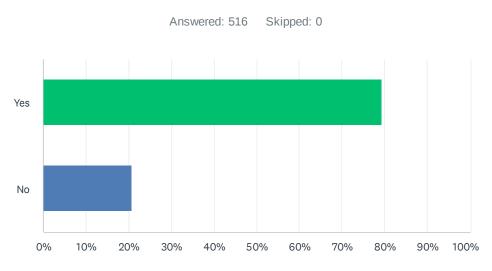
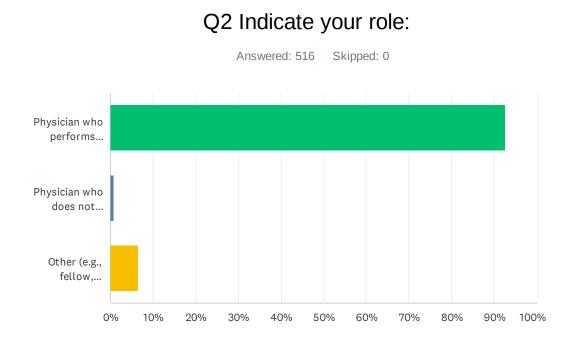
Q1 Despite tremendous advocacy efforts by HRS, ACC and other collaborators, CMS made large reductions to reimbursement for ablation, starting January 1, 2022. A link to the summary of efforts appears at end of this survey. Were you aware of HRS' multi-faceted advocacy efforts to change the outcome of the CMS decision?

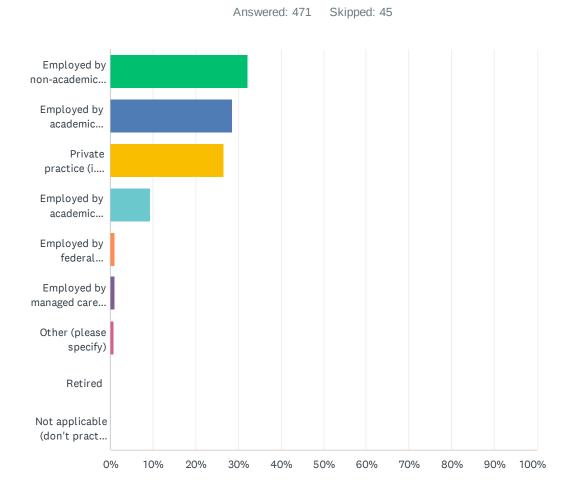


| ANSWER CHOICES | RESPONSES |     |
|----------------|-----------|-----|
| Yes            | 79.26%    | 409 |
| No             | 20.74%    | 107 |
| TOTAL          |           | 516 |



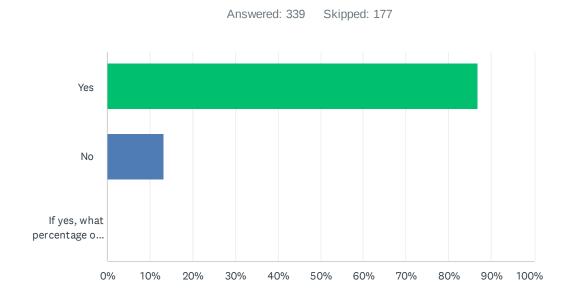
| ANSWER CHOICES  |        |     |
|---|--------|-----|
| Physician who performs ablations in the United States   | 92.64% | 478 |
| Physician who does not perform ablations in the United States   | 0.78%  | 4   |
| Other (e.g., fellow, resident, NP/PA, nurse, technologist, scientist, researcher, student, administrator, etc.) | 6.59%  | 34  |
| TOTAL   |        | 516 |

### Q3 What is the primary setting in which you practice electrophysiology?

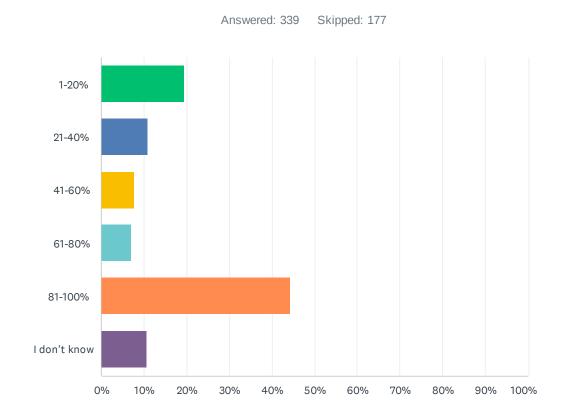


| ANSWER CHOICES   | RESPONSES |     |
|--|-----------|-----|
| Employed by non-academic hospital or health system             | 32.27%    | 152 |
| Employed by academic university                                | 28.66%    | 135 |
| Private practice (i.e., self-employed)                         | 26.75%    | 126 |
| Employed by academic hospital not affiliated with a university | 9.34%     | 44  |
| Employed by federal institution                                | 1.06%     | 5   |
| Employed by managed care consortium                            | 1.06%     | 5   |
| Other (please specify)   | 0.85%     | 4   |
| Retired  | 0.00%     | 0   |
| Not applicable (don't practice EP)                             | 0.00%     | 0   |
| TOTAL  |           | 471 |

### Q4 If you are salaried, is a portion of your salary/bonus dependent upon the RVUs billed?



| ANSWER CHOICES   | RESPONSES |     |
|--|-----------|-----|
| Yes  | 86.73%    | 294 |
| No   | 13.27%    | 45  |
| If yes, what percentage of your salary is based on RVUs? | 0.00%     | 0   |
| TOTAL  |           | 339 |

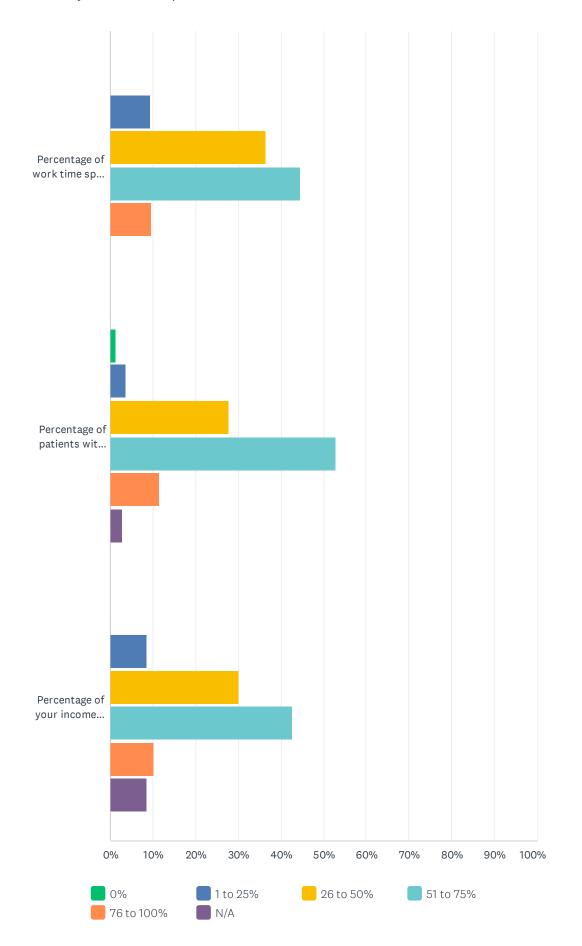


### Q5 What percentage of your salary + bonus is based on RVUs?

| ANSWER CHOICES | RESPONSES  |
|----------------|------------|
| 1-20%          | 19.47% 66  |
| 21-40%         | 10.91% 37  |
| 41-60%         | 7.67% 26   |
| 61-80%         | 7.08% 24   |
| 81-100%        | 44.25% 150 |
| I don't know   | 10.62% 36  |
| TOTAL          | 339        |

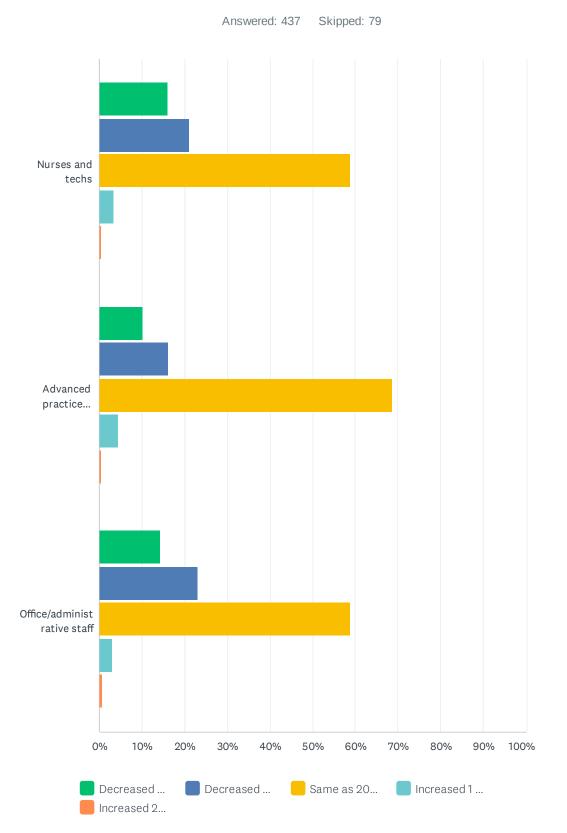
### Q6 Please provide your estimates for the following:

Answered: 437 Skipped: 79



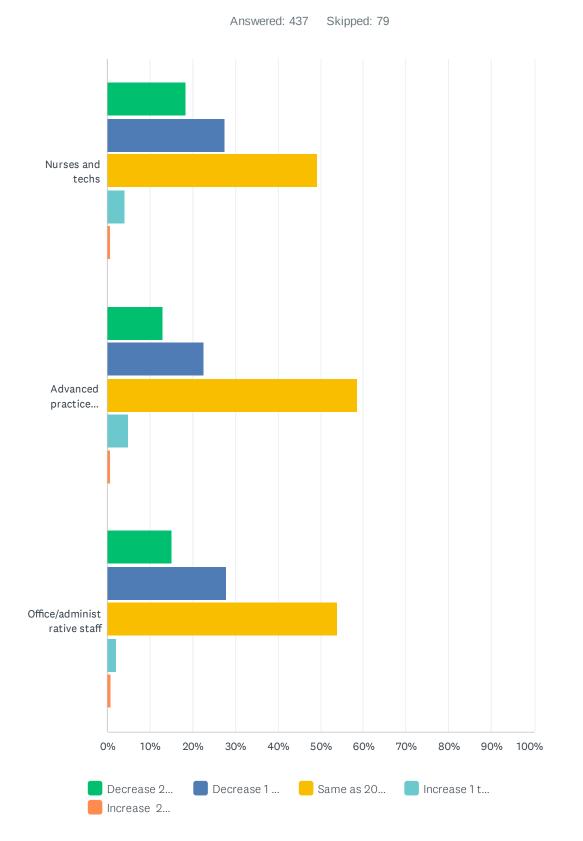
|   | 0%         | 1 TO<br>25% | 26 TO<br>50%  | 51 TO<br>75%  | 76 TO<br>100% | N/A         | TOTAL | WEIGHTED<br>AVERAGE |
|---|------------|-------------|---------------|---------------|---------------|-------------|-------|---------------------|
| Percentage of work time spent performing ablations  | 0.00%<br>0 | 9.38%<br>41 | 36.38%<br>159 | 44.62%<br>195 | 9.61%<br>42   | 0.00%<br>0  | 437   | 2.54                |
| Percentage of patients with Medicare                | 1.38%<br>6 | 3.68%<br>16 | 27.82%<br>121 | 52.87%<br>230 | 11.49%<br>50  | 2.76%<br>12 | 435   | 2.71                |
| Percentage of your income that comes from ablations | 0.00%<br>0 | 8.60%<br>37 | 30.00%<br>129 | 42.56%<br>183 | 10.23%<br>44  | 8.60%<br>37 | 430   | 2.60                |

# Q7 Please indicate any staffing changes that have already been instituted (compared to 2021) due to the reductions in reimbursement:



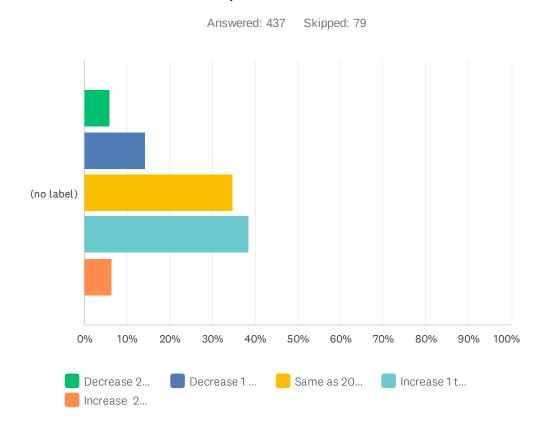
|                              | DECREASED<br>25% OR MORE | DECREASED<br>BY 1 TO 25% | SAME<br>AS<br>2021 | INCREASED<br>1 TO 25% | INCREASED<br>25% OR MORE | TOTAL | WEIGHTED<br>AVERAGE |
|------------------------------|--------------------------|--------------------------|--------------------|-----------------------|--------------------------|-------|---------------------|
| Nurses and techs             | 16.06%<br>70             | 21.10%<br>92             | 58.94%<br>257      | 3.44%<br>15           | 0.46%<br>2               | 436   | 3.49                |
| Advanced practice clinicians | 10.23%<br>44             | 16.28%<br>70             | 68.60%<br>295      | 4.42%<br>19           | 0.47%<br>2               | 430   | 3.31                |
| Office/administrative staff  | 14.39%<br>62             | 22.97%<br>99             | 58.93%<br>254      | 3.02%<br>13           | 0.70%<br>3               | 431   | 3.47                |

# Q8 Please indicate any staffing changes you expect will be implemented (compared to 2021) due to the reductions in reimbursement:



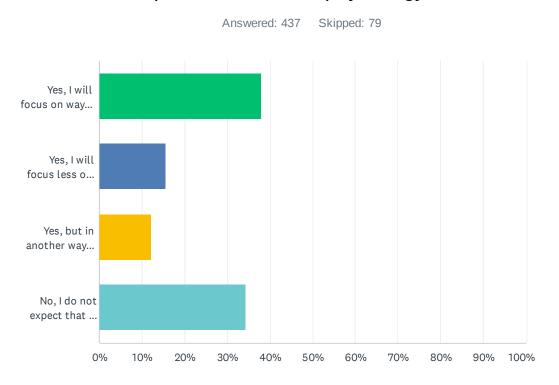
|                              | DECREASE<br>25% OR MORE | DECREASE<br>1 TO 25% | SAME<br>AS 2021 | INCREASE 1<br>TO 25% | INCREASE 25%<br>OR MORE | TOTAL | WEIGHTED<br>AVERAGE |
|------------------------------|-------------------------|----------------------|-----------------|----------------------|-------------------------|-------|---------------------|
| Nurses and techs             | 18.35%<br>80            | 27.52%<br>120        | 49.31%<br>215   | 4.13%<br>18          | 0.69%<br>3              | 436   | 3.59                |
| Advanced practice clinicians | 13.00%<br>55            | 22.70%<br>96         | 58.63%<br>248   | 4.96%<br>21          | 0.71%<br>3              | 423   | 3.42                |
| Office/administrative staff  | 15.22%<br>65            | 27.87%<br>119        | 53.86%<br>230   | 2.11%<br>9           | 0.94%<br>4              | 427   | 3.54                |

# Q9 What do you expect to be your total ablation volume for 2022 compared to 2021?



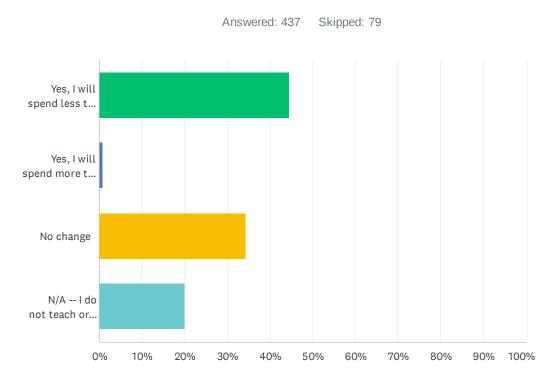
|               | DECREASE 25%<br>OR MORE | DECREASE 1<br>TO 25% | SAME AS<br>2021 | INCREASE 1<br>TO 25% | INCREASE 25%<br>OR MORE | TOTAL | WEIGHTED<br>AVERAGE |
|---------------|-------------------------|----------------------|-----------------|----------------------|-------------------------|-------|---------------------|
| (no<br>label) | 5.95%<br>26             | 14.19%<br>62         | 34.78%<br>152   | 38.67%<br>169        | 6.41%<br>28             | 437   | 2.75                |

# Q10 Will the reimbursement changes affect how you approach your practice of electrophysiology?



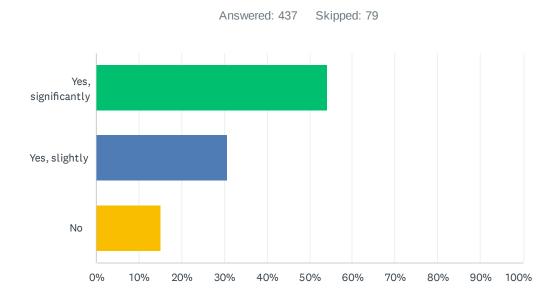
| ANSWER CHOICES   | RESPONSES |     |
|--|-----------|-----|
| Yes, I will focus on ways to improve efficiency.                 | 37.99%    | 166 |
| Yes, I will focus less on procedures.                            | 15.56%    | 68  |
| Yes, but in another way (please explain in comment field below). | 12.13%    | 53  |
| No, I do not expect that my approach to procedures will change.  | 34.32%    | 150 |
| TOTAL  |           | 437 |

### Q11 Have the reimbursement changes affected how you approach teaching trainees or staff, or do you think they will have an effect?



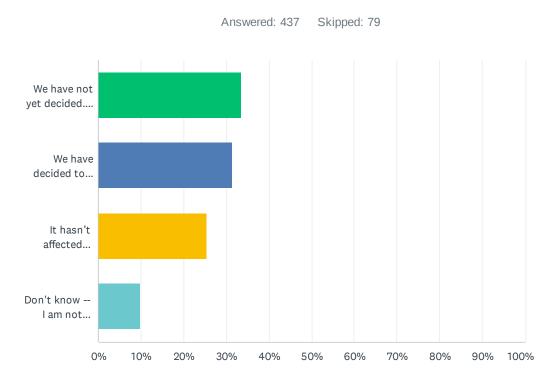
| ANSWER CHOICES                        | RESPONSES |     |
|---------------------------------------|-----------|-----|
| Yes, I will spend less time teaching. | 44.62%    | 195 |
| Yes, I will spend more time teaching. | 0.92%     | 4   |
| No change                             | 34.32%    | 150 |
| N/A I do not teach or train.          | 20.14%    | 88  |
| TOTAL                                 |           | 437 |

#### Q12 Have the changes in CMS reimbursement and RVU bundling of ablation codes affected (or are they likely to affect) your career plans or how you feel about your work environment or career?



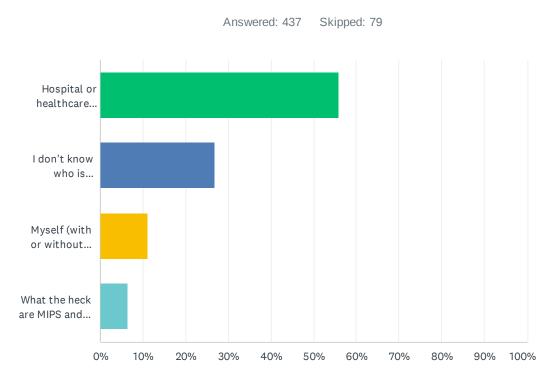
| ANSWER CHOICES     | RESPONSES |     |
|--------------------|-----------|-----|
| Yes, significantly | 54.23%    | 237 |
| Yes, slightly      | 30.66%    | 134 |
| No                 | 15.10%    | 66  |
| TOTAL              |           | 437 |

# Q13 Have the reimbursement/bundling changes affected your institution's decision to invest in new ablation technologies or equipment upgrades?

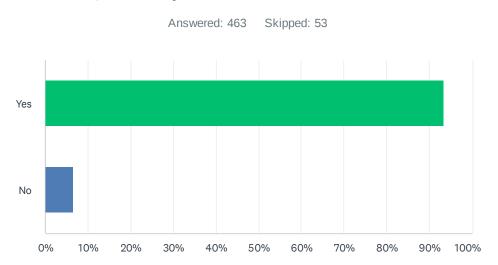


| ANSWER CHOICES   | RESPONSES |     |
|--|-----------|-----|
| We have not yet decided. We will see what happens and reassess.              | 33.41%    | 146 |
| We have decided to delay investing in new ablation technology/equipment.     | 31.35%    | 137 |
| It hasn't affected investment decision-making at this time.                  | 25.40%    | 111 |
| Don't know I am not involved in decisions for technology/equipment upgrades. | 9.84%     | 43  |
| TOTAL  |           | 437 |

### Q14 Who is responsible for reporting on CMS Quality Payment Program requirements for your practice (MIPS or APMs)?

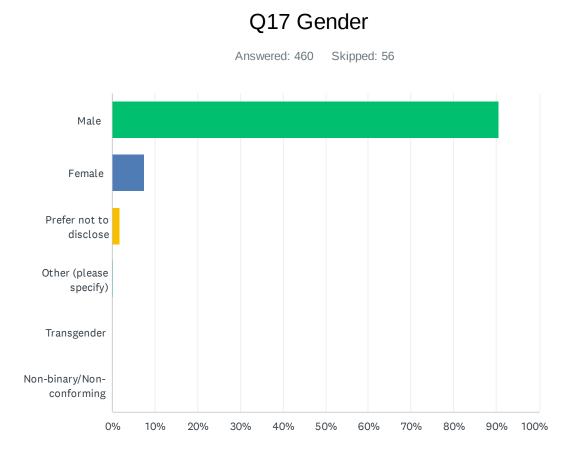


| ANSWER CHOICES                                     | RESPONSES |     |
|--|-----------|-----|
| Hospital or healthcare system administration       | 55.84%    | 244 |
| I don't know who is responsible.                   | 26.77%    | 117 |
| Myself (with or without administrative assistance) | 10.98%    | 48  |
| What the heck are MIPS and APMs?                   | 6.41%     | 28  |
| TOTAL  |           | 437 |

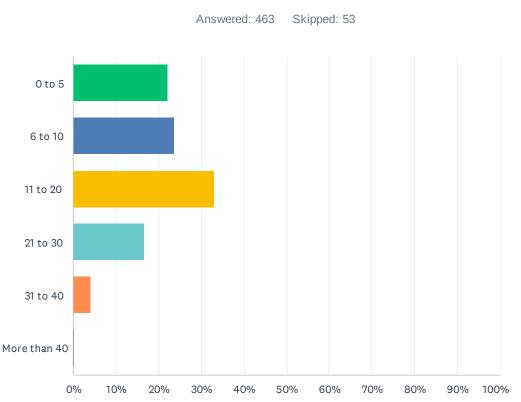


| ANSWER CHOICES | RESPONSES |     |
|----------------|-----------|-----|
| Yes            | 93.30% 4  | 432 |
| No             | 6.70%     | 31  |
| TOTAL          | 4         | 463 |

### Q15 Are you a member of HRS?



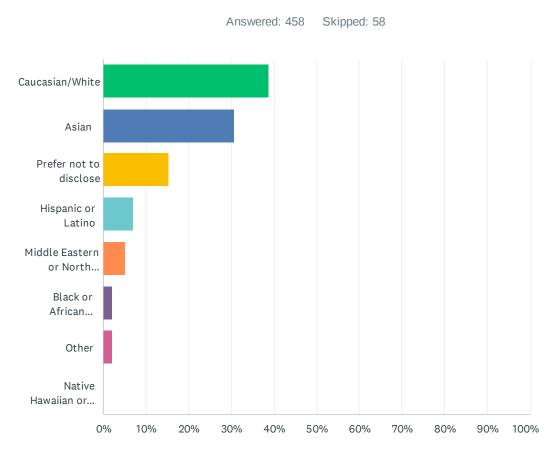
| ANSWER CHOICES            | RESPONSES |     |
|---------------------------|-----------|-----|
| Male                      | 90.65%    | 417 |
| Female                    | 7.39%     | 34  |
| Prefer not to disclose    | 1.74%     | 8   |
| Other (please specify)    | 0.22%     | 1   |
| Transgender               | 0.00%     | 0   |
| Non-binary/Non-conforming | 0.00%     | 0   |
| TOTAL                     |           | 460 |



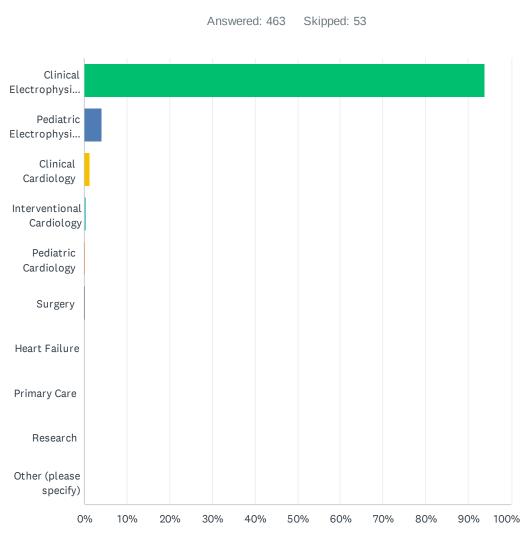
| ANSWER CHOICES | RESPONSES  |
|----------------|------------|
| 0 to 5         | 22.25% 103 |
| 6 to 10        | 23.76% 110 |
| 11 to 20       | 33.05% 153 |
| 21 to 30       | 16.63% 77  |
| 31 to 40       | 4.10% 19   |
| More than 40   | 0.22% 1    |
| TOTAL          | 463        |

### Q18 Years in Practice

# Q19 Race/Ethnicity: Please select all that apply. We ask this question to create statistics which will help ensure that we fairly and equitably serve the needs of all racial/ethnic groups.



| ANSWER CHOICES                            | RESPONSES |     |
|---|-----------|-----|
| Caucasian/White                           | 38.86%    | 178 |
| Asian                                     | 30.79%    | 141 |
| Prefer not to disclose                    | 15.28%    | 70  |
| Hispanic or Latino                        | 6.99%     | 32  |
| Middle Eastern or North African           | 5.02%     | 23  |
| Black or African American                 | 2.18%     | 10  |
| Other                                     | 2.18%     | 10  |
| Native Hawaiian or other Pacific Islander | 0.00%     | 0   |
| Total Respondents: 458                    |           |     |



### Q20 What is your primary specialty?

| ANSWER CHOICES              | RESPONSES |     |
|-----------------------------|-----------|-----|
| Clinical Electrophysiology  | 93.74% 4  | 134 |
| Pediatric Electrophysiology | 4.10%     | 19  |
| Clinical Cardiology         | 1.30%     | 6   |
| Interventional Cardiology   | 0.43%     | 2   |
| Pediatric Cardiology        | 0.22%     | 1   |
| Surgery                     | 0.22%     | 1   |
| Heart Failure               | 0.00%     | 0   |
| Primary Care                | 0.00%     | 0   |
| Research                    | 0.00%     | 0   |
| Other (please specify)      | 0.00%     | 0   |
| TOTAL                       | 4         | 463 |