



## MGMA DATADIVE | BETTER PERFORMERS CRITERIA

<b>OPERATIONS</b>	<ul style="list-style-type: none"> <li>• Less than the median for percentage of total A/R over 120 days</li> <li>• Less than the median for days adjusted FFS charges in A/R</li> <li>• Greater than the median for adjusted FFS collection percent</li> </ul>
<b>PROFITABILITY</b>	<ul style="list-style-type: none"> <li>• Less than the median for total operating cost per work RVU</li> <li>• Less than the median for total cost per total RVU</li> <li>• Less than the median for total operating cost as a percent of total medical revenue</li> <li>• Greater than the median for total medical revenue after operating cost per physician</li> </ul>
<b>PRODUCTIVITY</b>	<ul style="list-style-type: none"> <li>• Greater than the median for total medical revenue per physician</li> <li>• Greater than the median for total medical revenue per staff</li> <li>• Greater than the median for work RVUs per staff</li> <li>• Greater than the median for provider work RVUs for at least 66% of providers; -or-</li> <li>• Anesthesia practices, greater than the median for ASA units for at least 66% of providers</li> </ul>
<b>VALUE</b>	<ul style="list-style-type: none"> <li>• Practice reports on quality metrics; and</li> <li>• Practice qualifies for better performer status in at least one other category</li> </ul>

Participation across all three surveys (the Compensation and Production Survey, the Cost and Revenue Survey, the Practice Operations Survey) is required in order to be considered for better performer status across all categories.

**Click here** to learn more about participating in the surveys.

### STILL NEED HELP?

Our participation resource page is full of documents to help you work through the surveys. Click here to view changes made to this year's surveys, survey question definitions and survey question checklists. If you have additional questions about MGMA survey participation, feel free to contact MGMA Data Solutions. Data experts are available Monday through Friday, 8:00 am to 5:00 pm MT. Call toll-free at **877.275.6462, ext. 1895** or email [survey@mgma.com](mailto:survey@mgma.com).