

Measuring and Driving Physician Practice Performance with InfoDive®

LUGPA Benchmarking Program

LUGPA

- Represents 152 independent urology group practices in the US
- 2,600 physicians representing 25% of the nation's practicing urologists
- Member Groups provide > 30% of total urologic care in the US
- Member practices are committed to best practices, research, data collection and benchmarking
- Dedicated to advancing value-based medicine by preserving and protecting the independent, integrated model of urological care

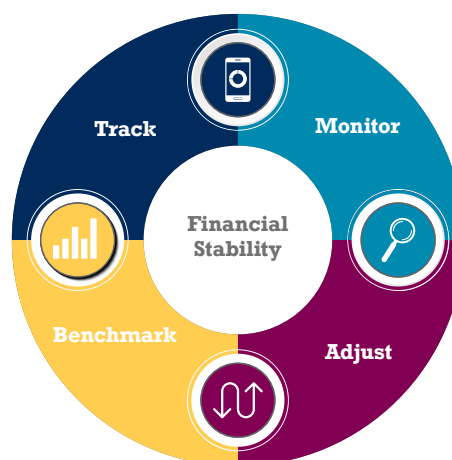
InfoDive

InfoDive® provides instant access to actionable information about practice performance. This web-based business intelligence solution creates practice-specific benchmarking and summary reports. Every practice can quickly and easily analyze productivity and financial metrics while comparing their practice to the peers in their specialty community.

Introduction

Implementation of healthcare reform and the demand for greater quality service and value has produced a heightened sense of competition and need to demonstrate value, making it increasingly important for medical practices to measure and monitor organizational data to inform financial management decisions.

Historical financial and operational data are signposts on the path to financial stability. The data analytics process in its simplest form is as follows:



Benchmarking is essential but not simple. Internally, it's important to know that no part of your organization is falling behind the rest. Externally, it's important to understand how those in the market are doing. If practice leadership isn't careful, valuable time could be wasted responding and reacting instead of focusing on the issues that drive results.

As physician practices look to the uncertain future of healthcare impactful, analytics will be key to sustained success. Medical practices working together with InfoDive and LUGPA will have access to benchmarks that convert practice data into knowledge and provide the necessary resources to take sound, evidence-based actions.

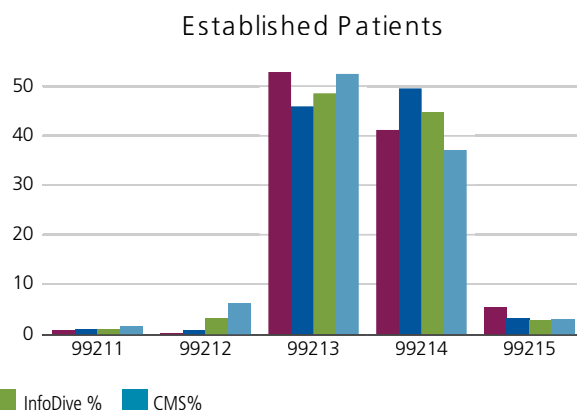
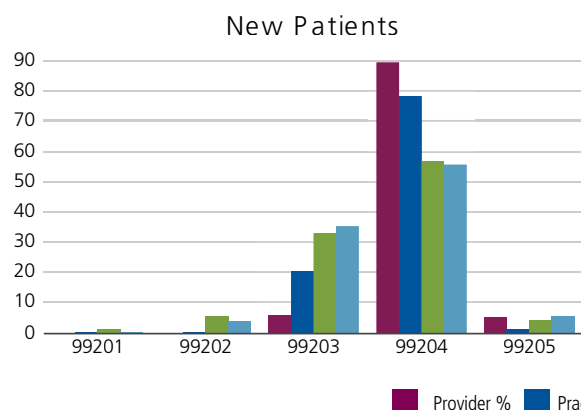
Gaining Insights with InfoDive and LUGPA Benchmarking Data

Below is one of several reports your practice can utilize to identify gaps in performance. The physician used in this sample is a senior partner (30 years in practice) and appears to be slowing down on the number of new patients he sees, however, he remains highly productive as he is above the 75th percentile in relative value units (RVUs) produced. While he has a typical volume of surgical cases, the case complexity is high with the typical surgery generating 13.4 work RVUs (90th percentile). Because complex surgeries often involve multiple procedures, he also is in the 90th percentile for the reduction in work RVUs due to multiple procedure payment rules. Reimbursement for services he generates are being paid at 115% of Medicare, slightly below the 75th percentile. While his compensation is just below the 90th percentile, he is at the median for compensation per work RVU. A quick scan of the evaluation and management (E&M) coding bell curves shows this physician tends to code higher on new patients and code lower on established patients.

2018 LUGPA Benchmarks

COMPENSATION	YOUR EXPERIENCE		10 TH %	25 TH %	50 TH %	75 TH %	90 TH %
Years in Practice	30		5	10	18	26	32
Compensation	\$622,564		\$262,945	\$358,000	\$434,837	\$591,066	\$638,123
Comp per wRVU	\$56.72		\$31.47	\$40.1	\$48.59	\$59.51	\$78.27
% Comp of Payments	45%		28%	37%	46%	55%	72%
PRODUCTION							
New Patients	447		353	501	678	880	1,089
Est Patients	1,883		1,205	1,674	2,190	2,846	3,709
Visits - Face to Face	4,288		3,177	4,011	5,233	6,574	7,833
Surgical Cases - Global 90	140		57	112	169	232	298
tRVU	24,696		12,172	15,239	18,808	23,291	29,241
wRVU	10,977		5,791	7,296	9,011	10,967	13,747
% wRVU Adj	12%		1%	2%	3%	5%	9%
wRVU per Facility Surg Case	13.4		4.5	5.4	7.4	9.1	11
REVENUE							
Payments	\$1,390,388		\$602,787	\$758,277	\$934,326	\$1,268,717	\$1,621,637
% of Medicare	115%		99%	102%	108%	118%	129%
Payments - EM	\$286,593		\$203,334	\$251,184	\$308,560	\$393,077	\$504,202
Payments - Surg	\$525,540		\$196,714	\$276,167	\$361,427	\$488,456	\$599,927
Payments - Med	\$6,834		\$1,817	\$3,054	\$5,812	\$11,650	\$17,959
Payments - Lab/Path	\$144,870		\$3,784	\$6,921	\$19,869	\$43,319	\$70,420
Payments - Rad	\$99,404		\$4,292	\$9,226	\$25,551	\$57,380	\$89,842
Payments - HCPCS	\$318,844		\$33,797	\$59,148	\$108,255	\$234,395	\$566,865
Payments - Other	\$8,303		\$0	\$20	\$510	\$20,992	\$99,369

Statistics for providers working part-time or partial year have been adjusted to reflect full-time effort for entire calendar year



Provider %, and Practice % reflect data as of the latest practice extract | InfoDive % reflects data as of the latest benchmark (R12) | CMS % reflects latest CMS report (2017)



Measuring and Driving Physician Practice Performance with InfoDive

Knowing how your practice compares to peers is a powerful way to glean insights that lead to improved performance. Benchmarking allows practices to find areas to focus on – it's a part of the solution, not the complete solution. The complete solution requires each practice to set clear strategic goals, identify critical business questions, and track performance against those goals. Practices who utilize InfoDive gain access to over 150 LUGPA benchmark metrics and can track performance improvements throughout the year.

Leverage data assets to benchmark against your peers.

For more information or for a demonstration, please call 877.570.8721, x2, or email sales@intrinsiq.com.