

Revenue Analysis by Key Revenue Categories and with Averages (pg 1)

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OVERVIEW

Analyze your revenue numbers to understand the source of revenue as well as variations in revenue. Refresh your report instantly to see trends and areas that need further review. Drill down to the patient and invoice level to spot errors and opportunities. Three levels of grouping give you a powerful analysis tool.

Revenue Analysis with Averages allows you to compare billing per day for payer, payer type, revenue code, therapy, type of claim (NCPDP or HCFA), state and HCPCS code. With the billed month category you can trend any of the above month to month..

BENEFITS

- Quickly spot problems and opportunities.
- Pinpoint revenue trends.
- Averages help spot billing /pricing issues.
- Powerful multi-site reporting.



Revenue Analysis

Billed 4/1/2008 through 4/30/2008

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3 user defined groups in any order, plus the option to include patient or invoice detail
Shows the number of patients and invoices represented by the group totals

Grouped By Payor Type + Revenue Code + Therapy	Billed		Credit Rebill		Net Revenue		# Inv	# Pts
	Billed	Expected	Billed	Expected	Billed	Expected		
No Payor Type Defined	46,594.32	42,176.77	0.00	0.00	46,594.32	42,176.77	32	14
Drugs	44,562.88	40,145.33	0.00	0.00	44,562.88	40,145.33	12	10
No Therapy Code Defined	44,562.88	40,145.33			44,562.88	40,145.33	12	10
Nursing Service	1,537.00	1,537.00	Breaks out Credit Rebill transactions for the billing period		1,537.00	1,537.00	12	4
No Therapy Code Defined	1,537.00	1,537.00			1,537.00	1,537.00	12	4
Per Diem	490.00	490.00			490.00	490.00	7	5
No Therapy Code Defined	490.00	490.00			490.00	490.00	7	5
Supply	4.44	4.44			4.44	4.44	1	1
SUPPLIES	4.44	4.44	0.00	0.00	4.44	4.44	1	1
COMMERCIAL	5,367,661.09	4,991,834.64	-43,755.55	-43,755.55	5,323,905.54	4,948,079.09	5070	731
Drugs	4,957,224.79	4,614,236.04	-42,540.55	-42,540.55	4,914,684.24	4,571,695.49	1467	627
No Therapy Code Defined	2,284,929.41	2,090,402.14	0.00	0.00	2,284,929.41	2,090,402.14	736	357
ATB-F	28,514.07	25,591.81	0.00	0.00	28,514.07	25,591.81	42	16
ATB-S	454.32	454.32	0.00	0.00	454.32	454.32	1	1
CHEMO-F	1,944.01	1,058.57	0.00	0.00	1,944.01	1,058.57	15	5
ENTERAL	143.28	143.28	0.00	0.00	143.28	143.28	1	1
ENT-F	384.85	384.85	0.00	0.00	384.85	384.85	3	1

Revenue Analysis by Key Revenue Categories and with Averages (pg 2)

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How To Use

Rock-Pond Analyzer reports allow you to start at a high level by selecting just one category and drill down into the data to see the sources of revenue and the reasons for increased or decreased revenue.

The report below was the first view of revenue data that allowed a provider, for the first time to fully understand the variations in IVIG revenue across payer types. Further analysis by payer within payer type provided details on reimbursement variations by payer that provided valuable information for contract management and negotiation.

Potential Uses

- Summary reports are excellent for month end.
- Compare reimbursement across payer types.
- Analyze revenue at the HCPCS code level.
- See trends by key category over time.



Revenue Analysis with Averages

Billed 7/1/2009 through 2/28/2010

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Grouped By Payor Type + Revenue Code + Month Billed	Billed	Expected	# Inv	# Pts	# Days	Avg Per Claim	Avg Per Patient	Avg Per Day
IVIG -Drugs	2,853,140.09	1,576,744.39	681	28	1,320	2,315.34	56,312.30	1,194.50
2009-07	377,577.47	200,358.34	86	17	151	2,329.75	11,785.78	1,326.88
2009-08	455,065.91	311,749.95	98	17	202	3,181.12	18,338.23	1,543.32
2009-09	360,070.75	243,785.23	73	16	134	3,339.52	15,236.58	1,819.29
2009-10	653,843.41	288,661.59	168	22	298	1,718.22	13,120.98	968.66
2009-11	313,835.16	147,714.09	82	14	217	1,801.39	10,551.01	680.71
2009-12	372,702.56	197,812.79	81	19	124	2,442.13	10,411.20	1,595.26
2010-01	217,020.89	121,298.38	61	17	120	1,988.50	7,135.20	1,010.82
2010-02	103,023.94	65,364.02	32	12	74	2,042.63	5,447.00	883.30

“Just knowing my revenue is not enough. I need to be able to analyze it so I can improve it.”