We want to reward you for time spent completing the surveys!

As a benefit, all eligible participants of the 2017 surveys receive access to the report results in MGMA DataDive.

**Time is a valuable thing!** We’ve created a tiered participation benefit structure to ensure we reward you for the time spent completing the surveys.

- **Tier 1:** Submit the **minimum** amount of data required to be considered an eligible survey participant and receive this tier of the participation benefit.
- **Tier 2:** Provide us with **more than the minimum** and we’ll reward you with access to expanded benchmarking data in addition to the Tier 1 benefit.

See details regarding the tiers for each survey below.

**Get it done and out of the way!** Participate by the **early participation deadline** for each survey and receive additional functionality to export your MGMA DataDive tables into Excel.

**Additional benefits of participating:** In addition to the unmatched contribution you provide to your specialty and the industry, survey participants also receive discounts on upgraded access to MGMA DataDive. Upgraded features include:
- Additional filter options
- Ability to apply multiple filters to a single data set
- Trended data tables
- Customizable percentiles
- Analytical tools

Click here to learn more about MGMA DataDive and the additional features we have to offer.

**Before starting the surveys:** Make sure all of your practice(s) information is complete in the Practice Profile so we can customize the surveys for you.

<table>
<thead>
<tr>
<th>Survey Type</th>
<th>Open Date</th>
<th>Early Deadline</th>
<th>Final Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compensation and Production</td>
<td>Monday, Jan. 9</td>
<td>Friday, Jan. 27</td>
<td>Friday, Feb. 17</td>
</tr>
<tr>
<td>Management and Staff Compensation</td>
<td>Monday, Jan. 9</td>
<td>Friday, Jan. 27</td>
<td>Friday, Feb. 17</td>
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<tr>
<td>Cost and Revenue</td>
<td>Monday, Feb. 27</td>
<td>Friday, March 17</td>
<td>Friday, April 7</td>
</tr>
<tr>
<td>Practice Operations</td>
<td>Monday, Feb. 27</td>
<td>-</td>
<td>Friday, April 7</td>
</tr>
<tr>
<td>Coding Profile</td>
<td>Monday, Jan. 9</td>
<td>-</td>
<td>Friday, April 7</td>
</tr>
</tbody>
</table>
MGMA Provider Compensation:

**Open for participation:** Monday, January 9, 2017  
**Early participation deadline:** Friday, January 27, 2017  
**Final deadline:** Friday, February 17, 2017

**Tier 1:** Complete the required demographic and compensation questions (denoted by *) to receive the following compensation benchmarks and filters in your MGMA DataDive:

**Benchmarks:**
- Total Compensation
- Retirement Benefits

**Filters:**
- Demographic Classification
- Geographic Section
- Number of FTE Physicians
- Organization Ownership
- Partner/Shareholder
- Practice Type
- Total Medical Revenue
- Years in Specialty

**Tier 2:** Complete the required demographic and compensation questions (denoted by *) **plus** the production questions and to receive Tier 1 plus additional benchmark options in your MGMA DataDive:

**Everything in Tier 1 + Additional Benchmarks:**
- ASA Units
- Collections
- Collections to ASA Units, Total RVUs, Work RVUs ratios
- Compensation to ASA Units, Collections, Gross Charges, Total RVUs, Work RVUs ratios
- Gross Charges
- Total Encounters
- Total RVUs
- Weeks Worked per Year
- Work RVUs
- Work RVUs to Total Encounters ratio
MGMA Management and Staff Compensation:

Open for participation: Monday, January 9, 2017
Early participation deadline: Friday, January 27, 2017
Final deadline: Friday, February 17, 2017

Tier 1: Complete all of the required demographic and compensation questions (denoted by *) and to receive all benchmarks plus the following filters in your MGMA DataDive:

Benchmarks:
- Total Compensation
- Bonus/Incentive
- Overtime Compensation
- Hourly Rate Compensation
- Retirement Benefits
- Retirement Benefits as a % of Total Compensation

Basic Filters:
- Geographic Section
- National + State Zone
- Number of FTE Physicians
- Organization Ownership
- Practice Type
- Total Medical Revenue

Tier 2: Complete all of the required demographic and compensation questions (denoted by *) plus additional manager and staff questions to receive Tier 1 plus additional filter options in your MGMA DataDive:

Everything in Tier 1 + Additional Filters:
- Demographic classification
- Formal education level
- Legal organization
- Number of support staff
- Years of experience
MGMA Cost and Revenue:

Open for participation: Monday, February 27, 2017
Early participation deadline: Friday, March 17, 2017
Final deadline: Friday, April 7, 2017

Tier 1: Complete the required demographic and practice questions (denoted by *) to receive aggregate level data for each cut plus the following filters in your MGMA DataDive:

**Benchmarks:**
- Total AR
- Days in AR Buckets (0-30, 31-60, 61-90, 91-120, 120+)
- Total Providers FTE and Cost
- Total Physicians FTE and Cost
- Total Nonphysician Providers FTE and Cost
- Total Support Staff FTE and Cost
- Total Business Operations FTE and Cost
- Total Front Office Staff FTE and Cost
- Total Clinical Support Staff FTE and Cost
- Total Ancillary Support Staff FTE and Cost
- Total General Operating Cost
- Total Operating Cost
- Total Medical Revenue
- Total Medical Revenue After Operating Cost
- Total Medical Revenue After Operating and NPP Cost
- Net FFS Revenue
- Net Income
- Patients
- Work RVUs
- Total RVUs

**Filters:**
- Demographic Classification
- Geographic Section
- Number of FTE Physicians
- Organization Ownership
- Total Medical Revenue

**Data Cuts:**
- Per FTE Physician
- As a% of Total Medical Revenue
- Per FTE Provider
- Per Square Foot
- Per Total RVU
- Per Work RVU
- Per Patient
- Per Encounter

Tier 2: Complete the required demographic and practice questions (denoted by *) plus the breakouts of the aggregated totals data to receive Tier 1 plus the ability to expand the aggregated level data specified above into more specific data breakouts in your MGMA DataDive.
MGMA Practice Operations:

Open for participation: Monday, February 27, 2017
Final deadline: Friday, April 7, 2017

Complete this new survey collecting data on practice operational metrics, including hours of operation, appointment availability, no-shows and call volume to receive the results found nowhere else in the industry.

MGMA Coding Profile:

Open for participation: Monday, January 9, 2017
Final deadline: Friday, April 7, 2017

Upload the complete set of CPT codes your providers performed to receive an E&M graphed report comparing your providers’ and practices’ coding experience against MGMA coding data.

Have a question? MGMA Data Solutions staff are available Monday through Friday, 8 am to 5 pm MT. Call toll-free at 877.275.6462, ext. 1895 or email survey@mgma.org.