

PARTNER SUCCESS

How the Partnership works for the success of our members



David Uba, MBA, Chief Executive Officer

Excelsior Orthopaedics – Member Since: 2015

Partnership membership helps Excelsior Orthopaedics move forward with outpatient joint replacement program.

Imagine having a new knee, hip or shoulder replacement without ever setting foot inside a hospital. Thanks to a new outpatient joint replacement program, that kind of innovative care is now a reality at Excelsior Orthopaedics.

With headquarters in Amherst, and locations in Niagara Falls and Orchard Park, Excelsior Orthopaedics is a 20-physician center of excellence for comprehensive orthopaedic and sports medicine services.

When the practice introduced its hospital-free outpatient joint replacement program, Excelsior's membership in the Buffalo Niagara Partnership was an important factor. The program allows patients who are in general good health to undergo hip, knee or shoulder replacement in an accelerated process at Excelsior while avoiding the hospital.

"The success of our program hinged on ensuring the insurers would reimburse joint replacement in the outpatient setting," explains David Uba, MBA, Chief Executive Officer at Excelsior. "We had relationships with the top insurers that were strengthened by our Partnership membership – that level of trust and familiarity helped greatly with negotiations."

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Working jointly.

Excelsior's program has been so successful, the practice is constructing a new building for its surgery center in Amherst that will triple in size. Uba points to the collaboration among many organizations as key to that success and re-emphasizes the importance of being a Partnership member.

"The Partnership is always there – when you need an answer to a question, or a contact on a particular subject, they come through," he concludes. "It is an extremely collaborative organization with so many members you know throughout the community. It is very unique to Western New York."

How can the Partnership improve the health of your business?

Strengthening business relationships for organizations such as Excelsior Orthopaedics is just one example of how the Buffalo Niagara Partnership is committed to deeper engagement with our members and the community. Learn more about what membership can do for your business.

**BUFFALO NIAGARA
PARTNERSHIP**