



January 27 – 30, 2020 | BONAVENTURE RESORT & SPA | WESTON, FL

The OR Business Management Conference Audience includes OR directors, business managers, and others involved in running the surgical suite.

Hot button topics for attendees include ways to optimize scheduling and resources, use of data analytics and Lean techniques, new technology, cost savings, room utilization, staffing levels, and supply chain management.

They want advice and take-home tools they can use to streamline processes, gain efficiencies, and improve performance in their facilities.

Sample Proposal:

Optimizing Surgical Capacity for Bundled Payments Using Data Analytics and '2-3' & '3-4' Flips

Designing a joint program or bundled payment model that melds with an existing block schedule, entrenched surgeon preferences, and "flip room" demands can be challenging. This presentation will detail the use of unique data analytics, simulation, and creative scheduling strategies to launch a new joint program in a small community hospital. The "3-4 Flip" and other schedule optimization strategies along with standardization led to improvements including a 19% increase in orthopedic volume, \$300,000 in new net revenue, higher patient satisfaction, and decreased length of stay and blood transfusion rates.

Sample description of take-home tools:

Lists of standardization elements, data elements, and suggested analytical approaches for implementation of a Joint or Bundled Payment program

What works at OR Business Management Conference

- Concrete tips and advice and take-home tools
- Case studies that culminate with actionable recommendations, regardless of facility size
- Metrics that illustrate results achieved
- Audience participation; allow time for Q&A during your presentation

What doesn't

- Processes that can't be implemented beyond your specific facility
- Providing too much information, not enough, or information that is too basic for the audience
- Lecturing or reading Powerpoints verbatim

Pinpoint your objectives

Write your learning objectives as bullet points that complete the sentence, "By the end of the session, the participant will be able to..." Be sure to tie your proposal back to what attendees will learn or take away from your presentation.

Verbs to use in your learning objectives:

- State
- Explain
- Describe
- Discuss

Sample learning objectives:

- Describe the analytics and operational changes required to optimize the schedule and surgical capacity for joint/bundled payment programs.
- Identify standardization improvements that will aid in successful implementation.
- Discuss a "systems" perspective and the elements required for a successful joint and/or bundled payment program.
- Identify outcomes, expectations, and potential pitfalls.

Be bold

Don't be afraid to get creative. We welcome innovative programs and catchy titles. Consider proposing a traditional 75-minute breakout session or a different format such as a panel, debate, moderated session, or role play.

Titles that have caught our eye:

- The Price Is Right vs Let's Make a Deal: Reducing High-Cost Supplies and Services
- Ready, Set, Operate: Making Sure Your Equipment Is Good to Go
- Sustain the Gain: How to Reduce Costs Year After Year

Some other things to keep in mind...

- Follow guidelines carefully and include all information requested; don't leave out anything.
- State your main points up front and write a clear description. Proposals that are incomplete or unclear will not be considered.
- Put thought into your proposal, and proofread for clarity.
- Do not use acronyms or abbreviations for terms unless you define them.
- Meet the deadline to ensure consideration of your proposal.