

Clinical Enterprise Outreach & Growth

Department of Anesthesiology
UTMC

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Three main areas for growth

- Pain Medicine
- Traditional OR services
- Non-traditional services

Pain Medicine Growth Opportunities

- Chronic
- Acute
- Chronic-Acute

Chronic Pain

- Not currently offered at UTMC
- Recruitment in progress
- Future includes Pain Fellowship (resurrection thereof)
- Barriers
 - Institutional Inertia
 - Space/Facilities
 - Local competition



Acute Pain

- Undertreated at UTMC
 - Consistently low Picker + NRC scores
- Part of a comprehensive pain program
 - Will become more important with growth of oncology services
- Barriers
 - Poor compensation

Chronic-Acute Pain

- Chronic pain patients with acute pain superimposed
 - Coordinate with outpatient care

Traditional OR Services

- Dependant on growth in surgical services
- Need to look at OR efficiency before expansion of hours
- Barriers
 - Don't control OR recruitment/planning
 - Service lines may be good for UTMC, but bad for the physicians
 - Horrible contracts

Non-Traditional Services

- Sedation services
 - What kind of provider?
 - Fee bundling (i.e. may not get paid)
 - Where would increased personnel come from?
- Office-Based Anesthesia
 - Growing market in large urban centers
 - Facilities issues
 - Staffing
 - Contracts

Conclusion

- Opportunities exist for growth
- Successful implementation will depend on:
 - Commitment
 - Coordination
 - Cooperation