



Performance, Efficiency, Achievement, Knowledge

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

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10th Annual Orthopedic, Spine and Pain Management-Driven ASC Conference
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Wait a Minute, 10 Statistics???

- 4 Benchmarks That ASC Leaders Commonly Overlook
- 5 Key Financial Ratios Healthcare Providers Should Track
- 15 Statistics on ASC Supply Costs
- 6 Benchmark Goals for ASCs to Meet or Exceed in 2012
- 22 Statistics on Best Payors for Physicians by Specialty
- 15 Statistics on Healthcare Employees' Attitudes on the Job Market
- 15 New Benchmarks on ASC Administrator Compensation
- 35 Statistics on America's Payor Mix by Region
- 40 Benchmarks About Orthopedics in Surgery Centers
- 16 New Statistics on Surgery Center Net Revenue
- 10 Metrics That Reveal a Surgery Center's Financial Performance
- 13 Essential ASC Benchmarks & How to Stay Ahead of the Curve
- Average Revenue Per Case for Common ASC Specialties: 20 Benchmarking Statistics

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

How Do You View Them Daily?

Daily

- Scheduling
 - Cases vs. Budget
 - Room utilization
 - Holes in the schedule
 - Physician start times
 - Consolidation
 - Release of block time

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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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Weekly Snapshot

Your Surgery Center													
Weekly Financial Snapshot													
Week Ending	Cash Collections MTD	Refunds MTD	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	\$334,085	\$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
 - 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

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

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What is Your TASK???

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QUESTIONS?

Thank You!

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