How to Do Your Own **Revenue and Pricing Analysis**

2013 Users Conference 7/19/13 Tim Proctor (tim@pcc.com)



PHYSICIANS COMPUTER COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

- My overall goals for today's session:
 - Help you understand why you'd want to review charges and revenue
 - Help you get familiar with PCC's tools for analyzing revenue and pricing
 - Do your own revenue and pricing analysis! • Are your prices adequate?
- Your goals?



PHYSICIAN'S COMPUTER COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

• Why do it?

- Find out if you could be doing better
- Recognize trends in practice revenue
- "Am I suddenly getting paid more or less than I used to?"
- Homework for insurance negotiations



Per-Visit Analysis

 $\texttt{srs} \rightarrow \texttt{Visit Reports} \rightarrow \texttt{Per-Visit Analysis (activity style)}$



		4 V/	ic it	Am		ic	
	- EI	- • •	1 5 11	AIIC	11 y 3	13	
					1		
	Number	Charges	Charge	Avg			Amount
Ins Group at Time of	of	Per	Per	Deposited	lumber of	Charge	Deposited
Service	Visits	Visit	Visit	Per Visit F	ocedures	Amount	(all pmts)
Personal/No Insurance	38	2.66	\$115.78	\$81.62	101	\$4,399.78	\$3,101.49
Aetna USHC HMO	99	2.76	\$100.41	\$34.35	273	\$9,941.02	\$3,401.00
Aetna MC & Elect	48	2.50	\$67.51	\$51.70	120	\$3,240.30	\$2,481.55
CBS	140	2.24	\$89.49	\$73.59	314	\$12,529.00	\$10,302.31
Seisenger Health Plan	71	2.24	\$80.51	\$19.48	159	\$5,716.00	\$1,382.73
fealth America	251	2.82	\$103.29	\$63.98	708	\$25,926.90	\$16,058.09
Health Assurance	542	2.50	\$90.47	\$59.23	1356	\$49,032.60	\$32,100.04
HealthPass	3	1.67	\$64.33	\$55.77	5	\$193.00	\$167.32
Freen Leaf Insurance	105	2.52	\$83.15	\$61.42	265	\$8,731.00	\$6,448.73
Aetna Open	76	2.47	\$91.42	\$58.95	188	\$6,948.00	\$4,480.50
Weystone HealthPlan	177	2.66	\$97.11	\$23.24	470	\$17,188.00	\$4,113.14
discellaneous Insurance	10	2.20	\$73.50	\$61.67	22	\$735.00	\$616.66
Private Insurance	95	2.18	\$88.75	\$71.81	207	\$8,430.78	\$6,821.52
lealthyKids HMO	113	2.74	\$88.81	\$67.11	310	\$10,035.00	\$7,583.34
ligna	52	3.10	\$114.66	\$92.28	161	\$5,962.22	\$4,798.49
Capital Blue Cross	668	2.40	\$85.77	\$69.00	1606	\$57,296.27	\$46,092.25
lighmark Blue Shield	731	2.37	\$89.24	\$72.77	1735	\$65,234.85	\$53,193.99
Retired Insurance Plans	252	2.40	\$83.25	\$65.83	605	\$20,979.44	\$16,589.90
Ceystone Cap Clearing	1	1.00	\$5000.00	\$5000.00	1	\$5,000.00	\$5,000.00
Done Jump to Jump	to S	lend			Seat	reh.	

Compare "AVG Deposited Per Visit" among payors. Which are your best and worst payors?

PHYSICIANS COMPUTE COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

Special Circumstances

• **Capitated plans** – be sure to add up capitation payments and fee-for-service revenue to get true, total capitated plan revenue

ns Group at Time of	Number of Visits	Charges Per Visit	Charge Per Visit	Avg Deposited Per Visit	Number of	Charge	Amount Deposited
CIVICC	1232.03	VISIO	VISIC	TOT VISIC	Troccures	Amount	(urr bues)
Keystone HealthPlan	177	2.66	\$97.11	\$23.24	470	\$17,188.00	\$4,113.14
Miscellaneous Insurance	10	2.20	\$73.50	\$61.67	22	\$735.00	\$616.6
Private Insurance	95	2.18	\$88.75	\$71.81	207	\$8,430.78	\$6,821.5
HealthyKids HMO	113	2.74	\$88.81	\$67.11	310	\$10,035.00	\$7,583.3
Cigna	52	3.10	\$114.66	\$92.28	161	\$5,962.22	\$4,798.4
Capital Blue Cross	668	2.40	\$85.77	\$69.00	1606	\$57,296.27	\$46,092.2
lighmark Blue Shield	731	2.37	\$89.24	\$72.77	1735	\$65,234.85	\$53,193.9
Retired Insurance Plans	252	2.40	\$83.25	\$65.83	605	\$20,979.44	\$16,589.9
Keystone Cap Clearing	1	1.00	\$5000.00	\$5000.00	1	\$5,000.00	\$5,000.0



Special Circumstances

· Non-Revenue Services such as no-show or form fees can inflate total visits. If you have a lot of these, restrict the report to include only revenue services or else your revenue-per-visit totals will be deflated.



Add restriction criteria of "VISIT Include Only Revenue Charges." This will report accurate visit totals but note that this non-service revenue won't be included on the report

Reimbursement Analysis by CPT Code

 $\texttt{srs} \rightarrow \texttt{Charge Reports} \rightarrow \texttt{Reimbursement Analysis by CPT Code}$



Reimbursement Analysis (by CPT code) Avg Deposited (all pmts) \$47.07 84.05% \$46.26 82.61% Units Ins Group at Time of Service Health Am Health Assurance HealthPass Green Leaf Insurance 3 \$168.00 \$556.00 \$113.85 \$37.95 \$28.47 \$9.49 \$0.00 \$142.32 \$2,016.00 \$56.00 \$1,063.89 \$29.55 \$755.13 \$20.98 \$0.00 \$1,819.02 \$47.44 \$50.53 84.71% 90.23% 28 \$1,568.00 \$56,00 \$237.75 \$445.00 \$15.89 \$0.00 \$1,082.00 \$38.64 79 \$4,424.00 \$56.00 \$0.00 \$0.00 \$740.00 \$9.37 \$0.00 \$740.00 \$9.37 Aetna Open 69.01% 16.73% OV Expanded Focus Keystone HealthPlan 8 27 \$448.00 \$56.00 \$197.00 \$24.62 \$169.00 \$21.12 \$50.00 \$416.00 \$52.00 92.86% J Focus Miscellaneo \$56.00 Private \$1.512.00 \$481.10 \$17.82 \$619.00 \$22.93 \$141.80 \$1,241,90 \$46.00 82,14% 48 S2,688.00 S56.00 40.92% 51,854.00 538.62 5580.00 512.08 510.00 52,444.00 550.92 OV Expanded Focus HealthyKids HMO 11,144.00 546.00 510,014.00 542.25 5296.20 511.42 511.40 51,344.00 556.00 700.005 16,184.00 556.00 510,212.25 535.34 54,274.170 514.79 551.00 514,550.05 550.35 98.999 20,720.00 556.00 513,347.19 536.07 557.86.49 515.44 5211.53 519,345.41 532.28 93,375 24 289 370 V/ Expanded Focus Cigna V/ Expanded Focus Capital Blue Cross OV Exp nd Focus Highmark Bli Shield 135 \$7,560.00 \$56.00 \$5,090.78 \$37.71 \$1,900.00 \$14.07 \$5.00 \$6,995.78 OV Expanded Focus Retired \$51.82 92.54%

Are any insurance companies paying you at or near your charge amount?

Time to raise prices!







Allowable Underpayments Report

 $\texttt{srs} \rightarrow \texttt{Payment and Proving Out Reports} \rightarrow \texttt{Allowable Underpayments Report (Subtotal by}$ Schedule)

• Identifies payments that were made below the configured allowed amount

PHYSICIANY COMPUTE COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

Miscellaneous Revenue

• Be sure to post all revenue (ARRA incentives, P4P bonuses, etc)



• Use "Office" provider unless the bonus is for a specific provider

Miscellaneous Revenue



Offset the payment appropriately to avoid credit on the holding account

• "Bonus Payment Offset" should be "Revenue-Non Service" accounting type



Procedure Accounting Types

Accounting Type	Brief Description	Examples
Revenue	Work performed by providers. Anything with a valid, billable CPT code should most likely be assigned "Revenue"	Anything with a valid, billable CPT code
Revenue - Credit W/O	When you've had a credit on an account for a while, and you know you are not going to return the money, you need to book it as real revenue/profit. It's not an adjustment, or the reverse of one.	
Revenue - Svc Chg	Service charges or billing fees	Record transfer fees, missed appointment fees, form fees, etc
Revenue - Non-service	Non-service procedures or offsets	Capitation offsets, insurance takebacks, etc
Receipt	Other adjustments decreasing receipts.	
Receipt - NSF	Bounced checks.	NSF Check
Receipt - Refund	Insurance or patient refunds.	Patient Refund, Insurance Refund/Takebacks





RBRVS-Resource Based Relative Value Scale

- Method to quantify the value and price of every procedure while adjusting for geographic location
- Government implemented system on Jan 1, 1992
- <u>Relative Value Unit is assigned to every CPT code</u>
- New RVU values are released every year
- Almost all public and private payors use components of Medicare RBRVS to reimburse physicians.



Why RBRVS?

- All of the insurance companies utilize the RBRVS system in one way or another. It's the standard.
- With the arrival of HSAs and HDHPs, practices need a pricing system that substantiates their worth.
- With PCC's RVU calculators, it's fast and easy.





- It allows you to compare your practice to others.
- It is potentially an effective provider productivity measurement.
- Most of all: it's guaranteed to increase your income, if only a little.

PHYSICIANS COMPUTER COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

Components of an RVU

Value for each procedure is based on three components:

- <u>Physician work</u> that goes into service (~52% of total RVU value)
- <u>Practice expense</u> for the service (~44% of Total RVU)
- <u>Professional liability expense</u> for the service (~4% of Total RVU)



Geographic Practice Cost Index (GPCI)

Costs associated with practicing in Manhattan are much different than costs for practicing in, say, Mobile, AL

Geographic adjustment is made $\underline{to \ each \ component}$ of an $_{RVU}$

Sample 2009 GPCI:

Medicare Locality Name	Work	Practice Expense	Malpractice
Suburban Chicago, IL	1.017	1.068	1.629
Chicago, IL	1.025	1.080	1.940
Rest of Illinois	1.000	0.880	1.219
Metropolitan Boston	1.029	1.291	0.764
Rest of Mass.	1.007	1.106	0.764
Fort Lauderdale, FL	1.000	1.018	2.250
Miami, FL	1.000	1.069	3.167
Rest of Florida	1.000	0.939	1.724

Calculating an RVU

2010 RVU Value of 99213 (Office Visit Level 3) for a practice in Burlington, VT:

(Work RVU * Work GPCI) + (Practice Expense RVU * PE GPCI) + (Malpractice Expense RVU * ME GPCI) = (0.97 * 0.968) + (0.80 * 0.983) + (0.05 * 0.489) = <u>1.75</u>



PHYSICIANS COMFUNER COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

- Medicare Conversion Factor
 - National value used to convert procedure RVU values into reimbursement amounts
 - Medicare reimbursement amount for 1 (one) RVU.
 - Updated annually

How Does an RVU Value Translate Into a Price?

PHYSICIANS COMPARY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

Multiply RVU value by Medicare conversion factor to calculate Medicare \$ value

For a practice in Burlington, VT here is the annual value for 99213:

2013 RVU Value	2013 Medicare Conversion Factor	2013 Medicare Value
2.12	\$34.02	\$72.04





Appropriate RBRVS Multiplier

Pick the pricing level that's right for your practice ... and don't go under it!





Setting Your Price

Pick a year and an appropriate multiplier, then set your price based on the Medicare value for that year

Example: Based on 2013 RVU values for Burlington, VT location:

CPT Code	Medicare Value	Your Multiplier	Your Price
99213	\$72.04	160%	(\$72.04 * 1.60) = \$115.27





Setting Your Pricing Level

- Know your insurance contracts
- Rule of thumb: Charge at least 20% higher than the rates that your best payor would pay you







Pricir	ng Anal	ysis	(RVU R	eport pe	er Proc	:edu	ıre)								
Procedur Code Set	e RVU A Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Medicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amount Deposited (all pmts)
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.00
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.00
99213	A	- 4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.00
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43.49	39.25%	\$60.88	\$-288.12	\$-288.12	\$238.97
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43.49	68.62%	\$60.88	\$-1,482.48	\$-1,482.48	\$2,118.93
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	\$-4,424.84	\$-4,424.84	\$1,894.60
99205	A	2	2	\$290.00	11.778	5.89	\$145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	\$-3,241.29	\$-3,241.29	\$1,483.20
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.00
00175			0	\$200.00	0	1174	\$200.00	\$200.00	\$0.00	co oo	0.00%	\$0.00	\$0.00	\$0.00	\$200.00

RVU Status Code - Every procedure is assigned a status code by Medicare



PHYSICIANY COMPUTE COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

Pricing Analysis Report

Pricing	g Anal		(RVU F	eport pe	er Pro	cedu	ıre)								
Procedure Code Set A	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Medicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amount Deposited (all pmts)
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.00
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.00
99213	A	4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.00
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43.49	39.25%	\$60.88	\$-288.12	\$-288.12	\$238.97
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43,49	68.62%	\$60.88	\$-1,482.48	\$-1,482.48	\$2,118.93
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	\$-4,424.84	\$-4,424.84	\$1,894.60
99205	A	2	2	\$290.00	11.778	5.89	\$145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	\$-3,241.29	\$-3,241.29	\$1,483.20
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.00
00175	н		0	\$200.00	0	М/А	\$200 m	\$200.00	50 M	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$200.00

<u>Units</u> – Actual number of units performed for the procedure in the date range selected. <u>Number of Valid RVU Units</u> – This is "0" for procedures that have an RVU value of 0. This includes imms, injections, and some lab procedures.

Procedure Code Set A	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Medicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amoun Deposited (all pmts)
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.00
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.00
99213	A	4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.00
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43.49	39.25%	\$60.88	\$-288.12	\$-288,12	\$238.97
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43.49	68.62%	\$60.88	\$-1,482.48	\$-1,482.48	\$2,118.93
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	\$-4,424.84	\$-4,424.84	\$1,894.60
99205	A	2	2	\$290.00	11.778	5.89	\$145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	\$-3,241.29	\$-3,241.29	\$1,483.20
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.00
00175	ы	4	0	\$200.00	0	11/4	t200.00	\$200.00	\$0.00	<0.00	0.00%	\$0.00	\$0.00	\$0.00	\$200.00
Total	Nu	mbe	er of	<u>RVUs</u>	= "A	VG	RVI	J per	Unit	." * "]	Numb	er of	Valid I	RVU UI	nits"

selected and adjusted by the selected GPCI location factors. se year



Pricing Analysis Report

Procedure Code Set A	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Medicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amoun Deposite (all pmts
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.0
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.0
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.0
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.0
99213	A	4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.0
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43,49	39.25%	\$60.88	\$-288.12	\$-288.12	\$238.9
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43,49	68.62%	\$60.88	\$-1,482.48	\$-1,482.48	\$2,118.9
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	\$-4,424.84	\$-4,424.84	\$1,894.6
99205	A	2	2	\$290.00	11.778	5.89	145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	\$-3,241.29	\$-3,241.29	\$1,483.2
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.0
00175	ы		0	\$200.00	0	N/A	200.00	\$200.00	\$0.00	co oo	0.00%	\$0.00	\$0.00	\$0.00	\$200.00

<u>AVG Charge Amount</u> = "Charge Amount" / "Units". This represents your current price for the procedure

<u>AVG Deposited Amount</u> = "Amount Deposited" / "Units". This represents how much you collect for the procedure on average.

A CONTUTE COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

Pricing Analysis Report

Pricing	g Ana	lysis	(RVU R	leport pe	er Pro	cedu	ure)								
Procedure Code Set A	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Aedicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amount Deposited (all pmts)
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.00
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.00
99213	A	4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.00
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43.49	39.25%	\$60.88	\$-288.12	\$-288.12	\$238.97
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43.49	68.62%	\$60.88	\$-1,482.48	\$-1,482.48	\$2,118.93
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	\$-4,424.84	\$-4,424.84	\$1,894.60
99205	A	2	2	\$290.00	11.778	5.89	\$145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	\$-3,241.29	\$-3,241.29	\$1,483.20
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.00
99175	ы	4	٥	\$200.00	0	М/А	\$200 m	\$200.00	60.00	- co m	0.00%	\$0.00	\$0.00	\$0.00	\$200.00

<u>RVU Practice FACF</u> – This column represents what your price would be if you charged at the average pricing level you use for all other procedures.



Procedure Code Set A	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Medicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amoun Deposited (all pmts)
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.00
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.00
99213	A	4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.00
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43.49	39.25%	\$60.88	\$-288.12	\$-288.12	\$238.97
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43,49	68.62%	\$60.88	\$-1,482.48	\$-1,482.48	\$2,118.93
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	\$-4,424.84	\$-4,424.84	\$1,894.60
99205	A	2	2	\$290.00	11.778	5.89	\$145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	\$-3,241.29	\$-3,241.29	\$1,483.20
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.00
00175	ы	4	0	\$200.00	0	N/A	\$200.00	\$200.00	\$0.00	60.00	0.00%	co oo	\$0.00	\$0.00	\$200.00

Procedure for the database year selected. Calculation: (Medicare Conversion Factor for database year) * "AVG RVU Per

Unit"

PHYSICIANY COMPUTER COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.



Pricing Analysis Report

Pricing	g Ana	lysis	(RVU R	eport pe	er Pro	:edu	ıre)					1			
Procedure Code Set A	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Medicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amount Deposited (all pmts)
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.00
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.00
99213	A	4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.00
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43.49	39.25%	\$60.88	\$-288.12	\$-288.12	\$238.97
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43.49	68.62%	\$60.88	\$-1,482.48	\$-1,482.48	\$2,118.93
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	\$-4,424.84	\$-4,424.84	\$1,894.60
99205	A	2	2	\$290.00	11.778	5.89	\$145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	\$-3,241.29	\$-3,241.29	\$1,483.20
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.00
00175	ы	4	0	\$200.00	0	1174	\$200.00	\$200.00	\$0.00	50 M	0.00%	\$0.00	\$0.00	\$0.00	500 m

<u>AVG Deposited as Percent of MCare FACF</u> = "Avg Deposited" / "RVU Medicare FACF". This represents how much you are getting paid for the procedure "as a percent of Medicare" for the database year selected.



PHYSICIANY COMPUTE COMPANY Pediatric Software Just Got Smarter. Your Practice Just Got Healthier.

Pricing Analysis Report

	5 / 110														_
Procedure Code Set A	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Medicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amount Deposited (all pmts)
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.00
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.00
99213	A	4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.00
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43.49	39.25%	\$60.88	\$-288.12	\$-288.12	\$238.97
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43.49	68.62%	\$60.88	\$-1,482.48	\$-1,482.48	\$2,118.93
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	\$-4,424.84	\$-4,424.84	\$1,894.60
99205	A	2	2	\$290.00	11.778	5.89	\$145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	\$-3,241.29	\$-3,241.29	\$1,483.20
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.00
00175	ы	4	0	\$200.00	0	N/A	\$200.00	\$200.00	\$0.00	co. oo	0.00%	50 M	\$0.00	\$0.00	\$200.00

 RVU Medicare FACF at X% of Medicare. X% is whatever you used as the "RVU Multiplier" on the criteria page.

 Calculation = "RVU Medicare FACF" * "RVU Multiplier"

 PHYSICARY COMPUTER

 PHYSICARY COMPUTER

 PHYSICARY COMPUTER

Procedure Code Set A	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$28.64	RVU Medicare FACF	Avg Deposited as Percent of MCare FACF	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amoun Deposited (all pmts)
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$48.00	\$60.64	\$72.04	66.63%	\$100.86	\$-158.58	\$-158.58	\$144.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$28.67	\$60.64	\$72.04	39.79%	\$100.86	\$-158.58	\$-158.58	\$86.00
99213	A	3	3	\$144.00	6.351	2.12	\$48.00	\$35.33	\$60.64	\$72.04	49.05%	\$100.86	\$-158.58	\$-158.58	\$106.00
99213	A	9	9	\$432.00	19.053	2.12	\$48.00	\$39.00	\$60.64	\$72.04	54.14%	\$100.86	\$-475.74	\$-475.74	\$351.00
99213	A	4	4	\$192.00	8.468	2.12	\$48.00	\$27.75	\$60.64	\$72.04	38.52%	\$100.86	\$-211.44	\$-211.44	\$111.00
99212-25	A	14	14	\$564.20	17.892	1.28	\$40.30	\$17.07	\$36.61	\$43.49	39.25%	\$60.88	S-288.12	\$-288.12	\$238.97
99212	A	71	71	\$2,840.00	90.738	1.28	\$40.00	\$29.84	\$36.61	\$43.49	68.62%	\$60.88	5-1,482.48	\$-1,482.48	\$2,118.93
99211	A	517	517	\$10,320.00	309.166	0.60	\$19.96	\$3.66	\$17.15	\$20.37	17.99%	\$28.52	5-4,424.84	\$-4,424.84	\$1,894.60
99205	A	2	2	\$290.00	11.778	5.89	\$145.00	\$145.00	\$168.68	\$200.39	72.36%	\$280.55	\$-271.10	\$-271.10	\$290.00
99204	A	10	10	\$950.00	47.54	4.75	\$95.00	\$68.50	\$136.17	\$161.77	42.34%	\$226.48	\$-1,314.80	\$-1,314.80	\$685.00
99203	A	39	39	\$2,574.00	122.07	3.13	\$66.00	\$38.03	\$89.65	\$106.50	35.71%	\$149.11	5-3,241.29	\$-3,241.29	\$1,483.20
99173	N	3	3	\$30.00	0.258	0.09	\$10.00	\$0.00	\$2.46	\$2.93	0.00%	\$4.10	\$17.70	\$0.00	\$0.00
00175	ы	4	0	\$200.00	0	1174	\$200.00	\$200.00	\$0.00	<0.00	0.00%	so oo	<0.00	\$0.00	\$200.01
<u>Unde</u> the p	rbill roce	edu edu	Amo re. = ("A	<u>unt</u> = VG Ch	This	re	prese	ents h nt" - '	iow i 'RVI i	much	i you licare	have FACE	under	rchar	ged fo

are Just Got Smarter. Your Practice Just Got Healthier



Suggestion

- Quickly "eyeball" the "Underbilled Amount" column to identify which procedures you may be undercharging for.
- High negative numbers in this column indicate more drastic undercharging. Positive numbers or \$0 indicate a sufficient price based on the level you chose.



Setting Prices For Immunizations

- Use RBRVS method for pricing immunization administration
- Immunizations have RVU value of 0, so \$0 price will show in RVU report
- CDC guide showing AWP (Average Wholesale Price)

http://www.cdc.gov/vaccines/programs/vfc/awardees/vaccine-management/pricelist/index.html

· AAP resources for vaccine financing

http://www2.aap.org/immunization/pediatricians/financing.html

• Recommendation: Seek vaccine reimbursement rate of 17-28% above your direct purchase price.



Setting Prices For Clinical Lab Procedures

• Refer to CMS "Clinical Laboratory Fee Schedule" http://www.cms.hhs.gov/ClinicalLabFeeSched/01_overview.asp

