

June 2017

Participate in the 2017 ASA Conversion Factor Survey

Each year the ASA anonymously surveys anesthesiology practices across the country regarding their five largest commercial payers. We follow specific requirements from the Department of Justice and the Federal Trade Commission as outlined in the 1996 Statements of Antitrust Enforcement Policy in Health Care. The results of this survey allow us to report on the average and median commercial conversion factors and to present a view of regional trends in commercial contracting. Assuming we receive an adequate number of responses, the data results are presented – in aggregate – nationally, regionally and when possible, at the state level.

The following grid represents some of the information identified in prior year surveys:

Survey Year	# of Responses	Mean CF National	Median CF National
2016	204	\$71.02	\$68.00
2015	183	\$71.92	\$68.00
2014	190	\$70.00	\$66.00

The aggregate survey results can more accurately represent the nation and each region and/or state when a greater number of practices complete the survey. You can review more details of recent previous years' results - including breakdowns by region - in the write ups in the [October 2015](#) and [October 2016](#) editions of the ASA Monitor.

The survey is available at <https://www.surveymonkey.com/r/2017CF-Survey> and it will remain open through June 30, 2017.

To successfully complete the survey, it may be helpful to gather some information before you begin to enter your responses. The survey will ask you for 2016 data as it pertains to your five highest volume commercial payers — not Medicare, Medicaid or other government payers - including:

- The number of minutes per units used by the commercial payer
- The contracted conversion factor (rate per unit)
- Any use of fractional time units
- The point at which the payer rounds up/down to the next whole time unit
- The percentage that the payer represents of your total units billed
- Coverage for physical status or qualifying circumstances

Timely Topics

PAYMENT AND PRACTICE MANAGEMENT

You will also be asked about:

- Your total number of cases and total number of units reported in 2016
- The number of FTE physician anesthesiologists, CRNAs and Certified Anesthesiologist Assistants that are associated with your practice
- The percentage of care that is provided as personally performed, medically directed, medically supervised or by a CRNA not under medical direction
- Any special carve out or flat fee arrangements you may have

The results of this year's survey will be presented in the October 2017 issue of the ASA Monitor. If you have any questions about the survey, please contact [Sharon Merrick](#), ASA's Director of Payment and Practice Management.

Thank you for participating!