5 dos’ and don’ts of MGMA benchmarking
Whether you’re new to using data, or you’re comfortable with medical practice benchmarks, stay sharp with our tips

1) Do use the median instead of the mean
   Mean = Observations divided by observations
   - The mean can be skewed by extremely high or extremely low numbers
   Median = Positional reference looking at the mid-point of a set of data
   - The mid-point will always give you the most accurate benchmark

2) Don’t default to the highest benchmark
   Avoid using the highest benchmarks because the 90\textsuperscript{th} percentile represents the best or the worst performers, depending on the type of data:
   - 90\textsuperscript{th} percentile in revenue benchmarks = highest earnings
   - 90\textsuperscript{th} percentile in cost benchmarks = highest spending
   Again, stick with the median.

3) Do use tables that apply to your group
   Revenue data are divided by several metrics:
   - Per FTE physician
   - Per FTE provider
   - Work RVU
   - Total RVU
   - Per patient
   Instead of choosing one data set to benchmark again, look at all of the above data sets. This will give you a broader picture of your practice’s performance compared to the rest of the industry.

4) Do be aware of the population
   The population represents the number of practices and providers that participated in the survey.
   Each data set will have a “phys,” “NPPs” or “count” column, which show the number of providers or practices that gave information for that data set.
   - Considering the population is a way to confirm the quality of the benchmark
   - The higher the population, the more robust the data

5) Don’t shop around for “best fit” data
   “Best fit” data caters to your practice in size, region and number of providers.
   - First, look for data based on your specialty and ownership model, then review all benchmarks, even if they do not apply to your practice
   - This allows you to compare your practice to those in the same specialty/ownership, but in a different region or with a different number of providers