

2020 MGMA Surveys Participation Benefits



As a benefit, all eligible participants will receive single-user access to the results in MGMA DataDive for the surveys they complete.

**Participant access to MGMA DataDive is for a single user and cannot be disseminated across your organization.*

We value your time! 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 access.

**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.

Additional benefits of participating: In addition to the unmatched contribution you provide for your specialty and the industry, survey participants are also eligible to receive discounts when renewing or purchasing upgraded access to MGMA DataDive.

- **Organizational Membership All Access:** May receive a 12% discount on the total price of membership by completing the provider portion of the Compensation and Production Survey. May receive a 25% discount on the total price of membership by completing the provider portion of the Compensation and Production Survey and at least one of the following: (1) completing the management and staff portion of the Compensation and Production Survey or (2) completing the Cost and Revenue Survey.
- **Full DataDive License:** May receive a 25% discount on the Full MGMA DataDive upgrade for completing the corresponding survey. May receive a 25% discount on the Full MGMA DataDive All Surveys Package upgrade by completing at least two of the following: (1) completing the provider portion of the Compensation and Production Survey, (2) completing the management and staff portion of the Compensation and Production Survey or (3) completing the Cost and Revenue Survey.

When you upgrade, you'll gain more functionality, including:

- Additional filter options
- Ability to apply multiple filters to a single data set
- Trended data tables
- Customizable percentiles
- Analytical tools
- [See all the additional benefits of upgrading here](#)

2020 MGMA Surveys Participation Benefits



The Practice Profile is now open! Before starting the surveys, make sure all of your practice(s) information is complete in the Practice Profile so your survey can be tailored to you.

	OPEN	CLOSE
 Compensation and Production Survey (includes providers and staff)	Monday, January 6	Friday, February 14
 Cost and Revenue Survey	Monday, March 2	Friday, April 10
 Practice Operations Survey	Monday, March 2	Friday, May 1



MGMA Compensation and Production Survey (Provider Compensation and Production portion)

Open for participation: Monday, January 6, 2020
Final deadline for participation: Friday, February 14, 2020

TIER 1

Complete the required demographic and compensation questions (denoted by *) to receive the following compensation benchmarks and filters in your single-user license of MGMA DataDive, received from participation.

Benchmarks:

- Total Compensation
- Retirement Benefits

Filters:

- Demographic Classification
- Geographic Section
- Number of FTE Physicians
- Organizational Ownership
- Practice Type
- Total Medical Revenue
- Type of Compensation Tax Form
- Years in Specialty

TIER 2

Complete the required demographic and compensation questions (denoted by *) plus the production questions and receive Tier 1 plus additional benchmark options in your single-user, limited license version of MGMA DataDive, received from participation.

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
- Work RVUs
- Work RVUs to Total Encounters ratio

Upon completion of the provider productivity questions, you can also receive single user access to the Procedural Profile Module in MGMA DataDive by submitting your providers' CPT data in the link provided in the Production tab of your survey.

This link brings you to our RVU calculator that also allows participants that do not track RVUs to calculate their Work and Total RVUs to enter into their survey.



CPT
COLLECTION

2020 MGMA Surveys Participation Benefits



MGMA Compensation and Production Survey

(Management and Staff Portion)

Open for participation: Monday, January 6, 2020

Final deadline for participation: Friday, February 14, 2020

TIER 1

Complete the required demographic and compensation questions (denoted by *) to receive the following compensation benchmarks and filters in your single-user license of MGMA DataDive, received from participation.

Benchmarks:

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

Filters:

- Academic Status
- Demographic Classification
- Geographic Section
- Number of FTE Physicians
- Organizational Ownership
- Practice Type
- Total Medical Revenue

TIER 2

Complete the required demographic and compensation questions (denoted by *) plus the additional manager and staff questions and receive Tier 1 plus additional filter options in your single-user, limited license version of MGMA DataDive, received from participation.

Everything in Tier 1 + Additional Filters:

- ACMPE Status
- Certified in Position
- Compensation Method
- Formal Education Level
- Lead in Position
- Legal Organization
- Number of FTE Support Staff
- Years of Experience

2020 MGMA Surveys Participation Benefits



MGMA Cost and Revenue Survey

Open for participation: Monday, March 2, 2020

Final deadline for participation: Friday, April 10, 2020

TIER 1

Complete the required demographic and practice questions (denoted by *) to receive aggregate benchmarking data for each data cut, plus the following benchmarks and filters in your single-user license of MGMA DataDive, received from participation.

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
- Organizational 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 detailed breakouts of the aggregated totals in addition to the required demographic and practice questions (denoted by *) to receive Tier 2 access. This will allow you to expand the aggregated level data specified above into more specific data breakouts in your single user, limited license version of MGMA DataDive, received from participation.

Upon completion of the provider productivity questions, you can also receive single user access to the Procedural Profile Module in MGMA DataDive by submitting your providers' CPT data in the link provided in the Production tab of your survey.

This link brings you to our RVU calculator that also allows participants that do not track RVUs to calculate their Work and Total RVUs to enter into their survey.

2020 MGMA Surveys Participation Benefits



MGMA Practice Operations Survey

Open for participation: Monday, March 2, 2020
Final deadline for participation: Friday, May 1, 2020

Complete the required demographic and practice questions (denoted by *) to receive results on practice operational metrics.

Benchmarks:

Patient Portal

- Appointment Scheduling
- Bill Pay
- Test Result Access
- Patient-Provider Communication
- Medical Record Download/Transmission

Demographics

- Contains Dozens of Insight Categories, like:
 - Hours of Operation, Patient Satisfaction Surveys and Actions Taken After, Who is Responsible for Action, and More.

Call Center

- Number of Call Center Staff
- Call Volume
- Call Length
- Call Abandonment Rate

Billing

- Claims Posted
- Claims Denied on First Submission
- Charge Posting Lag Time

Scheduling

- Wait Times
- Same Day Appointments
- Appointment Times
- Third Next Available Appointment
- Appointment Slots
- No Show Rate
- Appointment Cancellation Rate
- Copayments Collected at Time of Service
- Patient Due Balances Collected at Time of Service

Turnover & Hire Rates

- Support Staff, Physician and Nonphysician Provider Turnover Rate
- Support Staff, Physician and Nonphysician Provider Hire Rate

Employee Benefits

- Percent of 401K Matched by Practice

Filters:

- Geographic Section
- Number of FTE Physicians
- Organization Ownership



MGMA Better Performers

MGMA recognizes better performing practices in four areas for recognition: operations, profitability, productivity, and value. The criteria within each category ensures we capture a holistic view of healthcare practices and what it means to be a better performer in the ever-changing field of healthcare. To qualify as a better performer, organizations must submit Tier 1 and Tier 2 data to all surveys listed above.

Access to the Better Performers dataset is limited to those who contribute data to our 2020 Compensation & Production (both provider and management and staff portions), Cost & Revenue and Practice Operations Surveys OR purchase the 2020 MGMA DataDive All Surveys dataset. Those with All Access Organizational Memberships will also be able to access.

Have a question? MGMA Data Solutions staff are available Monday through Friday, 7:00 am to 5:00 pm MT. Call toll-free at **877.275.6462, ext. 1895** or email survey@mgma.com.