



# DATA DIVE

## MGMA DATADIVE COST AND REVENUE

The MGMA DataDive Cost and Revenue platform is a unique and unrivaled data set that allows you to perform thorough cost reduction analyses and helps you recognize practice traits that enhance cost-efficiency and overall profitability. In 2019, over 4,000 healthcare organizations across the industry were represented in this data set. The MGMA DataDive Cost and Revenue platform will enable you to:

- **Drive more revenue through productivity.** Staff appropriately by evaluating ratios between productivity levels and the number of support staff and providers. In addition, analyze your full-time-equivalent (FTE) staffing levels via key performance indicators to drive more revenue through productivity.
- **Keep operating expenses contained and within budget.** Keep your operating expenses and costs contained by performing a thorough cost-reduction analysis that takes into account your productivity levels, staffing and expenses, and compares them against your revenue.
- **Demonstrate the effectiveness of your management processes to your physicians or board of directors.** Determine how your payer mix affects your organization's bottom line, and benchmark accounts receivable and collections to identify areas for improvement to increase your overall profitability.
- **Maintain a healthy bottom line.** Understand all the factors that influence your bottom line, including information technology (IT) costs; liability insurance costs; building and occupancy expenses; support staff (front-office, clinical support, business operations and ancillary support staff); investment per physician; payer mix; and the association between productivity levels and the ratio of support staff to providers.



# DATA DIVE

## PRO TOOLS

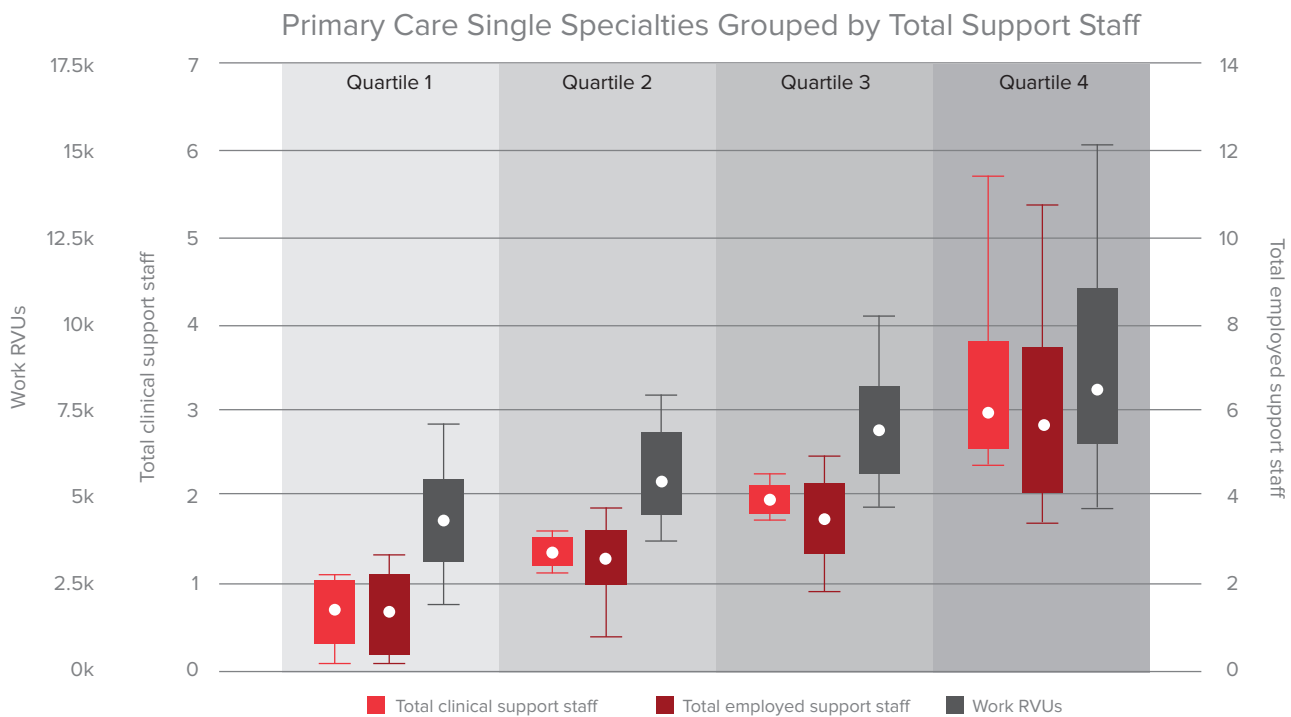
### Pro Report Builder

For the data gurus, this tool allows you to get into the weeds and search very fine data points, like five-year data trends, and roll up specialties. It also lets you compare your organization's data side by side with MGMA data!

### Quartile Tool

View data partitioned by highest/lowest performers and the corresponding values of up to three additional benchmarks, like staffing, revenue and expenses. Data is displayed by quartile in a table and interactive graph.

## QUARTILE TOOL



View compensation and productivity data partitioned by highest/lowest performers and the corresponding values of up to three additional benchmarks. Data is displayed by quartile in a table and interactive graph.



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### BENCHMARKS:

#### Expenses

- Physicians, NPPs and Provider Cost
- Support Staff Cost – Detailed by Type of Staff
- General Operating Cost, i.e. IT, Building and Occupancy, Furniture

#### A/R, Collections, Payer Mix

#### Staffing

- FTE Staffing Ratios for position included under:
  - Physicians, Support Staff, Business Operations Support Staff, Front Office Support Staff, Clinical Support Staff, Ancillary Support Staff

#### Charges & Revenue

- Total Gross Charges
- Total Medical Revenue
- Total Medical Revenue After Operating Cost
- Net FFS Revenue
- Net Capitation Revenue
- Nonmedical Revenue
- Net Income

#### Productivity

- ASA Units
- Patients
- Work RVUs
- Total RVUs
- Total Encounters
- Panel Size
- Square Feet
- Total Procedures

#### FILTERS:

Accountable Care Organization  
All Practices  
Ancillary Services  
Better Performing Practices  
Demographic Classification  
EHR Years  
Geographic Section  
HHS Region  
Legal Organization  
Medical Records Storage System  
Minor Geographic Region  
Number of FTE Physicians  
Organizational Ownership  
Patient Centered Medical Home  
Practice is Federally Qualified Rural Health Center  
Ratio of NPP to FTE Physician FTE  
Practice Specialty  
Total Medical Revenue

#### DATA CUT:

Per FTE Physician  
As a % of Total Medical Revenue  
Per FTE Provider  
Per Square Foot  
Per Total RVU  
Per Work RVU  
Per ASA Unit  
Per Patient  
Per Encounter

#### ADVANCED TOOLS:

Custom Group Data  
Custom Specialty Builder  
Percentiles between 10-90  
Quartile Tool  
Trend

To learn more, visit [mgma.com/ddcost](https://mgma.com/ddcost) or contact us based on your organization type:



Patient Care Organizations

877.275.6462, ext. 1801  
[sales@mgma.com](mailto:sales@mgma.com)

Business Service Organizations

877.275.6462, ext. 1266  
[okemp@mgma.com](mailto:okemp@mgma.com)