

Practice XYZ - KPI REPORT

Revenue Cycle Key Performance Indicators

Month of: July

Billings & Collections	Key		
	Month	Year to Date FY A	Year to Date FY B
Billings	\$ 4,073,568.49	\$ 23,609,330.95	\$ 23,196,613.69
FY A v FY B variance		\$ 412,717.27	1.7%
Budget Billings	NEED PRACTICE XYZ INFO		
Collections	\$ 1,806,992.59	\$ 11,655,840.01	\$ 11,505,201.00
FY A v FY B variance		\$ 150,639.01	1%
Budget Collections	NEED PRACTICE XYZ INFO		
Work RVUs	26,697	151,026	147,435
FY A v FY B variance		151,026.26	2%
Units (CPT Codes Billed)	33,240	190,043	192,573
FY A v FY B variance		(2,530.48)	-1%
Average Charge Per Work RVU	\$ 69 ↓	\$ 71 ↓	\$ 72
Average Payment Payment Per W. RVU	\$ 35 ↑	\$ 34 ↓	\$ 35
Average Charge Per Unit	\$ 56 ↓	\$ 57 ↑	\$ 55
Average Payment Per Unit	\$ 28 ↑	\$ 27 ↑	\$ 25
Payor Mix (, Red ↓)	Month	Year to Date FY2016	Year to Date FY2015
Medicare	\$ 1,525,193.97 37%	\$ 9,530,569.46 40%	\$ 9,123,597.44 39%
BCBS- Highmark	\$ 1,250,459.36 31%	\$ 7,593,127.30 32%	\$ 7,839,505.15 34%
Commercial	\$ 573,981.91 14%	\$ 2,242,062.36 9%	\$ 1,761,165.90 8%
Medicaid	\$ 388,578.18 10%	\$ 1,769,287.51 7%	\$ 1,770,025.44 8%
Geisinger Health Plan	\$ 201,317.88 5%	\$ 1,253,855.76 5%	\$ 1,301,442.65 6%
Health America	\$ 30,757.53 1%	\$ 704,946.94 3%	\$ 892,681.22 4%
Self-pay	\$ 89,973.07 2%	\$ 387,261.20 2%	\$ 406,470.90 2%
Occupational Medicine	\$ 2,557.25 0.1%	\$ 61,847.50 0.3%	\$ 55,006.20 0.2%
Workers Comp	\$ 9,975.50 0.2%	\$ 65,879.50 0.3%	\$ 46,527.81 0.2%
Provision for Bad Debt	\$ 773.87 0.0%	\$ 493.00 0.0%	\$ 191.00 0.0%
TOTAL	\$ 4,073,568.49 100%	\$ 23,609,330.50 100%	\$ 23,196,613.69 100%

Receivable Aging				Variance				Collection Rate & Days in A/R					
	Service Date Aged	Jun		Jul		Previous yr.		Previous 6 Month Gross Collection Rate		Previous 6 Month Net Collection Rate			
		Jul	Pr./yr	Jun	Jul	Jun	Jul	52%	96%				
Total Receivable	\$ 5,077,549	6.8%	19%	\$ 4,732,786	\$ 4,116,256	Days in A/R Sep 2016 (3 month)		34		Days in A/R Dec 2016 (3 month)		31	
0-30 Days	\$ 2,608,893	16%	29%	\$ 2,189,465	\$ 1,853,227	Collection Rate & Days in A/R Notes							
31-60 Days	\$ 618,593	-4%	-6%	\$ 640,484	\$ 658,729								
61-90 Days	\$ 267,691	-27%	-31%	\$ 339,671	\$ 351,826								
91-120 Days	\$ 205,902	-17%	-17%	\$ 241,094	\$ 240,000								
121-150 Days	\$ 172,799	16%	8%	\$ 145,458	\$ 158,604								
151-180 Days	\$ 115,232	18%	-19%	\$ 94,832	\$ 136,902								
181-210 Days	\$ 73,394	-3%	-22%	\$ 75,738	\$ 89,336								
211-240 Days	\$ 71,075	-4%	9%	\$ 73,676	\$ 64,340								
241-270 Days	\$ 60,815	-30%	-20%	\$ 78,841	\$ 73,022								
270 Plus Days	\$ 883,156	3%	44%	\$ 853,530	\$ 490,270								
90+ Plus Days Receivable						90+ Days Receivable Comment							
Provision for Bad Debt	\$ 736,066.85	5%	37%	\$ 700,000.00	\$ 460,074.67								
Self-pay	\$ 300,413.65	2%	37%	\$ 295,000.00	\$ 189,826.91								
Medicare	\$ 192,378.90	-1%	-11%	\$ 195,000.00	\$ 212,656.10								
Medicaid	\$ 121,470.63	0%	-40%	\$ 122,000.00	\$ 170,071.57								
Commercial	\$ 94,789.68	0%	13%	\$ 95,000.00	\$ 82,920.33								
BCBS- Highmark	\$ 65,568.17	-7%	-2%	\$ 70,000.00	\$ 67,073.11								
Geisinger Health Plan	\$ 21,608.88	12%	-50%	\$ 19,000.00	\$ 32,518.85								
Health America	\$ 9,000.20	11%	-113%	\$ 8,000.00	\$ 19,185.92								
Occupational Medicine	\$ 12,952.42	0%	31%	\$ 13,000.00	\$ 8,926.70								
Workers Comp	\$ 8,917.85	10%	-3%	\$ 8,000.00	\$ 9,219.18								
Total over 90 days	\$ 1,563,167	2%	20%	\$ 1,525,000	\$ 1,252,473								

Other Information									
Write-Offs JUL		Variance		Jun		Jul		Collections FY	
Controllable total: \$ 35000		Jun	Jul	Jun	Jul	Amount	% Total Payments		
Snapshot		Amount							
Charges received late	\$ 5,500.00	2%	5.5%	\$ 5,400.00	\$ 5,200.00	Co Pay	\$ 250,000.00	2%	
Non Contracted Provider	\$ 10,000.00	5%	-1.0%	\$ 9,500.00	\$ 10,100.00	Self Pay	\$ 85,000.00	1%	
No Auth/Waiver Referral	\$ 4,300.00	1%	-16.3%	\$ 4,250.00	\$ 5,000.00	Risk Withheld	\$ 45,000.00	0%	
Wrong Insurance	\$ 4,000.00	-5%	17.1%	\$ 4,200.00	\$ 3,314.01	Refund	\$ (60,000.00)	-1%	
Documentation does not support service	\$ 1,000.00	5%	50.0%	\$ 950.00	\$ 500.00	Additional Comments			
Non-Controllable total: \$ 40000									
Snapshot									
Inclusive to Primary Procedure	\$ 12,500.00	4%	-20.0%	\$ 12,000.00	\$ 15,000.00				
Procedure not on Fee Schedule	\$ 3,200.00	6%	37.5%	\$ 3,000.00	\$ 2,000.00				
Primary paid more than Secondary Allow.	\$ 15,000.00	3%	46.7%	\$ 14,500.00	\$ 8,000.00				