### 2018 MGMA Better Performers Criteria

| OPERATIONS | • Less than the median for staff and provider turnover  
| • Practice creates an annual budget  
| • Less than the median for percentage of total A/R over 120 days |
| PROFITABILITY | • Less than the median for total general operating cost per work RVU  
| • Less than the median for total operating cost as a percent of total medical revenue  
| • Greater than the median for total medical revenue after operating cost per physician |
| PRODUCTIVITY | • Greater than the median for total medical revenue per physician  
| • Greater than the median for total medical revenue per staff  
| • Greater than the median for work RVUs per staff  
| • Greater than the median for provider work RVUs for at least 66% of provider; -or-  
| • Anesthesia practices, greater than the median for ASA units for at least 66% of providers |
| VALUE | • Practice reports on quality metrics; and  
| • Practice qualifies for better performer status in at least one other category |

To meaningfully determine Better Performing Practices in the ever-changing field of healthcare, new evaluation metrics were introduced beginning with the 2017 MGMA surveys. In the chart above, you will see four areas of focus for recognition that provide a more holistic view of healthcare practices.

Participation across all three surveys (the Compensation and Production Survey, the Cost and Revenue Survey, the Practice Operations Survey) is required in order to be considered for better performer status. Click [here](#) to learn more about participating in the surveys.