



Performance, Efficiency, Achievement, Knowledge

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

October 21, 2010
17th Annual Improving Profitability, and Business
and Legal Issues for ASCs Conference
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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
- Accounts Payable
- Distributions or The Bottom Line

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How Do You View Them Daily?

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%
Cash Needed	(\$12,600)	



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 Net 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	\$256,236	\$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	\$30,175.78	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
 - Rate Variances
 - Payors
 - Intensity
 - Volume Variances
 - Budget
 - Prior Year

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Monthly

▪ Days In Accounts Receivable

➤ Make A Baseline

• In Network or Out

• Electronic Submissions

• Implants

• Billing (48 hours)

– Transcription (24 hours)

– Physicians Dictation

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Monthly

▪ Supplies Per Case

➤ Case Mix

➤ Implants/IOLs

• Reimbursement

➤ Contracts

➤ GPO Compliance

➤ Incentive Your Employees

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Implant Log																
Implant Expense Reconciliation																
Treasure Coast																
Date	Vendor	Amount	PO#	Inv #	Surgeon	Patient	DOS	On Implant Log	Month To Exp. Insurance	Billed to Ins?	IPG	IPG Paid	Reason if no			
7/2/10	Medartis	\$389	1419	86000031	Batman	Hoffa, J	8/11/10	Yes	Yes	August	Cigna	No	Yes	We pay vendor IPG to bill payer and reimb		
7/12/10	Stryker	\$267	10000	2999146	Batman	Hoffa, J	8/11/10	Yes	Yes	August	Cigna	No	Yes	We pay vendor IPG to bill payer and reimb		
7/12/10	Stryker	\$596	9991	2999579	Batman	Hoffa, J	8/11/10	Yes	Yes	August	BC	No	Yes	We pay vendor IPG to bill payer and reimb		
7/19/10	Arthrex	\$1,016	11504	v2983606	Batman	Hoffa, J	8/13/10	Yes	Yes	August	Aetna	YES				
7/20/10	Stryker	\$294	11516		Batman	Hoffa, J	8/20/10	Yes	No	Accrue	Medicare	No		Not covered		
7/13/10	Arthrex	\$708	9888	v2983554	Batman	Hoffa, J	8/11/10	Yes	Yes	August	BC	No	Yes	We pay vendor IPG to bill payer and reimb		
7/13/10	Arthrex	\$710	9889	v2983555	Batman	Hoffa, J	8/11/10	Yes	Yes	August	Medicare	No		Not covered		
7/19/10	Arthrex	\$585	9987	v2983430	Batman	Hoffa, J	8/11/10	Yes	Yes	August	Medicare	No		Not covered		
7/18/10	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		
7/16/10	Baxter Supply	\$940	N/A	N/A	Batman	Hoffa, J	8/16/10	Yes	Yes		Stock item					
7/16/10	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		
7/20/10	Arthrex	\$2,867	11509	v2996235	Batman	Hoffa, J	8/20/10	Yes	Yes	August	BC Preferred	Care	YES			
7/20/10	Red Med	\$2,150	10847	2676	Batman	Hoffa, J	8/20/10	Yes	Yes	August	Care Preferred	Care	YES			
7/25/10	Joint Rest	\$6,545	11505	219209	Batman	Hoffa, J	8/25/10	NO	Yes	August	Aetna	YES				
7/30/10	Arthrex	\$1,089	11515	v2998704	Batman	Hoffa, J	8/25/10	NO	Yes	August	Aetna	YES				
7/30/10	Arthrex	\$1,524	11512	v2998705	Batman	Hoffa, J	8/25/10	Yes	Yes	August	Auto	YES				
7/30/10	Arthrex	\$1,133	11508	v2998708	Batman	Hoffa, J	8/20/10	Yes	Yes	August	BC	No	Yes	We pay vendor IPG to bill payer and reimb		

Monthly

- Distributions/The Bottom Line
 - EBITDA
 - Cash Flow From Operations
 - Prior Year

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QUESTIONS?

Thank You!

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