

# Inside the Cost-Per-Procedure Financing Program

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Surviving the first six months is a daunting challenge for any new facility. Until those reimbursements start rolling in, you may run out of money before you run out of month. Olympus America's Cost-Per-Procedure (CPP) financing program could ease the financial burden on your startup surgery center.

Here's how it works. You order what you need from Olympus: all of your endoscopy, surgical, diagnostic and/or microscope equipment, supplies and services. And you finance what else you need from Olympus: office furniture, C-arms, lights and tables, for example.

Your per-procedure payment is based on the valuation of everything Olympus provides. For instance, \$500,000 worth of equipment and \$1 million worth of turnkey financing may result in less than a \$100 per-procedure payment. The CPP obligates you to perform a specific number of procedures within a specified time limit, such



The Olympus Cost-Per-Procedure program lets you pay for equipment on a per-procedure basis.

as 16,000 flexible endoscopy procedures in 36 months.

Your facility does not pay a cent back to Olympus until you start to do procedures. During the initial 90-day waiting period before your Medicare certification goes through, you can work the CPP agreement so that you are not making any payments during the first three months.

Once your facility begins obtaining reimbursements, you pay Olympus a fee based directly on the actual monthly usage

of the equipment you contract. You can predict your monthly cost/revenue margins because if a case is cancelled at the last moment or the surgical schedule is unusually light in a given month, you are not on the hook to the company for the idle time.

Your facility must make a monthly report to Olympus, citing the number of procedures performed using your contracted Olympus equipment. There is no monthly minimum fee, but the contract specifies an annual minimum payment.

You can use the program to either equip your facility or incorporate it as part of a larger "Turnkey Services" program designed specifically for start-up facilities.

At the end of the CPP, the choice is yours. You can walk away outright and return the equipment to Olympus, continue to use some or all of the equipment as part of a new CPP, replace or upgrade some or all of the equipment or purchase the equipment.