



Performance, Efficiency, Achievement, Knowledge

10 Statistics Your ASC Should Review Each Day, Week And Month and What to do About Them

June 9, 2011
9th Annual Orthopedic, Spine
and Pain Management Driven ASC Conference
Brian Brown

Agenda

10 Statistics

- Case Volume
- Cash Collections
- Net Revenue Per Case
- Salaries Per Case
- Hours Per Case
- Supplies Per Case
- Days in Accounts Receivable
- Bad Debt
- Satisfaction
- Distributions or The Bottom Line

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How Do You View Them Daily?

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Daily

- Supplies
 - Check pricing of supplies
 - Opening of items in OR
 - Put prices on items
 - Load pricing in patient accounting system
 - Generate Pos out of patient accounting system
 - Load preference cards in patient accounting system
 - Case costing

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How Do You View Them Weekly?

Weekly

- Cases vs. Budget
 - Forecasting
 - Vacations
 - Calling/Faxing other physicians
 - Staffing
 - Planning of Capital Expenditures
 - Managing Cash Flow

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Weekly

- Collections Goal
 - (Add Last Two Months Net Revenue) / Divide by Two
 - * Multiply by 98% + Add Any Deficit From the Previous Month
 - Post the Goal
 - Incentivize Your Employees
- Denial Log
 - Track and Trend Denials

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Collections Goal

Your Surgery Center

Cash Collection Goal

Sep-10

Collections Goal	\$381,377	
Collections:		
Week 1	\$65,851	17%
Week 2	\$164,905	43%
Week 3	\$12,979	3%
Week 4	\$89,389	23%
Week 5	\$64,634	17%
Total	\$397,758	104%
Refunds	\$3,781	
	\$393,977	103%
<u>Cash Needed</u>	(\$12,600)	

Summary Dashboard 9/15/2010 change view Data Good Thru: 09/24/2010

Current Month: September 2010 view detail for month view physicians by week

Previous Month: August 2010 view detail for month view physicians by week

Case	perform	col	admission	col	number	col	total	col	total
0-30	114,460	51.4%	0-30	114,460	51.4%	0-30	114,460	51.4%	0-30
31-60	109,460	51.4%	31-60	109,460	51.4%	31-60	109,460	51.4%	31-60
61-90	82,860	39.6%	61-90	82,860	39.6%	61-90	82,860	39.6%	61-90
91-120	31,840	15.0%	91-120	31,840	15.0%	91-120	31,840	15.0%	91-120
over 120	228,860	111.0%	over 120	228,860	111.0%	over 120	228,860	111.0%	over 120
total	364,240		total	364,240		total	364,240		total

91 Day A/R Aging

Category	amount	percent
0-30	114,460	51.4%
31-60	109,460	51.4%
61-90	82,860	39.6%
91-120	31,840	15.0%
over 120	228,860	111.0%
total	364,240	

Change From Previous Month

Category	amount	percent
0-30	224,240	51.4%
31-60	109,460	110.0%
61-90	14,770	17.8%
91-120	15,079	41.0%
over 120	14,866	6.5%
total	382,375	

collections goal

Category	amount	percent
0-30	114,460	51.4%
31-60	109,460	51.4%
61-90	82,860	39.6%
91-120	31,840	15.0%
over 120	228,860	111.0%
total	364,240	

expenses

Category	amount	percent
0-30	114,460	51.4%
31-60	109,460	51.4%
61-90	82,860	39.6%
91-120	31,840	15.0%
over 120	228,860	111.0%
total	364,240	

other period collections

Category	amount	percent
0-30	114,460	51.4%
31-60	109,460	51.4%
61-90	82,860	39.6%
91-120	31,840	15.0%
over 120	228,860	111.0%
total	364,240	

September 2010

Week	perform	col	admission	col	number	col	total	col	total
Week 1	114,460	51.4%	114,460	51.4%	114,460	51.4%	114,460	51.4%	114,460
Week 2	109,460	51.4%	109,460	51.4%	109,460	51.4%	109,460	51.4%	109,460
Week 3	82,860	39.6%	82,860	39.6%	82,860	39.6%	82,860	39.6%	82,860
Week 4	31,840	15.0%	31,840	15.0%	31,840	15.0%	31,840	15.0%	31,840
Week 5	228,860	111.0%	228,860	111.0%	228,860	111.0%	228,860	111.0%	228,860
total	364,240		364,240		364,240		364,240		364,240

Weekly

- Cash Management
 - Collections
 - Accounts Payable
 - Payroll
 - Available Cash

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Weekly Snapshot

Your Surgery Center

Weekly Financial Snapshot

Week Ending	Cash Collections MTD	Refunds	Collections Net Refunds	Goal	Percent of Goal Met	Billed Cases MTD	Net Revenue MTD	Net Rev per Case MTD	Days in AR	Outstanding AP	AP due	Outstanding Payroll	Available Cash
4/9/2010	\$121,823	\$1,067	\$120,756	\$364,796	33%	85	\$94,257	\$1,109	31	\$211,089	\$95,261	\$24,847	\$127,951
4/16/2010	\$204,665	\$2,774	\$201,891	\$364,796	55%	175	\$192,214	\$1,098	31	\$179,346	\$68,845	\$0	\$127,661
4/23/2010	\$283,882	\$5,237	\$278,645	\$364,796	76%	306	\$274,639	\$898	31	\$156,288	\$28,080	\$29,230	\$131,968
4/30/2010	\$354,021	\$6,631	\$347,390	\$364,796	95%	380	\$348,729	\$918	31	\$222,378	\$87,274	\$0	\$130,946
5/7/2010	\$80,783	\$727	\$80,056	\$375,664	21%	98	\$79,233	\$809	31	\$166,186	\$52,147	\$28,356	\$138,525
5/21/2010	\$299,674	\$1,791	\$297,883	\$375,664	79%	273	\$262,591	\$962	31	\$156,753	\$45,106	\$28,739	\$217,114
5/28/2010	\$384,747	\$2,204	\$382,543	\$375,664	102%	367	\$411,983	\$1,123	31	\$157,809	\$12,714	\$0	\$175,968
6/4/2010	\$81,013	\$130	\$80,883	\$394,234	21%	26	\$74,591	\$2,869	31	\$194,654	\$40,981	\$25,368	\$220,925
6/11/2010	\$157,838	\$940	\$156,898	\$394,234	40%	94	\$149,767	\$1,593	31	\$159,780	\$18,515	\$0	\$228,593
6/18/2010	\$249,856	\$7,947	\$241,909	\$394,234	61%	197	\$256,336	\$1,301	31	\$166,539	\$74,214	\$25,597	\$251,697
6/25/2010	\$334,086	\$16,282	\$317,804	\$394,234	81%	257	\$286,925	\$1,116	31	\$162,282	\$34,976	\$0	\$236,425

Weekly

- Hours Per Case
 - Productive Hours
 - Non-Productive Hours
 - Incentivize Your Employees

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Hours Analysis

Your Surgery Center Hours Analysis									
PPE Date	SWB Expense	Productive Hours	Overtime	Non Prod Hours	Total hours	Cases	Cost per Case	Prod Hours per Case	Total Hours per Case
4/11/2010	\$27,493.43	1178	1.25	98	1277.25	143	\$192.26	8.24	8.93
4/25/2010	\$30,175.98	1371.25	19.5	28	1418.75	180	\$167.64	7.62	7.88
5/7/2010	\$29,073.74	1345	1.5	32	1378.5	178	\$163.34	7.56	7.74
5/22/2010	\$28,782.01	1342	5.75	26.25	1374	179	\$160.79	7.50	7.68
6/6/2010	\$25,368.41	1048.5	1	153	1202.5	116	\$218.69	9.04	10.37
6/20/2010	\$25,853.27	1145	1	70.5	1216.5	170	\$152.08	6.74	7.16

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How Do You View Them Monthly?

Monthly

- Net Revenue
 - Volume Variances
 - Budget
 - Prior Year
 - Rate Variances
 - Payors
 - Intensity
 - Sub Specialty
 - Implants

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Monthly

- Days In Accounts Receivable
 - Make A Baseline Goal
 - In Network or Out
 - Electronic Submissions
 - Implants
 - Up Front Collections
 - Billing (48 hours)
 - Transcription (24 hours)
 - Physicians Dictation

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Monthly

- Supplies Per Case
 - Case Mix
 - Implants/IOLs
 - Reimbursement
 - Current Vendor Contracts
 - GPO Compliance
 - Incentive Your Employees

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Cost Per Case

Cost Accounting Summary							
Location:		View: Summary Totals					
View Date: 1/7/2011							
	total	cases	OR mins	net revenue	labor	supplies	overhead
financials	308			1,464.78	322.09	318.85	322.80
system	308	36.1		1,405.54		318.85	503.03

	physician	cases	OR mins	net revenue	labor	supplies	overhead	EBITDA
ENT		29	27.7	1,463.12	246.84	228.36	247.39	740.54
		16	31.1	1,464.05	277.46	240.57	277.46	668.56
		13	23.5	1,461.97	209.15	213.32	209.15	830.35
General		37	29.4	899.06	262.37	230.89	262.06	143.66
		11	21.9	492.68	195.31	53.78	195.31	48.29
		3	25.0	573.90	222.86	57.56	222.86	70.62
		21	34.7	1,189.26	309.03	345.96	309.03	225.26
		2	22.5	574.56	200.57	56.91	200.57	116.50
Gynecology		4	54.0	1,096.41	481.38	666.02	482.45	126.66
		3	55.7	1,745.77	496.24	381.24	496.24	372.06
		1	49.0	1,545.33	436.01	1,290.37	436.01	(605.65)
Ophthalmology		105	22.9	934.86	203.64	177.41	204.30	349.30
		22	27.6	960.93	244.74	157.29	244.74	314.16
		0	18.7	850.17	166.40	200.60	166.40	316.75
		30	18.5	879.15	164.62	174.67	164.62	374.35
		15	29.3	1,011.05	261.49	180.17	261.49	307.90
		32	21.6	849.29	192.22	187.90	192.22	376.96
Orthopaedic		77	49.4	2,069.56	439.93	661.24	440.91	537.48
		23	49.2	1,897.61	438.75	658.42	438.75	361.70
		0	32.5	1,737.69	289.72	155.54	289.72	1,002.71
		24	56.8	2,647.60	506.64	1,060.94	506.64	573.38
		13	33.7	1,285.44	300.35	96.71	300.35	689.03
		1	40.0	4,200.00	356.58	273.20	356.58	3,213.64
		10	63.1	2,083.19	562.50	768.85	562.50	249.34
Pain Mgmt		11	12.3	582.84	109.40	41.54	109.65	322.25
		11	12.3	582.84	109.40	41.54	109.40	322.49
Plastic		42	61.6	1,745.13	545.87	262.64	550.09	383.51
		18	60.1	2,490.43	535.36	364.08	535.36	1,055.63
		24	62.7	1,186.15	559.01	166.57	559.01	(118.44)
Podiatry		1	26.0	860.36	231.78	116.62	232.29	279.67
		1	26.0	860.36	231.78	116.62	231.78	280.19

Case Costing (cont)

financial class	cases	OR mins	net revenue	labor	supplies	overhead	EBITDA
Auto/Chrgs	1	23.0	59.53	205.03	54.30	205.49	(435.29)
Contract Fixed	131	37.1	1,576.32	330.99	327.96	331.73	485.65
Medicaid	5	26.6	506.79	237.12	134.16	237.65	(100.15)
Medicare	143	29.7	975.66	264.75	276.77	265.34	168.80
Non Contract	13	60.2	4,385.19	836.82	865.42	838.12	2,441.63
Self Pay	7	116.4	1,285.71	1,037.90	339.19	1,040.20	(1,131.58)
Vt Comp	6	31.6	809.25	263.76	151.36	264.41	319.69

opt code	cases	OR mins	net revenue	labor	supplies	overhead	EBITDA
30620	29	27.7	1,463.12	246.84	228.36	247.39	746.54
31840	1	36.3	1,736.91	323.89	344.96	324.81	743.46
31140	1	31.0	1,273.49	276.35	82.43	276.96	627.76
42120	1	109.0	2,041.70	891.44	336.50	855.42	(79.69)
42120	1	27.8	1,436.62	246.64	309.3	246.18	625.72
42821	1	26.0	1,265.64	231.78	339.99	232.39	461.78
42121	1	29.9	1,416.34	258.62	335.63	259.09	793.10
42826	2	38.5	1,442.89	343.21	340.10	343.97	415.52
42830	1	33.0	1,656.36	294.18	369.19	294.63	795.16
69436	10	15.0	1,354.41	133.72	74.22	134.01	1,022.46
General	37	29.4	899.66	262.27	220.69	262.26	163.46
11402	1	32.0	64.50	285.26	112.71	285.90	(629.36)
11441	1	33.0	281.69	284.18	79.66	284.83	(369.71)
19020	1	30.0	769.14	287.43	74.78	268.03	158.60
19301	1	42.0	941.34	374.41	140.62	375.24	51.18
24076	1	26.0	702.28	231.78	54.54	232.29	163.68
36561	1	32.0	915.43	285.26	430.66	285.90	(76.29)
43235	1	13.0	1,260.00	115.69	44.94	116.15	963.62
43236	10	12.0	495.77	163.13	54.23	163.60	114.91
45378	4	29.3	373.66	260.75	50.61	261.33	(199.02)
45380	4	29.8	602.30	265.20	75.12	265.79	57.18
45383	2	15.5	476.64	138.17	53.70	138.48	146.29
47662	3	43.3	2,597.60	388.29	931.71	387.15	892.45
49505	2	51.5	1,574.45	459.09	594.15	460.11	61.09
49520	2	47.5	1,889.33	423.44	523.61	424.38	517.71
49560	1	55.0	2,060.64	490.29	561.62	491.38	517.34
50105	1	16.0	585.35	142.63	49.62	142.95	260.15
Gynrecology	4	54.0	1,686.41	481.38	606.62	482.46	126.68
50554	1	39.7	1,362.71	353.61	489.61	354.39	105.61
50660	1	97.0	2,637.51	664.70	957.35	666.62	(51.17)
Orthodontology	466	22.9	934.86	263.84	177.44	264.30	429.28
15820	1	76.0	2,164.14	677.50	61.94	679.00	755.70
65235	15	0	461.66	133.22	62.76	134.61	231.17
65778	1	64.0	1,522.50	570.52	374.69	571.79	5.49
66761	1	6.0	306.95	53.49	0.96	53.61	62.80
66821	12	2.8	206.64	25.26	0.61	25.31	155.68
66821	3	21.3	853.59	180.17	184.21	180.60	478.60
66884	62	24.4	1,044.15	217.64	206.76	218.13	401.64
66886	1	45.0	934.92	401.15	330.59	402.04	(168.66)

Implant Log

Implant Expense Reconciliation

Treasure Coast										
Date	Vendor	Amount	PO#	Inv #	Surgeon Patient	DOS	On	Month	Billed	Reason if no
							Implant Log	On GL Expense Insurance	to IPG IPG Paid	
8/2/10	Medartis	\$389	1419	86000031	Batman Hoffa, J	8/1/10	Yes	August		We pay vendor IPG to bill payer and reimb
8/12/10	Stryker	\$267	10000	2995146	Batman Hoffa, J	8/11/10	Yes	Yes August Cigna	No Yes	We pay vendor IPG to bill payer and reimb
8/19/10	Arthrex	\$1,016	11504	v2983606	Batman Hoffa, J	8/13/10	Yes	Yes August Aetna	YES	
8/20/10	Stryker	\$294	11516		Batman Hoffa, J	8/20/10	Yes	No Accrue Medicare	No	Not covered
8/19/10	Arthrex	\$708	9888	v2982554	Batman Hoffa, J	8/11/10	Yes	Yes August BC	No Yes	We pay vendor IPG to bill payer and reimb
8/11/10	Arthrex	\$710	9889	V2983555	Batman Hoffa, J	8/11/10	Yes	Yes August Medicare	No	Not covered
8/6/10	Arthrex	\$585	9987	v2983430	Batman Hoffa, J	8/1/10	Yes	Yes August Medicare	No	Not covered
8/18/10	Arthrex	\$1,779	11503	v2983552	Batman Hoffa, J	8/18/10	Yes	Yes August Cigna	No Yes	We pay vendor IPG to bill payer and reimb
8/16/10	Supply	\$940	N/A	N/A	Batman Hoffa, J	8/16/10	Yes	Yes Stock item		
8/16/10	Arthrex	\$683	11506	v2983553	Batman Hoffa, J	8/16/10	Yes	Yes August BC	No Yes	We pay vendor IPG to bill payer and reimb
8/20/10	Arthrex	\$2,867	11509	v2996235	Batman Hoffa, J	8/20/10	Yes	Yes August Preferred Care	YES	
8/20/10	Red Med	\$2,150	10847	2676	Batman Hoffa, J	8/20/10	Yes	Yes August Care	YES	
8/25/10	Joan Rest	\$6,545	11505	v29309	Batman Hoffa, J	8/25/10	NO	Yes August Aetna	YES	
8/30/10	Arthrex	\$1,089	11515	v2998704	Batman Hoffa, J	8/25/10	NO	Yes August Aetna	YES	
8/30/10	Arthrex	\$1,524	11512	v2998705	Batman Hoffa, J	8/25/10	Yes	Yes August Auto	Yes	
8/30/10	Arthrex	\$1,133	11508	v2998708	Batman Hoffa, J	8/30/10	Yes	Yes August BC	No Yes	We pay vendor IPG to bill payer and reimb

Monthly

- Distributions/The Bottom Line
 - EBITDA
 - Budget
 - Forecast
 - Prior Year
 - Cash Flow From Operations
 - Capital Expenditures
 - Debt Service

Monthly

- Satisfaction
 - Patient
 - Length of wait time
 - Staff friendliness, helpfulness, and courtesy
 - Likelihood to recommend
 - Physician
 - Adequacy of nursing staff
 - OR turnover time
 - Ease of scheduling

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Monthly

- Satisfaction (cont)
 - Staff
 - Communication
 - Supervisors
 - Attitudes and Feelings

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What is Your TASK???

- Tools
- Analyze
- Savvy
- Knowledge

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QUESTIONS?

Thank You!

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