

Profitability and Cost Management

Figure IV.A.2 Profitability and cost management indicators

Cardiology

	Better Performers	All
Productivity		
Ⓜ Total gross charges per FTE physician.....	\$2,626,208	\$2,234,709
Ⓜ Gross charges per medical procedure inside the practice	\$153.08	\$164.96
Medical procedures inside practice to total gross charges ratio.....	34.69%	33.12%
Medical procedures outside practice to total gross charges ratio.....	36.85%	36.71%
Surgical procedures inside practice to total gross charges ratio.....	0.21%	0.04%
Surgical procedures outside practice to total gross charges ratio.....	5.08%	3.74%
Laboratory procedures to total gross charges ratio.....	0.38%	0.41%
Radiology procedures to total gross charges ratio.....	18.53%	17.52%
Total gross charges per total procedures.....	\$192.13	\$211.85
Gross charges per medical procedure outside the practice.....	\$170.84	\$187.40
Gross charges per surgical procedure inside the practice.....	\$44.01	\$78.89
Gross charges per surgical procedure outside the practice.....	\$1,051.79	\$1,060.92
Gross charges per laboratory procedure.....	\$15.50	\$17.19
Gross charges per radiology procedure.....	\$387.69	\$390.65
Revenue		
Ⓜ Total medical revenue per FTE physician.....	\$1,151,420	\$998,524
Ⓜ Total medical revenue after operating cost per FTE physician	\$651,515	\$492,434
Net fee-for-service revenue per FTE physician.....	\$1,149,369	\$963,821
Net capitation revenue per FTE physician.....	\$141,049	\$59,213
Net other medical revenue per FTE physician.....	\$20,042	\$20,409
Net nonmedical revenue per FTE physician.....	\$5,146	\$2,433
Total medical revenue after operating cost as a percent of total medical revenue.....	58.09%	51.16%
Cost management		
Ⓜ Total operating cost as a percent of total medical revenue.....	41.91%	48.75%
Ⓜ Total support staff cost per FTE physician.....	\$252,711	\$242,154
Total general operating cost per FTE physician.....	\$268,804	\$239,026
Total nonphysician provider cost per FTE physician.....	\$29,743	\$22,672
Total physician cost per FTE physician.....	\$603,968	\$462,675
Net income loss without financial support per FTE physician.....	\$1,104	\$4,156
Total support staff cost as a percent of total medical revenue.....	19.71%	24.79%
Total general operating cost as a percent of total medical revenue.....	21.78%	24.02%
Total nonphysician provider cost as a percent of total medical revenue.....	2.34%	2.08%
Total physician cost as a percent of total medical revenue.....	52.51%	48.76%
Operating cost per medical procedure inside the practice.....	\$38.24	\$52.19
Provider cost per medical procedure inside the practice.....	\$43.28	\$42.89
Operating cost per medical procedure outside the practice.....	\$17.50	\$21.59
Provider cost per medical procedure outside the practice.....	\$43.57	\$44.22
Operating cost per surgical procedure inside the practice.....	\$10.73	\$28.33
Provider cost per surgical procedure inside the practice.....	\$13.24	\$23.48
Operating cost per surgical procedure outside the practice.....	\$87.72	\$111.79
Provider cost per surgical procedure outside the practice.....	\$292.81	\$243.76
Operating cost per laboratory procedure.....	\$8.27	\$5.51
Provider cost per laboratory procedure.....	\$3.95	\$4.32
Operating cost per radiology procedure.....	\$110.58	\$144.72
Provider cost per radiology procedure.....	\$92.77	\$91.17

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