



Nephrology Associates, P.A.(NAPA) Vascular Access Centers OBL to ASC Conversion (Newark & Milford, DE)



June 27, 2024

Delaware Health Resources Board

Presenter: Theodore Saad, MD

Kidney failure (ESRD) in Delaware

2021

2,575

Delaware residents

are living with end-stage renal disease (ESRD, or kidney failure). Without treatment—dialysis or a transplant—ESRD is fatal.

1,819

depend on dialysis to stay alive

756

have transplants

SOURCE: U.S. Renal Data System 2020 Annual Data Report

Only about 1 in 8 Delaware patients on the waiting list got a kidney transplant in 2020.



180 are on the waiting list for a kidney transplant

23 kidney transplants were performed in Delaware in 2020

SOURCE: Organ Procurement and Transplantation Network

389

New cases of kidney failure

were diagnosed in Delaware in 2018 (the most recent data available).

0 were able to get a transplant

389 went on dialysis

SOURCE: U.S. Renal Data System 2020 Annual Data Report

The Cost of End Stage Kidney Disease

Represent less than 1% of all Medicare beneficiaries



Consumes more than 7% of Medicare budget - **\$36.6 billion**
***high hospitalization rates & costs**



Hemodialysis “Access”

What is it and what does it do?

- How we pump large volumes of blood OUT of patient and back IN 3-5x/week
 - Safe
 - Reliable
 - Cost-effective
- Different types
 - Arteriovenous fistula / graft
 - Catheter
- Well-maintained “access” impacts quality of dialysis

How do we maintain the “access”?

- ALL need “maintenance” to maintain long-term function
- Common problems
 - Clotting
 - Narrowing
 - Aneurysmal enlargement
- Accounts for up to 15-20% of total cost of dialysis care.



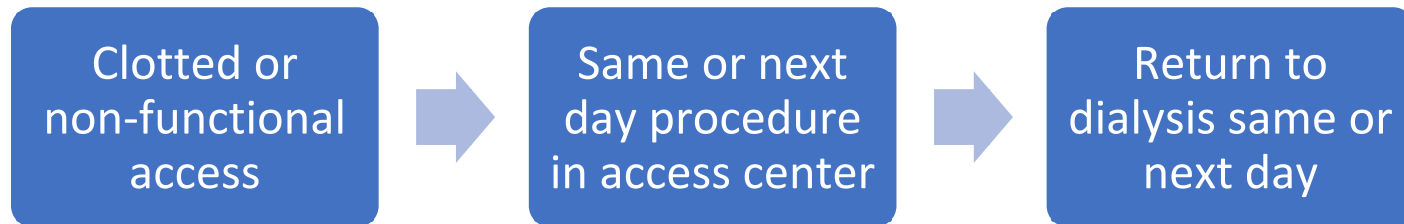
Hemodialysis Vascular Access

NAPA VAC's fulfill a critical need

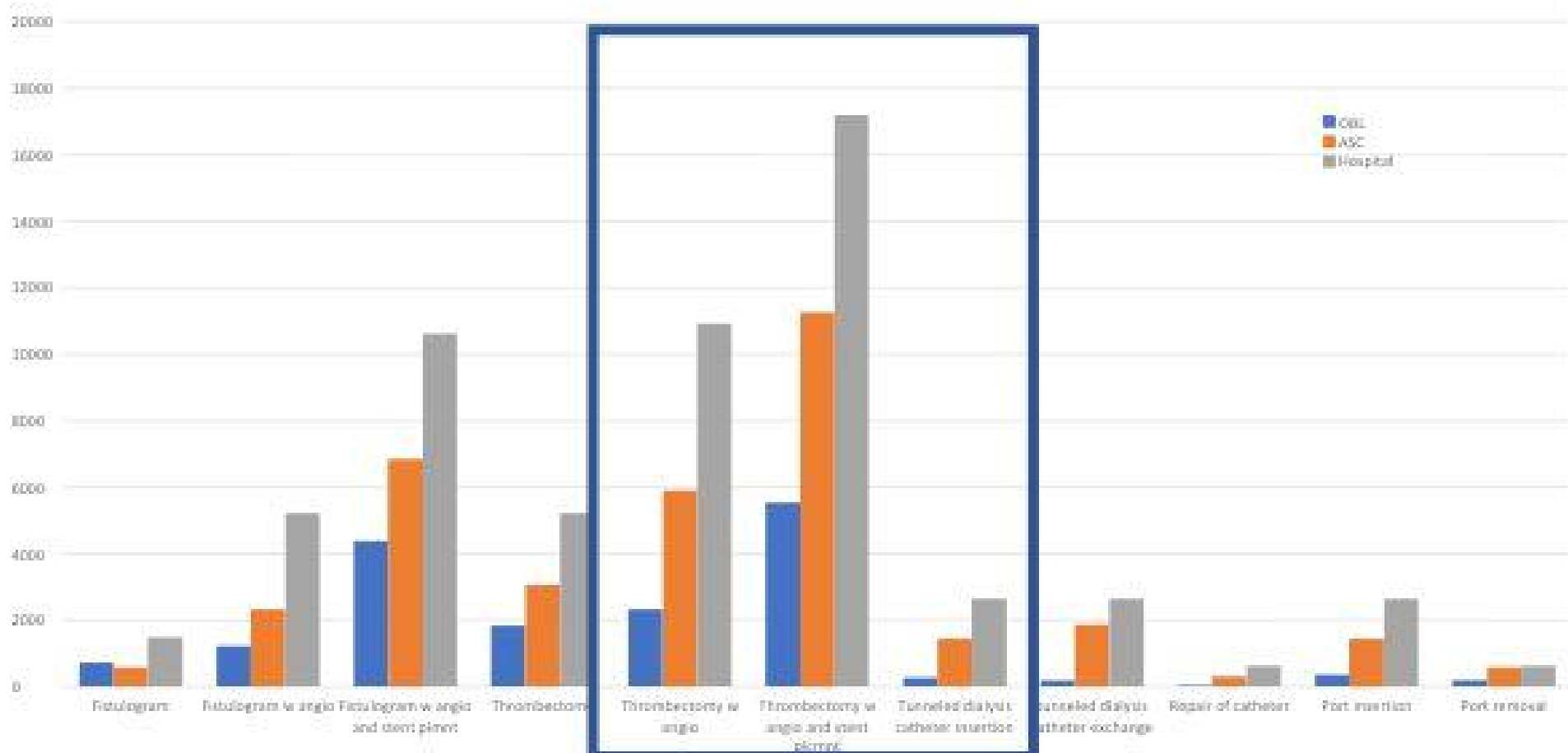
Pre-2006



2006 – NAPA opens Delaware's first vascular access center as an OBL



CMS Reimbursement Comparison



Declining Reimbursement for identical procedure performed OBL vs ASC and hospital



Same staffing

Critical Care Nurses
Interventional Radiologic
Technologists



Same equipment

Digital Fluoroscopy
Duplex Ultrasound



Same supplies & devices

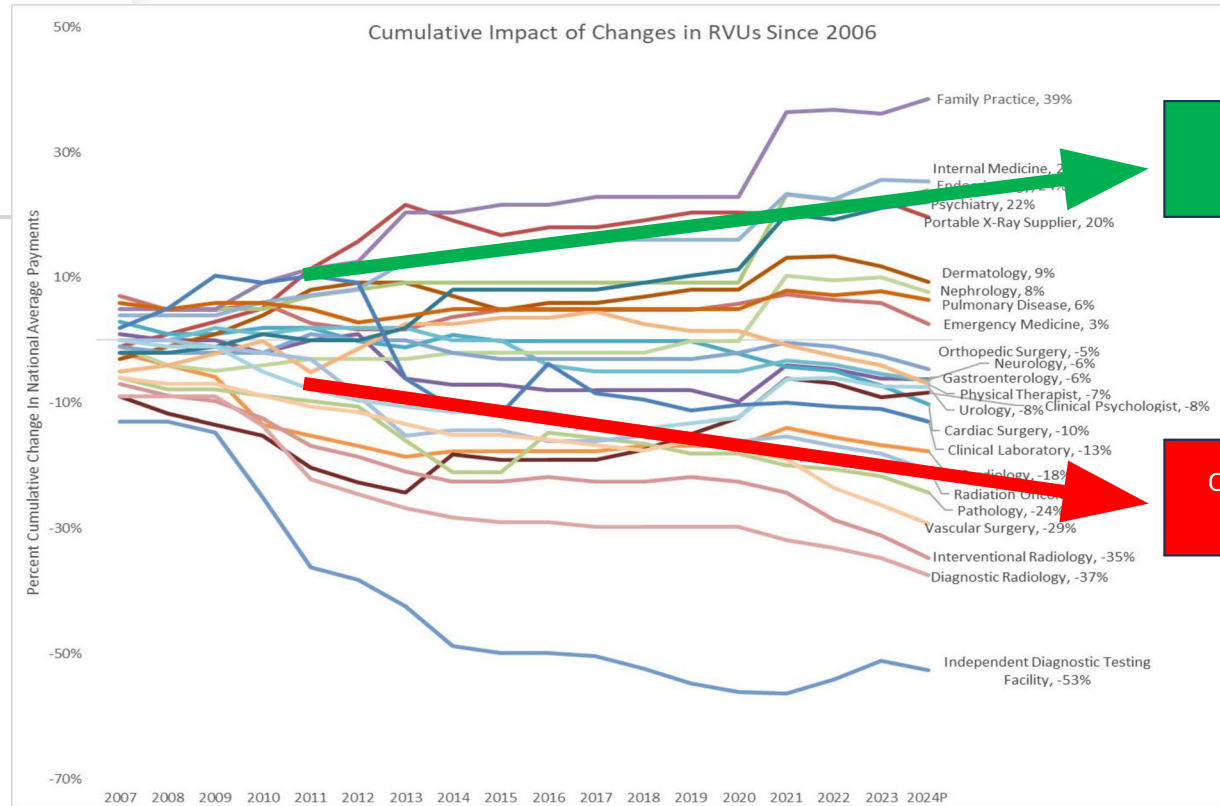
Angioplasty Balloons
Stents
Etc.

Legislative advocacy to sustain optimal vascular access care for Delawareans with ESRD



H.R. 3674, Providing Relief and Stability for Medicare Patients Act of 2023

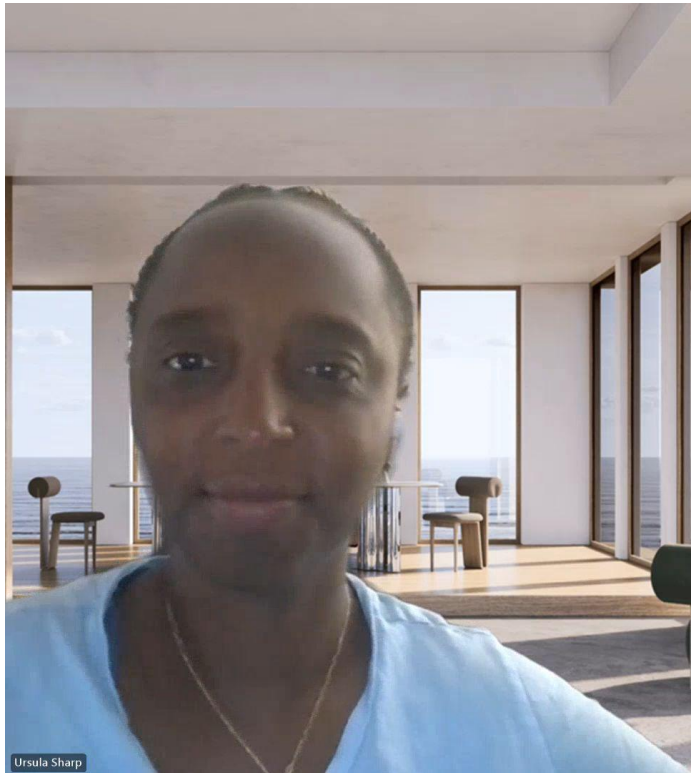
Objective: Stop Further Office-Based Specialty Closures by Fixing RVU shortfalls



Office Primary Procedures

Office Interventional Procedures

Patient Story



Project: Convert our VACs from OBLs to ASCs

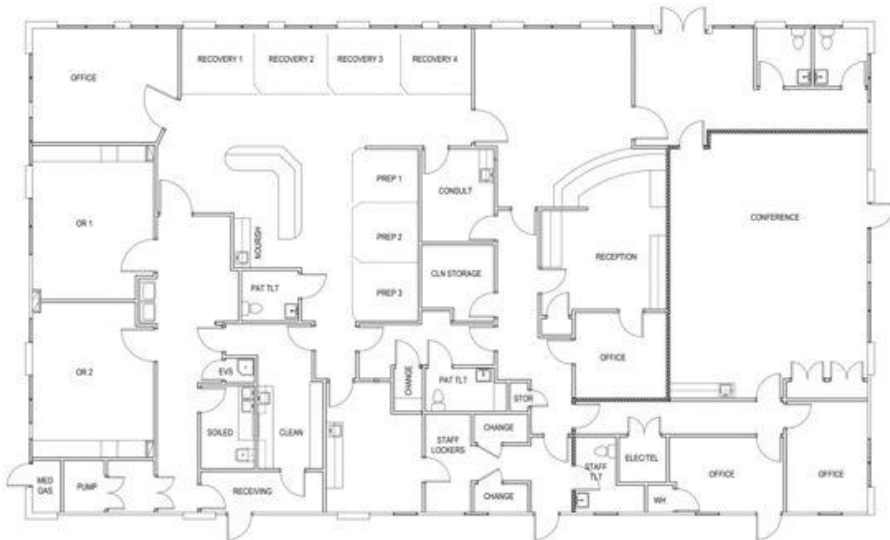
- **Why?**

- To deliver **expert, cost-effective care** to Delaware's ESRD patients.
- To **minimize disruption** to patient lives and their life-sustaining treatment.
- To continue to provide a cost-effective alternative the hospital (**46% less cost**).
- To continue to participate in **value-based care**.

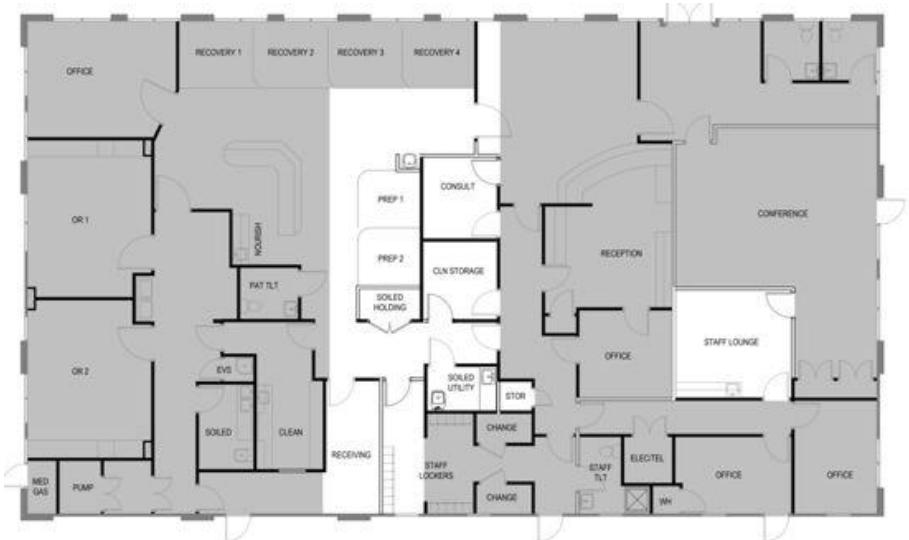
Project: Scope

- NAPA aims to convert it's 2 VACs to ASCs by modifying existing architecture.
- Construction costs are estimated to be:
 - Newark: \$605,000
 - Milford: \$405,000
- Construction costs to be financed over 10 years at current interest rates with annual debt service of:
 - Newark: \$ 90, 015
 - Milford: \$60,260
- Construction will occur with minimal disruption to patient services.

Newark Access Center



Existing space

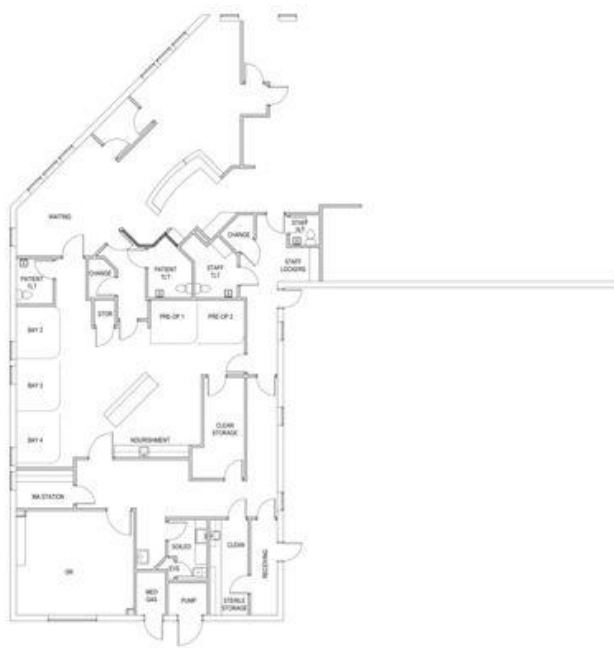


Gray areas do not require modification

ADD
 *ASC WAITING
 *SOILED HOLDING
 *SOILED UTILITY
 *CONSULT
 **W. SINK
 *REQUIRED BY FG

RELOCATE
 BREAK ROOM
 RECEIVING

Milford Access Center



Existing space



Gray areas do not require modification

Final Remarks

Without this conversion, our VACs will need to cease operations within the State of Delaware putting patients at significant risk for access to care, increasing the risk of complications and placing an additional strain on the health care system. NAPA would like to continue to be a strong force in delivering quality care and aiding patients to enjoy the best achievable quality of life by partnering with them across their health care continuum.

Questions?

Thank you for your consideration.