

## COST AND REVENUE

The MGMA DataDive Cost and Revenue platform is a unique and unrivaled data set that allows you to perform thorough cost reduction analyses and helps you recognize practice traits that enhance cost-efficiency and overall profitability. In 2023, over 4,000 healthcare organizations across the industry were represented in this data set. The MGMA DataDive Cost and Revenue platform will enable you to:

- **Drive more revenue through productivity.**  
Staff appropriately by evaluating ratios between productivity levels and the number of support staff and providers. In addition, analyze your full-time-equivalent (FTE) staffing levels via key performance indicators to drive more revenue through productivity.
- **Keep operating expenses contained and within budget.**  
Keep your operating expenses and costs contained by performing a thorough cost-reduction analysis that takes into account your productivity levels, staffing and expenses, and compares them against your revenue.
- **Demonstrate the effectiveness of your management processes to your physicians or board of directors.**  
Determine how your payer mix affects your organization's bottom line, and benchmark accounts receivable and collections to identify areas for improvement to increase your overall profitability.
- **Maintain a healthy bottom line.**  
Understand all the factors that influence your bottom line, including information technology (IT) costs; liability insurance costs; building and occupancy expenses; support staff (front-office, clinical support, business operations and ancillary support staff); investment per physician; payer mix; and the association between productivity levels and the ratio of support staff to providers.

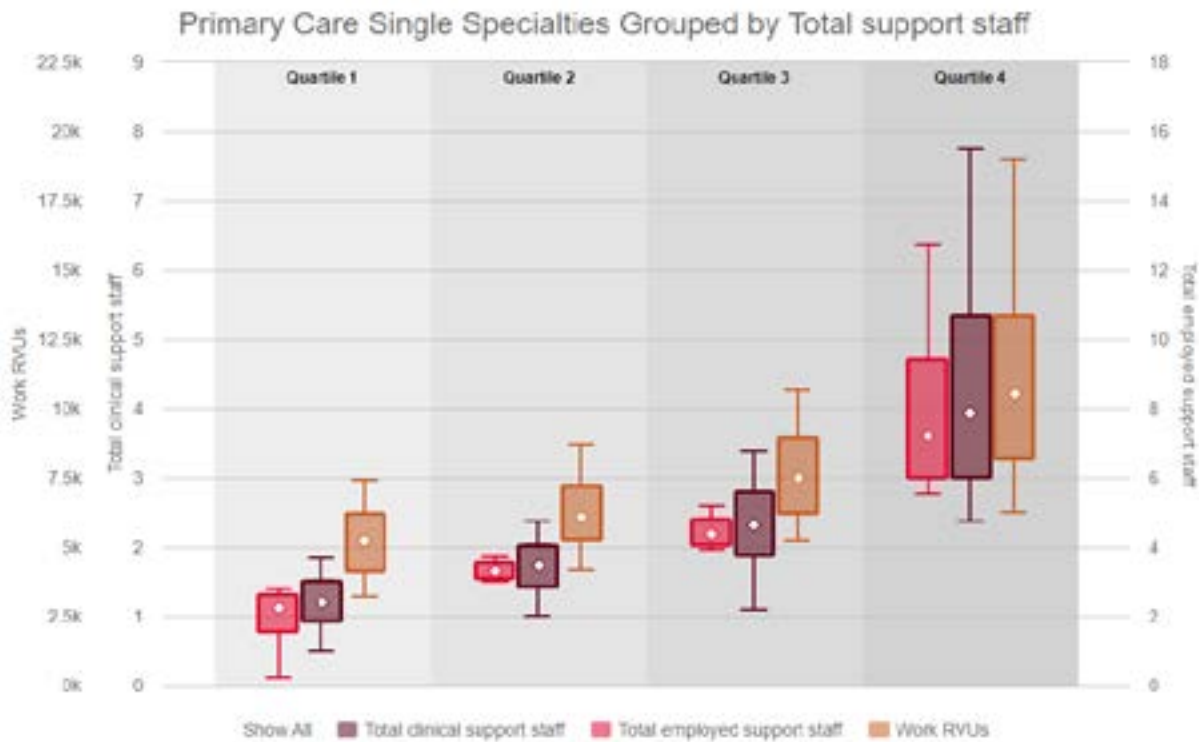
## PRO TOOLS

### PRO REPORT BUILDER

For the data gurus, this tool allows you to get into the weeds and search very fine data points, like five-year data trends, and roll up specialties. It also lets you compare your organization’s data side by side with MGMA data!

### QUARTILE TOOL

View data partitioned by highest/lowest performers and the corresponding values of up to three additional benchmarks, like staffing, revenue and expenses. Data is displayed by quartile in a table and interactive graph.



View expense, revenue and staffing data partitioned by highest/lowest performers and the corresponding values of up to three additional benchmarks. Data is displayed by quartile in a table and interactive graph.

## BENCHMARKS

### Expenses

- Physicians, APPs and Provider Cost
- Support Staff Cost – Detailed by Type of Staff
- General Operating Cost, i.e. IT, Building and Occupancy, Furniture

### A/R, Collections, Payer Mix

### Staffing

- FTE Staffing Ratios for position included under:
- Physicians, Support Staff, Business Operations Support Staff, Front Office Support Staff, Clinical Support Staff, Ancillary Support Staff

### Charges and Revenue

- Total Gross Charges
- Total Medial Revenue
- Total Medical Revenue After Operating Cost
- Net FFS Revenue
- Net Capitation Revenue
- Nonmedical Revenue
- Net Income

### Productivity

- ASA Units
- Patients
- Work RVUs
- Total RVUs
- Total Encounters
- Panel Size
- Square Feet
- Total Procedures
- Number of Exam/Treatment Rooms

## FILTERS

- All Practices
- Better Performing Practices
- Demographic Classification
- EHR Years
- Geographic Section
- HHS Region
- Legal Organization
- Medical Records Storage System
- Minor Geographic Region
- Number of FTE Physicians
- Organizational Ownership
- Practice had Ancillary Services
- Practice Offered Telehealth Services
- Practice was Affiliated with Accountable Care Organization
- Practice was Federally Qualified Health Center
- Practice was Patient Centered Medical Home
- Practice was Rural Health Clinic
- Practice Specialty
- Ratio of APP to FTE Physician FTE
- Rent vs. Own Practice Space
- Total Medical Revenue

## DATA CUT

- Per FTE Physician
- As a % of Total Medical Revenue
- Per FTE Provider
- Per Square Foot
- Per Total RVU
- Per Work RVU
- Per ASA Unit
- Per Patient
- Per Encounter

## ADVANCED TOOLS

- Custom Group Data
- Custom Specialty Builder
- Percentiles between 10-90
- Quartile Tool
- Trend

To learn more, visit [mgma.com/ddcost](https://mgma.com/ddcost) or contact us based on your organization type:

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