedures be performed outside of a hospital/surgery center?
- Could Surgery become more efficient for both patients and the surgeon?
- Could we simplify the surgical experience?
- Can we get paid for what we are worth?



Building a Different Practice Model

- Left Ortho group to practice exclusively MIS
- Procedures performed in an office-based surgical suite
- Local Anesthesia with immediate weight-bearing in post op shoe
- Streamlined patient experience



Same Procedure. Different

Economics

Facility-Based (Hospital/ASC)

- Lower physician reimbursement
- Facility & anesthesia costs added
- Less control over scheduling
- Higher total system cost

Office-Based (Non-Facility)

- Higher physician reimbursement
- No Facility or anesthesia fees
- Efficient, streamlined care
- Greater control on patient experience

Procedure	Hospital / Surgery Center Reimbursement	Office Reimbursement
Bunion (28299)	\$750 to \$900	\$1,200
Hammer Toe (28285)	\$500 to \$700	\$800



Revenue Opportunity: The Hybrid Model

- Even with insurance, you can offer cash-pay modalities
 - Orthobiologics
 - Umbilical cord tissue allograft
 - Exosomes
 - Adipose allograft injections
 - Laser
 - Class IV Laser (MLS/REMY)
 - EPAT
- Regenerative medicine packages to help in recovery



Revenue Opportunity: The Cash Pay Model

- Patients are willing to pay for MIS
 - Walk day 1
 - 3 mm Keyhole incision
 - No Screws or Plates
 - Aesthetics/Cosmetics
 - minimize infection and DVT
 - Elevated concierge experience
- Cash pay rates
 - Bunion: \$7500-\$10k
 - Tailors: \$3500-\$4k
 - Hammertoes: \$2500+
 - Toe Shortening: \$2750



Bread & Butter MIS Cases

- Bunions
- Tailors Bunions
- Hammertoes
- DMMO
- Bone Spur
- Cheilectomy
- Plantar Fasciotomy/Heel Spur

Advanced Cases

- Haglunds
- Retro-Calcaneal Spur
- Toe-Shortening





67 Year old F, long standing history of hallux valgus and tailors bunion.

Very active: golf/pickle ball









9



Before



After



Minimally Invasive Bunion & Tailors Bunion Correction



32 Year old F, painful bunion
and hammertoe

Nurse and young mom









Before



After



Minimally Invasive Bunion & Hammertoe Correction





58 y.o M, retired firefighter.
very painful tailors bunion









31 y.o F, salon owner.

Originally scheduled for
lapiplasty.



R



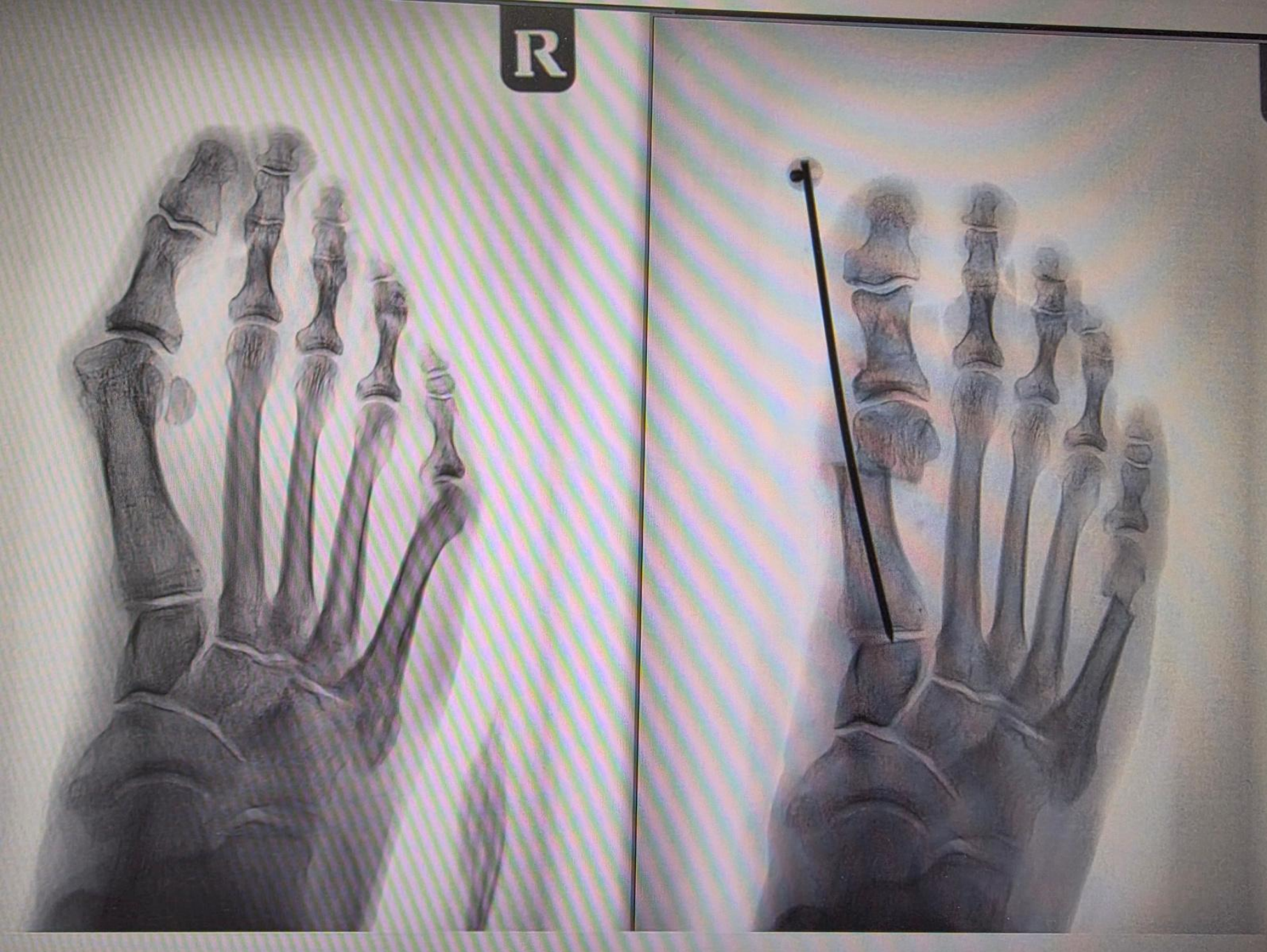




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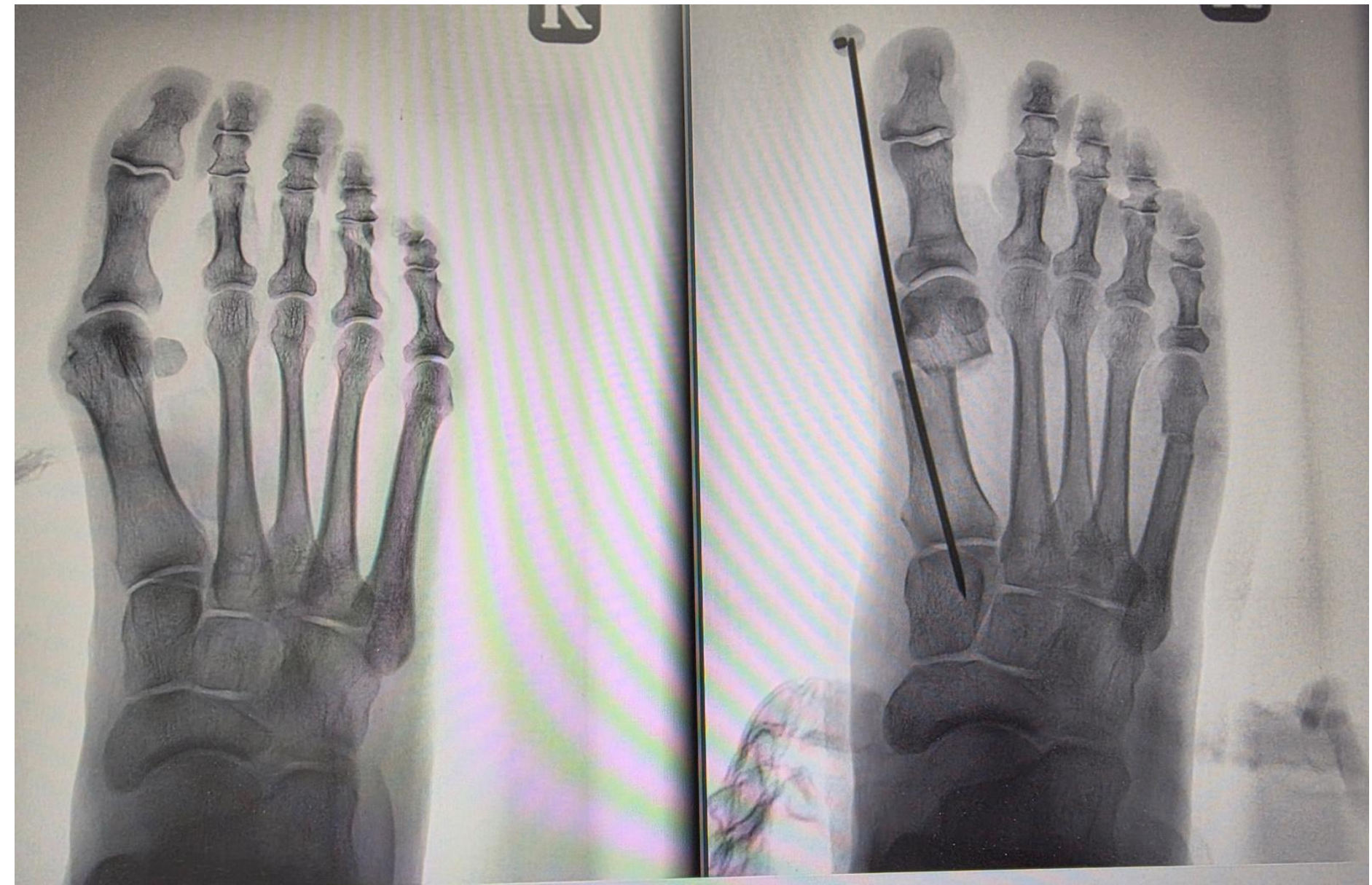






SERI

Simple.Effective.Rapid.Inexpensive



Office based Surgical Setup

theartoffoot.com



[@dr.wadehra](https://www.instagram.com/dr.wadehra)



Dr. Ashim Wadehra

What is an OBS?



- Office-Based Surgical Suite (OBS)
- Designed for minimally invasive procedures
- Performed under local anesthesia
- Eliminates need for hospital or ASC setting
- Focused on efficiency, safety, and patient experience



Basic Necessities

- Dedicated Procedure room (minimum 12 x 12)
- Mini-C arm (Purchase/Rent)
- Autoclave with dedicated area to clean equipment
- MIS power (Nsk, osada, etc)
- Surgical Burs, MIS blades, Sterile Drapes, gowns & gloves
- CAM boots or Post-op Shoes





Your Workhorse



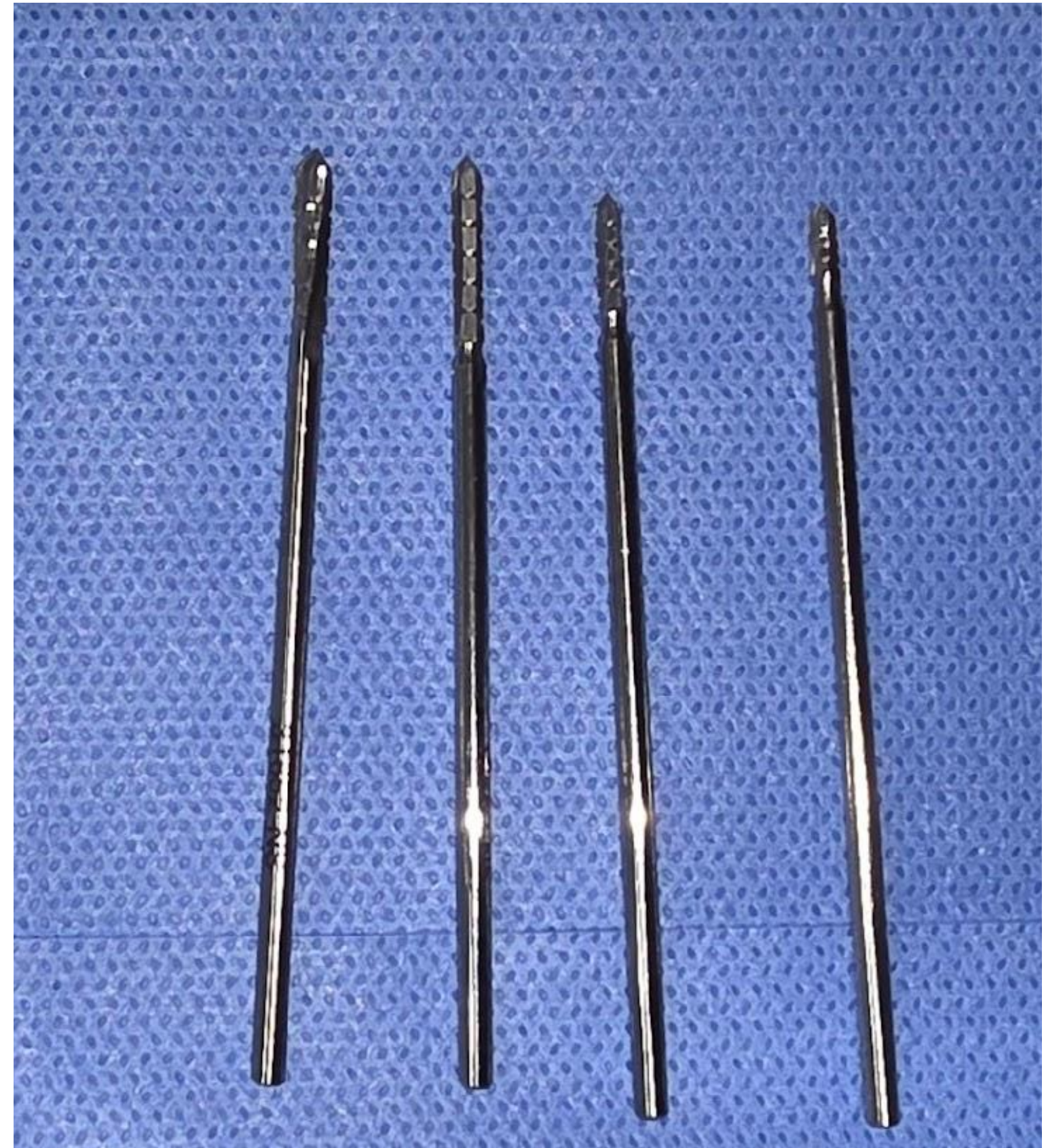
NSK – Surgic Pro

Osada

Low speed, High Torque



Burs



3.1

2 x 12

2 x 8

mini



Blades



6400

67 MIS

6200





Surgical gown



Basic pack



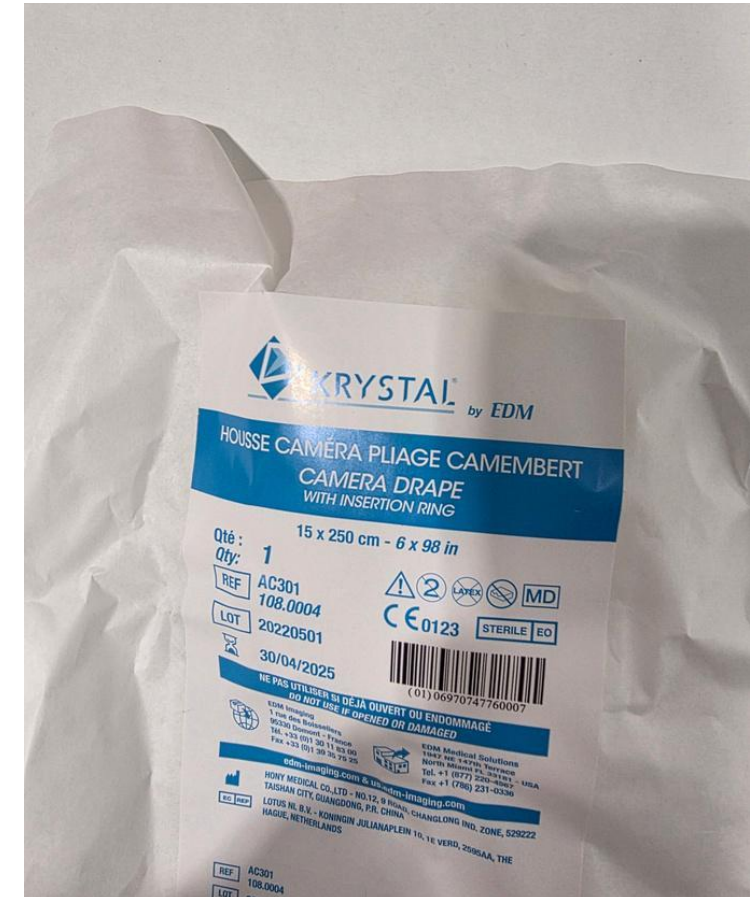
Extremity Drape



C-Arm Drape

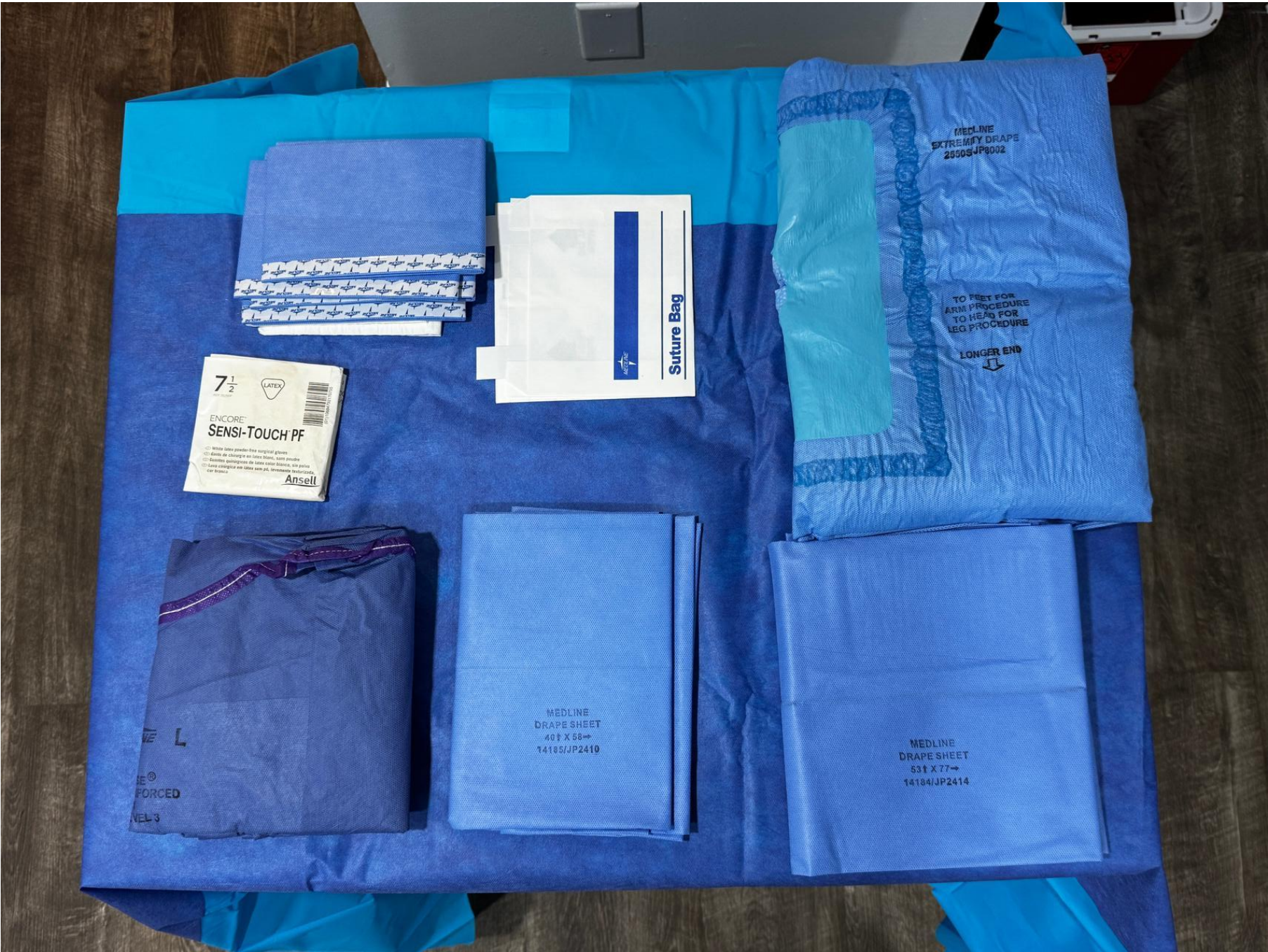
Sterile SUPPLIES

Camera Drape (Hand Piece Motor)



DuraPrep





Back Table



Mayo Stand







Autoclave



Ultrasonic





Training Your Staff

- 1 or 2 assistants
- Basics in sterile technique
- Proficient in cleaning and sterilizing



dr.wadehra



Dr. Ashim Wadehra

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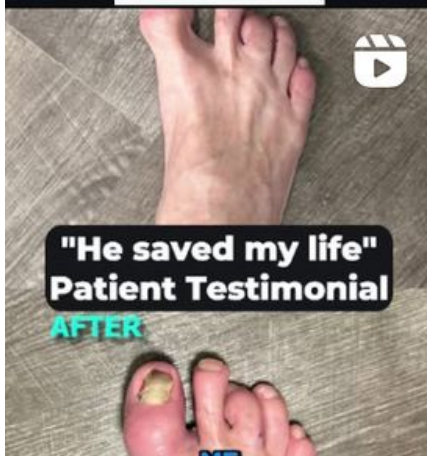
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