

# Measuring productivity in your practice

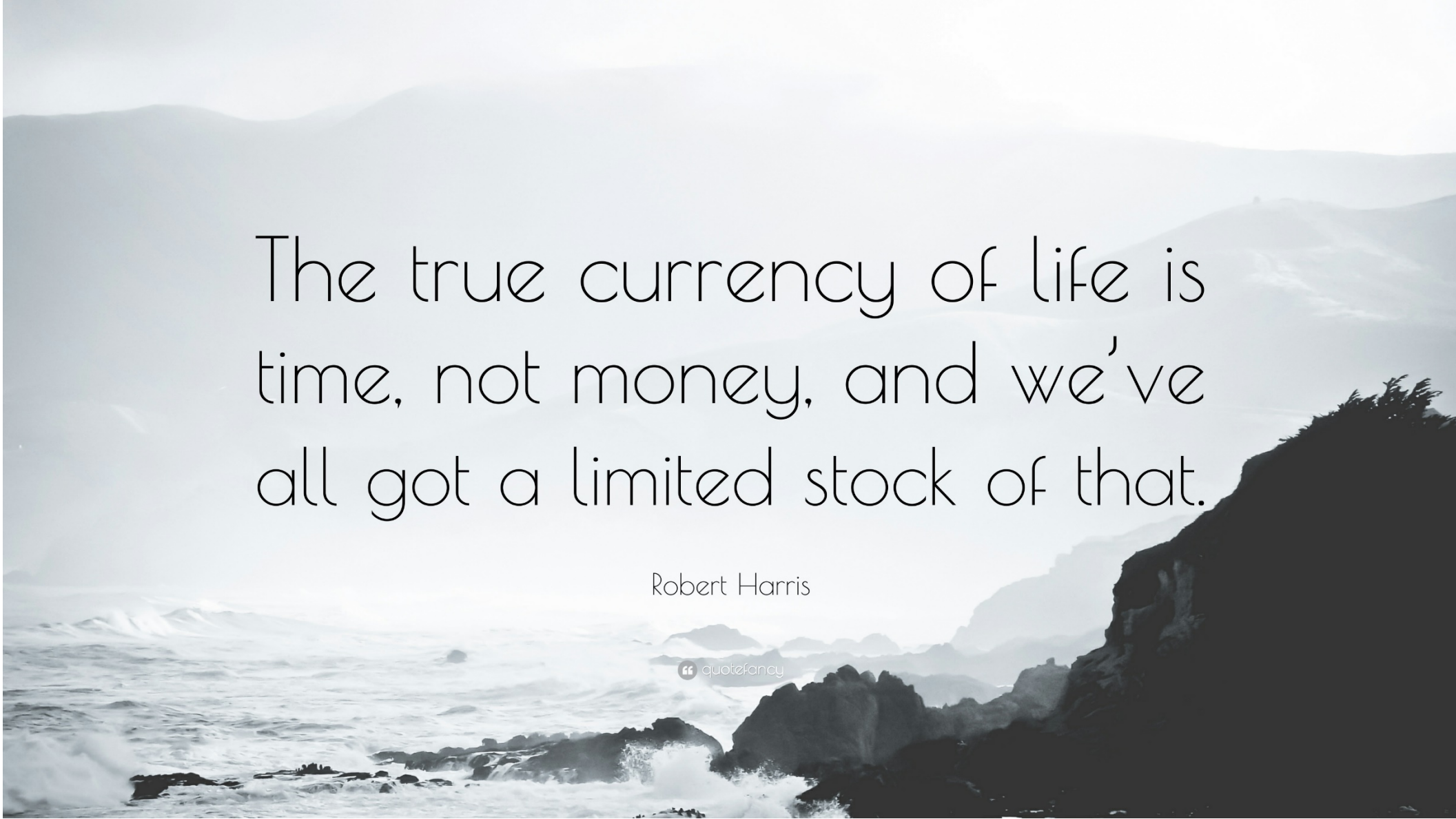
- Sonya Noor MD, FACS, Managing Partner BEVSA, PLLC
- Director, Endovascular services, Gates Vascular Institute, Buffalo, NY .
- Sept 25, 2020



# Disclosures

- Consultant: BSC, ELGX, Janssen INARI



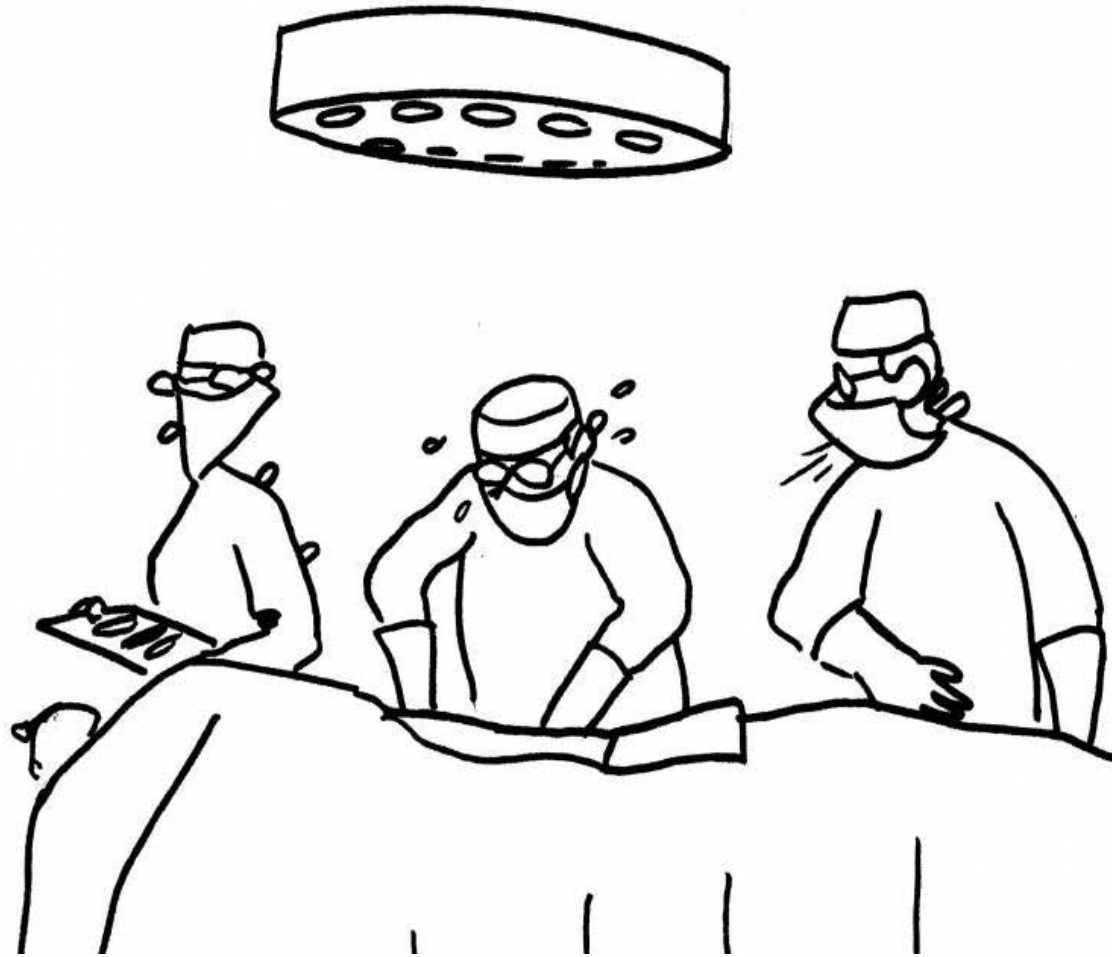


The true currency of life is  
time, not money, and we've  
all got a limited stock of that.

Robert Harris

“ quote&fancy





MRS. PEPPER/ONMONEY

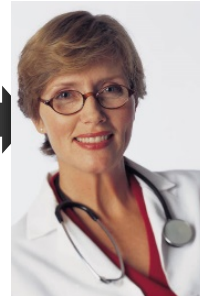


# Medical Reimbursement Process

Collaboration leads to accurate and complete documentation and code assignment



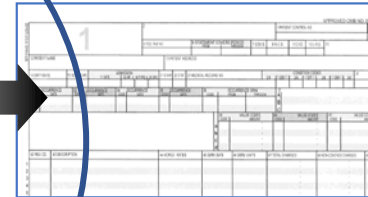
MD Dictates Notes



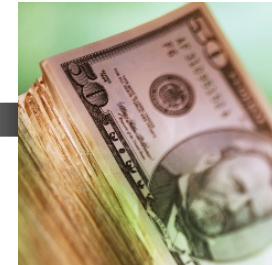
Coder Translates Notes



Facility Submit Claims



Payer Pays Claims Based on Codes





# Which Are You?

PRODUCTIVE



EFFICIENT

**IMPACTIVE**  
strategies

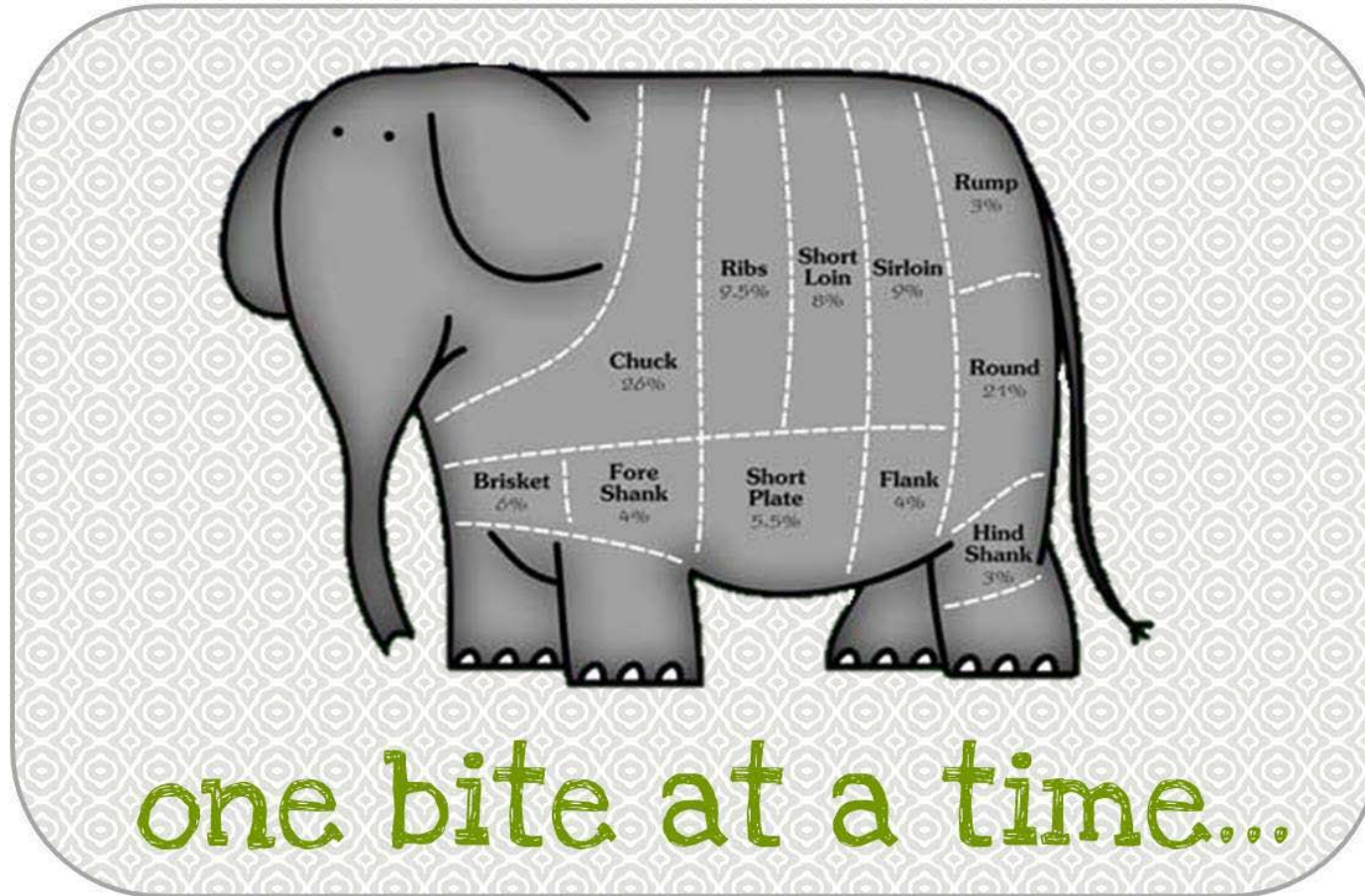


# Monthly Charge report

	PostYear	PostMonth													
	2018	2019													2019 Total
Values		1	2	3	4	5	6	7	8	9	10	11	12		
Monthly Charges	514992	195810.1	734097	705942.8	1059838	501750.6	403546	868529.2	791375.5	675875.6	822011.2	647883.6	670274.5	8076934	
Average Daily Charge	24523.43	8513.481	36704.85	33616.32	48174.45	21815.24	20177.3	37762.14	35971.61	32184.55	35739.62	30851.6	30467.02	371978.2	
Total Payments	411647.4	212347.9	245732.9	449146.9	498489.2	504551.2	179485.2	473193.4	462937	293814.7	464754.9	333529.4	394114.2	4512097	
Insurance Payments	402878.1	203854.7	239024.4	438102.2	487282.7	491364.3	169788.6	459151.7	456191.7	285028.2	455731.7	323969.9	387043.1	4396533	
Patient Payments	8769.25	8493.21	6708.52	11044.71	11206.44	13186.88	9696.59	14041.67	6745.31	8786.53	9023.18	9559.54	7071.15	115563.7	
Avg. Collection Per V	408.3803	371.2376	286.0686	500.7212	392.2023	828.4913	150.9548	593.7182	443.8514	381.0826	471.3538	275.8722	505.2746	410.8255	
Gross Collection %	0.799328	1.084459	0.334742	0.636237	0.470345	1.005582	0.44477	0.544821	0.584978	0.434717	0.565388	0.514798	0.587989	0.55864	
NCR	1.379484	1.93854	0.570786	1.113984	0.837357	1.831068	0.745663	0.882361	1.005221	0.780406	1.155733	0.952044	1.418367	1.027491	
Contractual Adjustme	289237.6	153280.1	165139.9	294907.9	361128.8	365847.3	106034.8	286575.6	320118.9	180547	429452.3	267364.7	339476.6	3269874	
Non-Contractual Adju	9538.34	13890.72	8499.12	43317.65	29063.15	49198.07	15084.09	6997.61	13425.34	53308.26	55355.5	16447.1	217479.7	522066.3	
Missing Adjustment f	0	66.93	-359.45	-963.55	-1218.56	-856.91	305.07	-410.06	-973.65	-212.4	462.74	-527.62	-375.52	-5062.98	
Days In Ar	29.13716	30.69997	49.12392	39.49927	31.02435	17.30266	24.90254	32.80236	27.51948	29.82492	25.4042	28.48489	25.48294	29.32696	
Total Open AR	639154.5	462500.5	777767.9	708030.7	849847.4	429918	536235.4	637581.3	622234.2	763362.4	637265.8	669757	597609.2	7692110	
% Ar Over 90 - By Entr	0.308285	0.496502	0.267468	0.270818	0.155547	0.214376	0.170102	0.231682	0.204923	0.123305	0.214739	0.159556	0.22454	0.219995	
% Ar Over 120 - By En	0.281176	0.431616	0.242367	0.234694	0.142756	0.156029	0.145571	0.161656	0.190037	0.107747	0.118293	0.147899	0.158783	0.18118	
Charge Entry Lag	12.19642	13.59162	21.31669	16.34566	17.45663	13.08969	17.7645	17.88785	17.83694	28.45193	17.36821	20.00189	15.31014	18.20458	
Distinct Patients Seen	959	542	812	854	1162	587	1145	764	995	733	918	1169	746	10427	
New E&M Patients	85	97	51	47	237	59	108	60	87	94	117	75	61	1093	
Visits/Encounters	1008	572	859	897	1271	609	1189	797	1043	771	986	1209	780	10983	
Average Daily Visits	48	25	43	43	58	26	59	35	47	37	43	58	35	509	
Cpt Count	1411	698	1272	1307	1734	858	1400	1246	1437	1064	1401	1546	1113	15076	
Average Daily CPTs	67	30	64	62	79	37	70	54	65	51	61	74	51	698	
Work RVU's	2603.72	1350.29	2291.87	2276.75	3692.94	1423.58	2129.51	2686.01	2299.68	2116.83	2743.86	2419.81	2193.53	27624.66	
Average Daily wRVU's	123.9867	58.70824	114.5935	108.4167	167.8609	61.89479	106.4755	116.783	104.5309	100.8014	119.2983	115.229	99.70592	1274.298	
Denials Posted	302	316	243	255	369	345	187	357	247	239	308	190	225	3281	



# Taking a bite at the charge report!





# Monthly charge report

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OEIS 7<sup>TH</sup> ANNUAL NATIONAL  
SCIENTIFIC VIRTUAL MEETING

September 25, 2020



# Monthly charge report

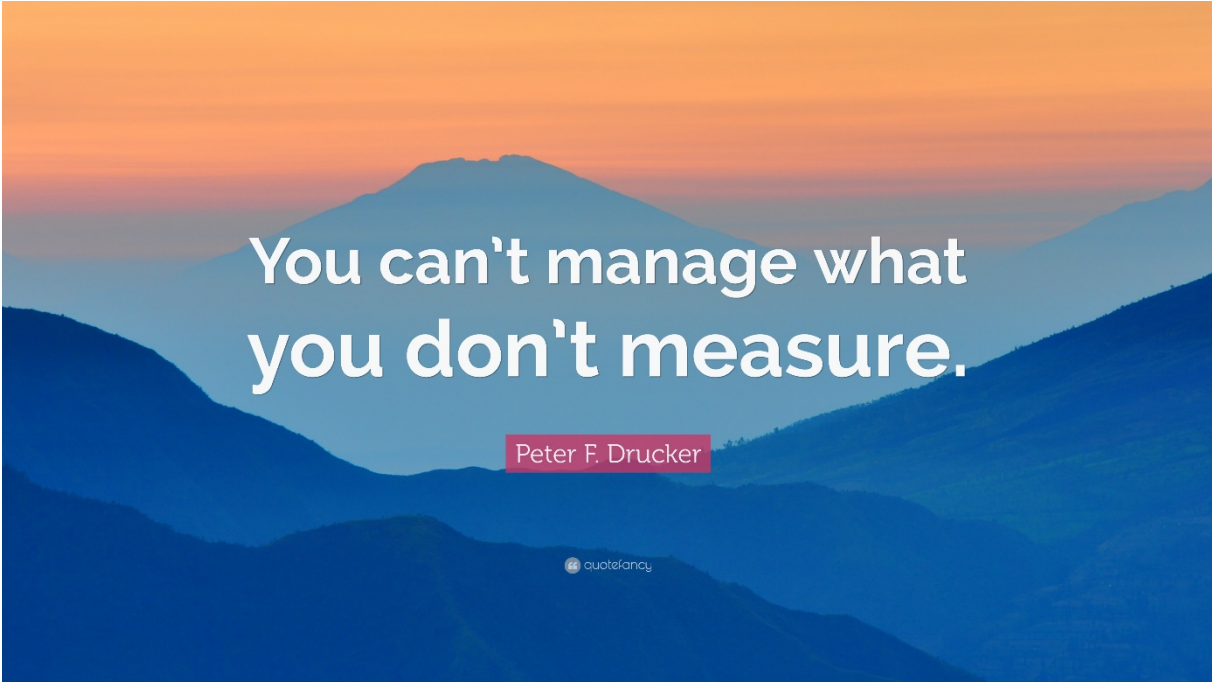
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Denials Posted	302	316	243	255	369	345	187	357	247	239	308	190	225	3281

		2017	2018	9	10	11	12	2018	
Dr. X	Access CTR Procedure- [REDACTED]	\$15,508.98	\$24,238.95	\$3,245.35	\$236.64	\$278.80	\$70.00	\$236,911.64	←
	Access CTR-Vascular Lab/Bevsa Only	\$7,705.09	\$5,643.52	\$1,052.27	\$184.13	\$229.69	\$15.00	\$60,559.93	
	Access CTR/Office-DR. Curl/Bevsa Only	\$3,681.95	\$2,044.85	\$1,984.48	-\$13.59	\$20.00	\$0.00	\$34,455.89	←
	Hospital-Inpatient	\$23,529.53	\$20,804.19	\$19,591.08	\$25,889.13	\$28,864.15	\$30,055.55	\$313,862.28	←
	Hospital-Outpatient	\$9,151.10	\$4,636.00	\$8,291.18	\$12,822.40	\$6,139.49	\$10,385.16	\$102,787.22	←
	Main Office-High Street	\$2,389.94	\$2,365.55	\$4,784.01	\$8,782.93	\$3,513.44	\$2,441.27	\$50,842.05	
	MFSH-Prof Reading [REDACTED]	\$1,288.99	\$689.87	\$2,240.59	\$220.78	\$692.49	\$2,949.67	\$17,066.87	
	MFSH-Prof Reading [REDACTED]	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$33.51	
	Office- [REDACTED]	\$0.00	\$0.00	\$2,960.78	\$4,620.29	\$5,678.06	\$3,303.04	\$17,217.01	
	Olean	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	-\$886.77	
DR. X TOTAL	Proced [REDACTED] Access Center	\$0.00	\$0.00	\$2,494.74	\$45,710.67	\$37,535.91	\$22,727.16	\$108,602.02	
	Vascular Lab- Access Center	\$0.00	\$0.00	\$8,305.26	\$6,522.32	\$6,524.56	\$7,205.35	\$29,527.64	
	Vascular Lab-Bevsa	\$4,300.61	\$3,873.13	\$5,194.02	\$6,700.22	\$5,830.94	\$5,981.59	\$66,643.86	
		\$67,556.19	\$64,296.06	\$60,143.76	\$111,675.92	\$95,307.53	\$85,133.79	\$1,037,623.15	←
	Access CTR Procedure- [REDACTED]	\$0.00	\$0.00	\$0.00	\$727.00	\$15.00	\$0.00	\$835.14	←
	Access CTR Procedure- [REDACTED]	\$189,271.83	\$31,633.64	\$122,768.68	\$63,857.08	\$795.03	\$74.76	\$1,525,860.07	←
	Access CTR-Vascular Lab/Bevsa Only	\$458.03	\$1,380.84	\$1,235.72	\$581.63	\$26.15	\$19.99	\$44,826.22	
	Access CTR/Office-DR. [REDACTED]	\$356.50	\$790.55	\$912.62	\$355.59	-\$91.83	\$128.04	\$52,642.50	
	Access CTR/Office-DR. [REDACTED] ly	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$107.21	
	Dominguez Procedures- CTR For Amb Surg	\$0.00	\$0.00	\$0.00	\$5,360.35	\$2,133.56	\$3,173.84	\$10,667.75	
Dr. Y Total	Hospital-Inpatient	\$21,299.80	\$20,780.98	\$10.00	\$842.42	-\$37.68	\$161.32	\$27,223.43	
	Hospital-Outpatient	\$9,500.88	\$5,533.31	-\$91.98	\$670.34	\$99.36	\$48.92	\$6,792.31	
	Main Office-High Street	\$8,915.00	\$4,510.24	\$556.73	-\$1,020.79	-\$349.09	\$25.65	\$5,672.25	
	MFSH-Prof Reading DR. [REDACTED]	\$36.20	\$0.00	\$0.65	\$0.00	\$0.00	\$0.00	\$123.45	
	Office- [REDACTED] Access Center	\$0.00	\$0.00	\$5,457.37	\$4,001.39	\$4,638.07	\$2,537.62	\$17,518.93	
	Olean	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	-\$486.17	
	Procedures- [REDACTED] Access Center	\$0.00	\$0.00	\$16,274.28	\$139,261.61	\$119,224.03	\$156,520.18	\$431,445.09	←
	Vascular Lab- Access Center	\$0.00	\$0.00	\$7,859.89	\$7,395.62	\$5,617.23	\$3,786.75	\$26,312.36	
	Vascular Lab-Bevsa	\$8,875.74	\$5,941.60	\$1,187.29	\$287.68	\$197.50	\$430.66	\$29,128.44	
	Total	\$238,713.98	\$70,571.16	\$156,171.25	\$222,319.92	\$132,267.33	\$166,907.73	\$2,178,668.98	←



# Productivity measures

- Key Performance Indicators( KPI)
- DASHBOARD
- Quaterly partner meetings
- Annual Goals



You can't manage what  
you don't measure.

Peter F. Drucker

quote fancy

# Thank you!

