



MHA Business Solution Center for CPR+

Rock-Pond Report Summary by Category

Accounts Receivable	
lc2_1184b	Profitability by {} within Site for {} through {}
Audit and Data Analysis	
lc2_1212	Inventory Items with HCPCS Codes - Medicare Fee Schedule Audit
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lc2_1208z	Inventory Usage by Drug for {} through {}
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lc2_1247z	Final Amount Dispensed by Drug within Site

This document provides an overview of the Rock-Pond Reports provided with the MHA Business Solution Center. Through its partnership with Rock-Pond Solutions, MHA is providing a few of the most popular Rock-Pond Reports with the MHA Business Solution Center. Additional information on Rock-Pond Reports and other Rock-Pond Solutions products and services, as well as information on how to get the most value out of Rock-Pond reports is available at www.rock-pond.com under the products tab.


August 15, 2011

!c2_1184b - Profitability by {} within Site for {} through {} Accounts Receivable

Overview: Shows revenue, cost and expected margin for inventory billed or services provided for a date range. You can select invoices by date of service or date billed and you have 3 levels of grouping to drill down to the specific areas of your business where you want to analyze your profitability.

Benefits: The selection and grouping criteria of this report enables you to drill down into specific areas of your business to analyze profitability at a summary level and also to drill down into the specific invoices that you need to review. In addition to reporting the profitability of your business, it enables you to pinpoint the specific areas that need to be addressed.

Sample:



Profitability by Due Payor within Due Payor Type
 Start Date of Service from 1/1/2009 through 1/31/2009
 (Showing All Invoices)

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	Billed	Expected	COGS	Payments	Adjustments	Expected Net Profit	Expected Profit Margin
Site	3,812,754.76	1,724,390.86	810,136.62	1,686,254.35	-75,674.81	914,254.24	53 %
AGENCY	977.90	977.90	237.91	977.90	0.00	740.00	76 %
ADVA	707.00	707.00	101.00	707.00	0.00	606.00	87 %
EPIG	210.90	210.90	136.91	210.90	0.00	74.00	35 %
CONTRACT	1,473,198.75	615,673.43	491,037.90	597,032.81	-27,126.41	124,635.53	20 %
AETN	33,787.38	5,451.71	2,025.63	3,064.51	1,465.68	3,426.08	63 %
AMER	935.00	680.00	19.00	335.00	343.40	660.40	97 %
BCBS	33,363.98	5,915.71	3,571.11	6,524.54	-808.83	2,344.60	40 %
BCBS	12,020.69	3,762.95	924.68	3,788.55	-25.00	2,838.27	75 %
BCBS	952,799.64	434,812.35	294,709.38	405,608.84	-10,295.64	140,102.97	32 %
BCBS	369,825.20	143,545.64	178,187.80	152,811.45	-9,265.81	-34,642.16	-24 %
CIGNA	9,594.22	2,210.28	1,377.44	5,245.75	-3,147.97	832.84	38 %
FIRST	701.54	139.48	24.52	95.86	10.76	114.96	62 %
TRICA	1,890.00	920.37	278.94	828.32	92.05	641.43	70 %
UNITE	58,281.04	18,234.94	9,918.79	18,727.39	-5,694.45	8,316.15	46 %
HOSPICE	19,403.39	19,137.39	4,579.77	16,198.15	-266.00	14,557.62	76 %
COMM	1,820.25	1,820.25	199.46	1,820.25	0.00	1,620.79	89 %
COMM	1,794.40	1,528.40	527.64	1,794.40	-266.00	1,000.76	65 %
COMM	4,351.94	4,351.94	1,048.38	4,351.94	0.00	3,305.58	76 %
COMM	2,635.25	2,635.25	349.48	2,635.25	0.00	2,285.77	87 %
PROVI	1,881.75	1,881.75	393.47	1,881.75	0.00	1,488.28	79 %
SEASC	360.00	360.00	246.21	320.00	0.00	113.79	32 %
VITAS	717.50	717.50	227.49	717.50	0.00	490.01	68 %
VITAS	3,165.24	3,165.24	696.86	0.00	0.00	2,468.38	78 %

!c2_1212 - Inventory Items with HCPCS Codes - Medicare Fee Schedule Audit

Overview: Shows items in inventory grouped by HCPC code with current info about what the "cost" and "list" price in inventory referenced against medicare free schedule and shows items where variance occurs.

Sample:



Inventory Items with HCPCS Codes Medicare Fee Schedule Audit


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Inventory Item	MCR Units	Avg Cost	List	Current MCR Fee	Inv MCR Charge/Unit	Use Fee Sched	Variance
Active Inventory Items							
A4216 Sterile water/saline, 10 ml							
BACTERIOSTATIC WATER 30ML	3.00	0.34	1.83	0.42	0.64	No	
NACL0.9% 10ml/12ml Flush (AMS)	1.00	0.36	14.18	0.42	14.18	No	
NACL0.9% 10ml/12ml Flush (EXC)	1.00	0.35	12.57	0.42	12.57	No	
SA GAUZE, SURGICAL 4X4 (3343)	1.00	0.06	0.66	0.42	0.66	No	
SA NACL 0.9% 10ML/12ML FLUSH SYRING	1.00	0.36	12.57	0.42	12.57	No	
SA SYR 10 ML LL (PHARM PACK)	1.00	0.18	1.98	0.42	1.98	No	
SOD CHLORIDE 0.9% 10ML VL PF	1.00	0.37	3.06	0.42	3.06	No	
*** SYRINGE 10ML LL (PHARM PACK) (BD)	0.00	0.15	1.60	0.42	0.00	No	0.42
SYRINGE 10ML LL (TERUMO)	1.00	0.09	0.95	0.42	0.95	No	
A4217 Sterile water/saline, 500 m							
SA STERILE WATER 1000ML (BBR)	2.00	1.24	18.75	2.80	9.38	No	
SA STERILE WATER 10ML SDV	0.20	0.29	1.89	2.80	9.45	No	
SASTERILE WATER 2000ML (HOS)	4.00	1.00	22.26	2.80	5.42	No	
SODCHLORIDE 0.9% 1000ML IRR (BAX)	2.00	1.58	42.48	2.80	21.24	Yes	
SODCHLORIDE 0.9% 1000ML IRR (BBR)	2.00	1.09	42.48	2.80	21.24	No	
SODCHLORIDE 0.9% 500ML IRR (BBR)	1.00	1.12	5.07	2.80	5.07	No	
SODCHLORIDE 0.9% 500ML IRR (HOS)	1.00	1.09	7.14	2.80	7.14	No	
STERILEWATER 1000ML (BBR)	2.00	1.28	18.75	2.80	9.38	No	
STERILEWATER 1000ML IRR (BBR)	2.00	1.10	6.83	2.80	3.42	No	
STERILEWATER 2000ML (HOS)	4.00	4.32	22.26	2.80	5.57	No	

!c2_1243a - Revenue Analysis with Averages billed through Financial Management

Overview: Shows revenue for a period of time for Date billed and Date of Service. This allows users to see revenue by a specific grouping that gives a better picture of how your company's revenue is broken down. It also shows metrics at each level, number of patients, Date of Service and an average amount of claims per patient per claim. It can go one step further and show potential revenue loss due to inaccurate pricing.

Sample:



Revenue Analysis with Averages

Billed 1/1/2009 through 1/31/2009
for Sites: ALL


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Grouped By Payor Type * Revenue Code	Billed	Expected	# Inv	# Pts	# Days	Avg Per Claim	Avg Per Patient	Avg Per Day
Home Infusion Site 1	3,324,130.49	1,531,349.70	3920	318	28,576	390.65	4,815.57	53.59
AGENCY	977.90	977.90	9	2	73	108.66	488.95	13.40
PAIN-	667.00	667.00	4	1	52	166.75	667.00	12.83
PAIN-Compound	100.00	100.00	1	1	13	100.00	100.00	7.69
PHYS OFC-	210.90	210.90	4	1	8	52.73	210.90	26.36
CONTRACT	1,885,819.56	785,034.50	1539	90	6,530	510.09	8,722.61	120.22
ANTI-FUN-	4,631.89	1,288.21	5	1	35	257.64	1,288.21	36.81
ANTI-FUN-Antibiotic / Antivil	2,450.00	413.00	1	1	7	413.00	413.00	59.00
ANTI-INF-	60,898.92	12,868.85	125	14	668	102.95	919.20	19.26
ANTI-INF-Antibiotic / Antivil	63,372.84	9,765.48	35	14	189	279.01	697.53	51.67
ANTI-INF-Catheter Care	628.60	58.50	1	1	5	58.50	58.50	11.70
BLD MODF-	4,911.68	0.00	10	1	140	0.00	0.00	0.00
BLD MODF-Catheter Care	2,100.00	0.02	2	1	28	0.01	0.02	0.00
CATHCARE-	8,206.16	859.52	28	10	657	30.70	85.95	1.31
CATHCARE-Catheter Care	26,040.00	3,594.02	17	15	376	211.41	239.60	9.56
CHEMO-	3,131.38	0.00	7	2	44	0.00	0.00	0.00
CHEMO-Chemotherapy	3,963.89	0.01	4	2	18	0.00	0.01	0.00
ENTERAL-	5,429.57	1,413.84	9	4	85	157.09	353.46	16.63
ENTERAL-Enteral	12,323.26	2,399.39	12	6	170	199.95	399.90	14.11
HEMOPHIL-	1,066,606.37	588,201.23	622	10	622	945.66	58,820.12	945.66
HEMOPHIL-Hemophilia	31,413.80	15,224.87	38	10	38	400.65	1,522.49	400.65
HYDRA-	18,781.09	5,936.42	38	4	262	156.22	1,484.11	22.66
HYDRA-Hydration	9,400.00	1,412.00	8	4	52	176.50	353.00	27.15
HYDRA-TPN	3,920.00	1,280.00	1	1	8	1,280.00	1,280.00	160.00
INHALT-	10,827.21	2,135.25	9	4	188	237.25	533.81	11.76

!c2_1208z - Inventory Usage by Drug for {} through {} Inventory

Overview: Shows the inventory usage by drug for a period of time defined by the user, how much is dispensed, the estimated extended cost and extended list, by site. Users are given the ability to run the report to view all of the drugs by name or a specific drug, by NDC code or the manufacturer.

Sample:



Inventory Usage by Drug
 for 1/1/2009 through 1/31/2009


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RX #	Date	Lot #	Expires	Patient	Physician	Qty	Ext Cost	(Unit)	Ext List	(Unit)
Home Infusion Site 1 (Company 1)										
						Reorder #: 922070	AWP: 240.00			
32696	01/29/2009	8013A	08/03/2010			27.00	4,885.11	180.93	12,960.00	490.00
						TOTALS:	27.00	4,885.11		12,960.00
						Reorder #: 682-1839	AWP: 4.93			
32685	01/29/2009	7V187	08/31/2009			8.00	0.70	0.09	2.72	0.34
32705	01/29/2009	7V187	08/31/2009			8.00	0.52	0.09	2.04	0.34
						TOTALS:	14.00	1.22		4.76
						Reorder #: 500 UNIT	AWP: 1.75			
32299	01/13/2009	LE01H520AG	04/08/2010			5,806.00	5,575.68	0.96	35,603.04	6.13
						TOTALS:	5,806.00	5,575.68		35,603.04
						Reorder #:	AWP: 1.75			
32610	01/28/2009	LE01M560AB	10/07/2010			129,320.00	124,147.20	0.96	792,731.80	6.13
						TOTALS:	129,320.00	124,147.20		792,731.80
						Reorder #: 500 UNITS	AWP: 1.75			
32657	01/06/2009	LE01H5304D	05/22/2010			11,526.00	11,044.80	0.96	70,525.66	6.13
32303	01/13/2009	LE01H5544C	09/04/2010			3,190.00	3,062.80	0.96	19,493.40	6.13
						TOTALS:	14,885.00	14,097.60		90,019.06
						Reorder #:	AWP: 1.48			
26648	01/13/2009	CV07001A	01/18/2009			6,540.00	1,635.00	0.25	33,877.20	5.18
26649	01/13/2009	CV07001A	01/18/2009			13,080.00	3,270.00	0.25	67,764.40	5.18

!c2_1266 - Drugs with Duplicate NDC Codes Inventory

Overview: This will show the drug items in the inventory file that have more than one item with the same NDC code. When running the report you can select whether to include all drug items or just those that have an NDC code. This can help prevent errors caused by invalid NDC codes or duplicate inventory items.

Sample:



Drugs with Duplicate NDC Codes

Grouped BY NDC

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NDC	Description	Status	Count
50242-0753-04			2
	CEFTRIAXONE 2 GM (APO)		
	CEFTRIAXONE 2 GM (APOTEX)		
50242-0759-05			2
	CEFOXITIN 1 GM VIAL (APO)		
	CEFOXITIN SODIUM 1 GM VIAL	Inactive	
50242-0850-10			2
	D.H.E.	Inactive	
	DIHYDROERGOTAMINE MESYLAT		
50242-0900-10			2
	NACL 0.9% 10ml/12ml Flush (AMS)		
	SOD CHLORIDE 0.9% 10ML/12 ML SYR	Inactive	

!c2_2007 - Cost / Awp Analysis - Inventory Items with AWP and NDC Codes

Overview: Shows specific information about cost and AWP set up in the system. Items are grouped by "Cost greater than AWP" which allows users to visually see if the Cost or AWP are set up incorrectly as well as items that may be losing money.

Sample:



Cost / Awp Analysis Inventory Items with AWP and NDC Codes

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Inventory Description	AWP Each	AWP	Cost	Cost = AWP Minus	NDC Code	Therapy
Cost is greater than AWP						
ACETAMINOPHEN 325 MG TAB	0.03	3.00	0.06	-96.33%	50242-1000-19	MISC
ADVAIR DISKUS 100/50 INHALATION	3.19	3.19	136.24	-4,170.85%	50242-0695-00	MISC
Ampicillin-Sulbactam Injection Solu	8.40	84.00	17.84	-112.40%	50242-0630-02	ANTHNF
BETADINE SCRUB 1 GAL	5.59	5.59	20.79	-271.78%	50242 -	
CEFTRIAZONE 2 GM (HOS)	10.50	105.00	15.65	-49.05%	50242-7335-03	ATB
CHOICE DM 240 ML CAN	1.36	32.53	2.33	-71.88%	50242-0695-06	ENTERAL
CLAFORAN 1 GM VIAL	3.08	30.75	6.17	-100.65%	50242-0018-10	ATB
CLAFORAN 2 GM VIAL	6.10	61.00	10.04	-64.59%	50242-0019-10	ANTHNF
CYSTEINE 50 MG/ML-50 ML VIAL	8.46	84.63	11.25	-32.93%	50242-8975-10	MISC
DAKINS SOLUTION 0.5% BOTTLE	8.94	8.94	10.67	-19.35%	50242-0946-16	WND CARE
DEXAMETHASONE 4MG/ML 5ML VIAL	3.25	81.25	19.50	-500.00%	50242165-05	
DEXAMETHASONE PWD. (PER 4 MG)	0.00	1.09	0.05	-5,055.56%	50242-4901-01	STEROID
DEXTROSE 70% 2000ML (HOS)	2.63	15.75	8.65	-229.62%	50242-5779-01	TPN
DIPHENHYDRAMINE 12.5MG/5ML 240 ML	3.52	3.52	5.39	-53.09%	50242135-70	MISC
DIPHENHYDRAMINE 25MG CAP (I)	0.10	2.39	3.97	-3,885.94%	50242-2092-16	MISC
DOBUTAMINE 12.5MG/ML 20ML	3.71	37.10	4.18	-12.67%	50242-2025-20	INOTROP
DOXORUBICIN 2MG/ML 10ML	7.13	71.25	17.00	-138.60%	50242-245-10	CHEMO
FIBERSOURCE 250 ML CAN	1.28	30.72	1.34	-4.59%	50242-1835-51	ENTERAL
FLINTSTONE CMLPT GUMMIES VIT	0.11	0.11	5.68	-5,159.26%	502428806	
FLUCONAZOLE 200MG/100ML (HOS)	25.79	154.74	64.59	-150.43%	50242-4688-23	ANTI-FUN

