



What? That's for Surgeons! How to Introduce New Technology into your New Practice

Mayank Gupta, MD

President, Kansas Society Of Interventional Pain Physicians

CEO, Kansas Pain Management

Adjunct Clinical Assistant Professor, Kansas City University

Financial Disclosure

Mayank Gupta, M.D

President & CEO Kansas Pain Management and Neuroscience Research Center, LLC

Disclosures

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The Hippocratic Oath

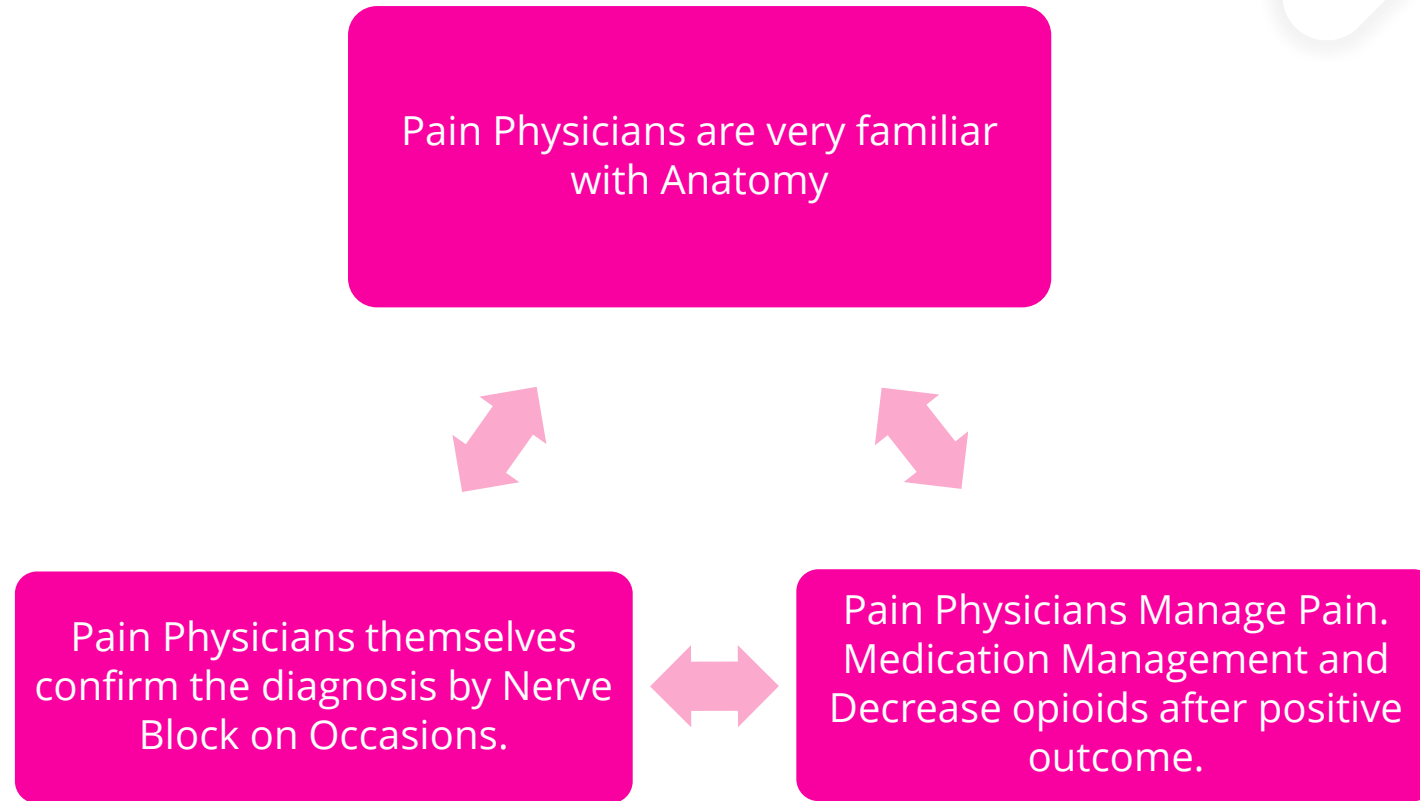
- + Change of Landscape
- + Minimally Invasive v. Open Invasive Surgery vs Robotic Surgery
- + Pain Management Physicians. Growth Of Cardiology to Interventional Cardiology.
- + Ultimately Beneficiary is Patient.

I will remember that there is art to medicine as well as science, and that warmth, sympathy, and understanding may outweigh the surgeon's knife or the chemist's drug.

Benefits of Minimally Invasive Procedures¹

- + Less postoperative pain
- + Fewer operative and post-operative complications
- + Shortened hospital stay
- + Faster recovery time
- + Less scarring
- + Less stress on the immune system
- + Smaller incision
- + Reduced operating time
- + Reduced costs

Why Should Pain Physicians perform minimally invasive surgery?



Change of Landscape

- + Pain Physicians have done an additional fellowship consisted of training in interventional procedures and minimally invasive procedures
- + Pain Physicians have enough additional training to be able to perform surgeries
- + Pain Medicine Fellowship provides comprehensive education and training in medicine and palliative care including
 - Acute pain
 - Interdisciplinary chronic pain
 - Cancer pain
 - Interventional Pain methods

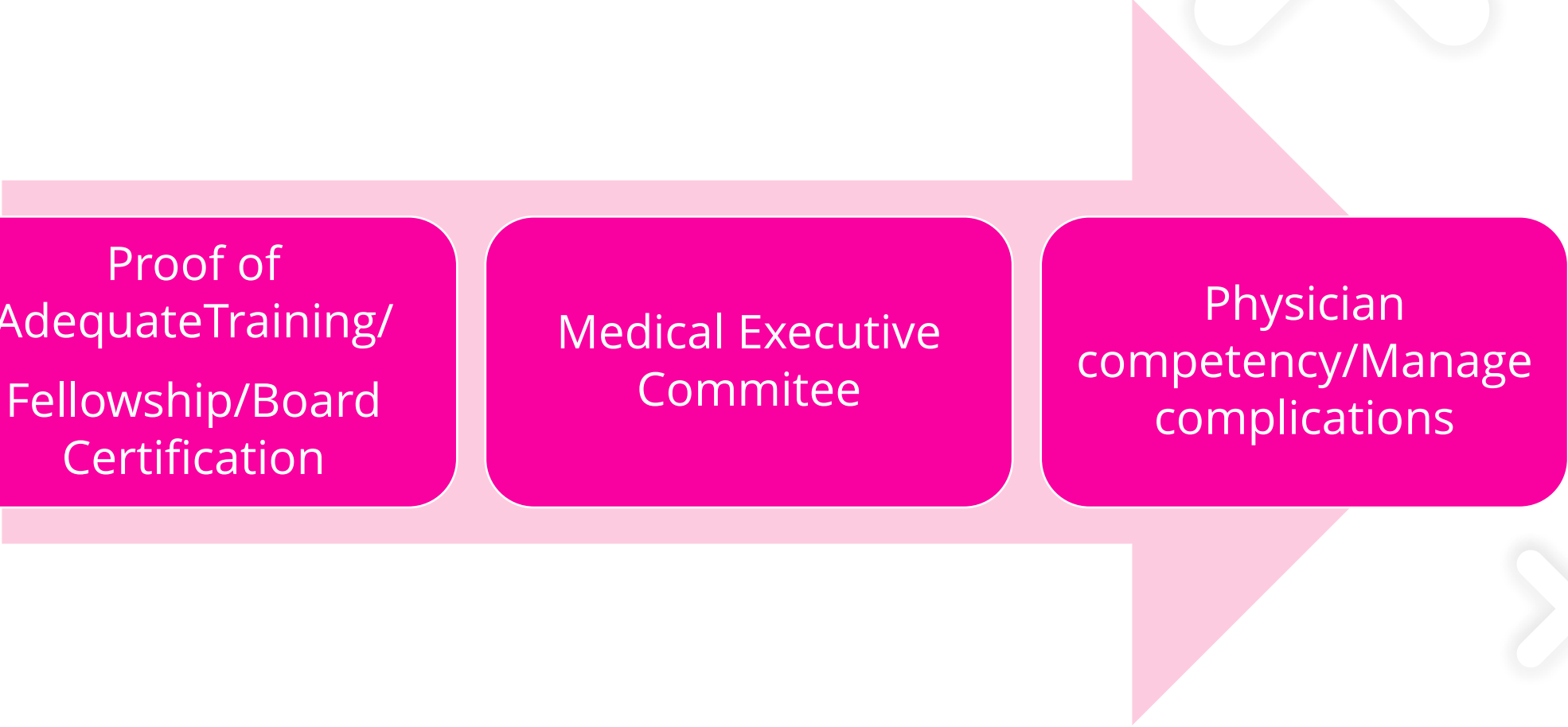
Position Statements: Why does it matter

Endoscopic versus Open Microdiscectomy

Open versus Laproscopic versus Robotic Appendectomy

Separate coding/reimbursement? Why different standards

× Credentialing/ Why different standards



Proof of
Adequate Training/
Fellowship/Board
Certification

Medical Executive
Committee

Physician
competency/Manage
complications

×

Adopting New Technology



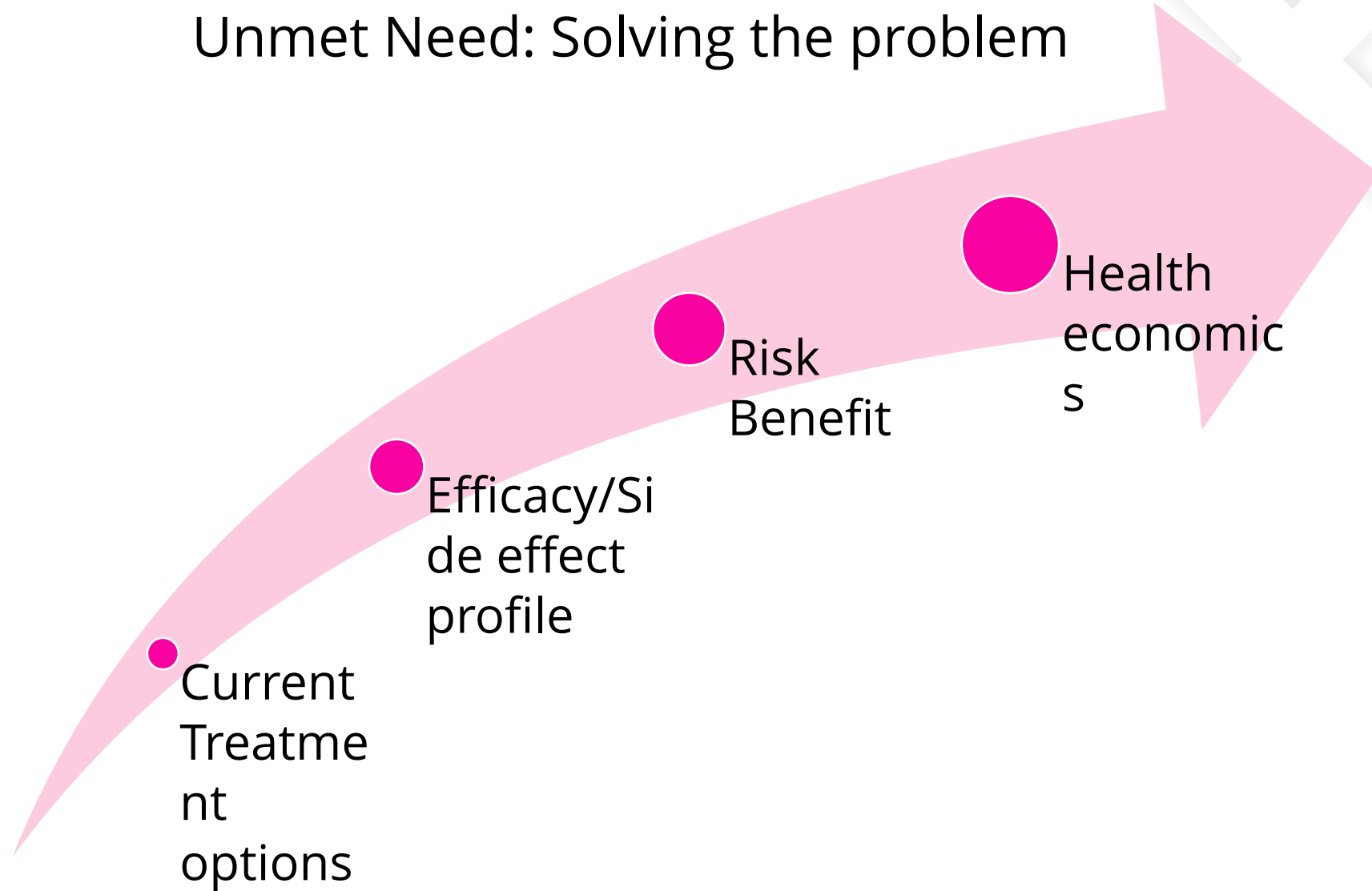
The diagram features a large, light pink arrow pointing to the right. Inside the arrow are three magenta rounded rectangles containing the text 'Science', 'Evidence', and 'Analyze literature' respectively. Above the arrow is a magenta rectangle with the text 'Adopting New Technology'. The background is white with faint, large 'X' marks and small circles.

Science

Evidence

Analyze
literature

Unmet Need: Solving the problem



Developing a plan

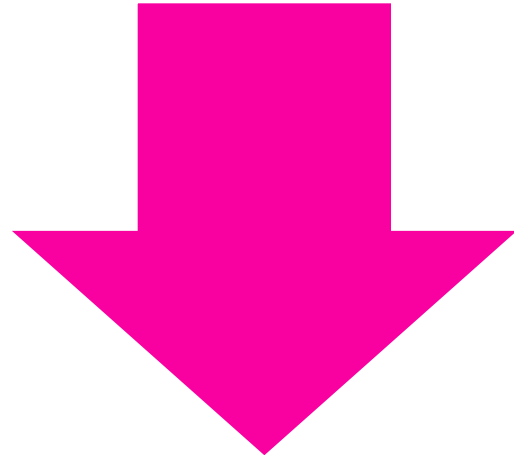
Training
provider and
staff



Medical
necessity /
Documentation



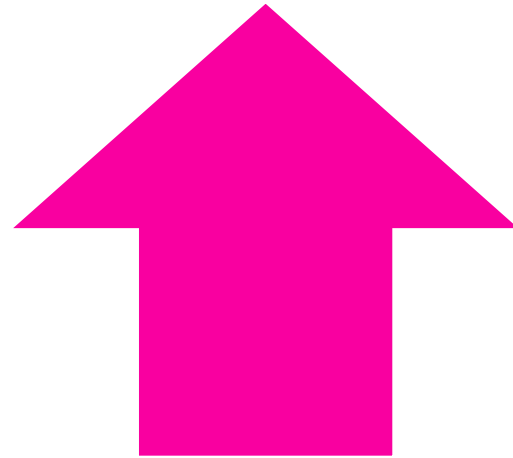
ICD / CPT
code
analysis/
Reimburse-
ment/Payers
coverage
policy



Preauthorization
Patient expectation
Documentation



Apply
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privileg
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