**MGMA DATADIVE PROVIDER COMPENSATION**

**BENCHMARKS:**
- ASA Units
- NEW: Base Compensation
- Bonus/Incentive
- Bonus/Incentive Payments as a Percent of Total Compensation
- Collections
- Collections to ASA Units Ratio
- NEW: Collections to Total Encounters Ratio
- Collections to Total RVUs Ratio
- Collections to Work RVUs Ratio
- Compensation to ASA Units Ratio
- Compensation to Collections Ratio
- Compensation to Gross Charges Ratio
- Compensation to Total RVUs Ratio
- Compensation to Work RVUs Ratio
- Gross Charges
- NEW: Hourly Rate (for APPs only)
- Inpatient E/M Codes
- Outpatient E/M Codes
- Retirement Benefits
- Retirement Benefits as a Percent of Total Compensation
- Total Compensation
- Total Encounters
- Total Paid Time Off (PTO) Offered (in Hours)
- Total RVUs
- Total Sick Time Offered (in Hours)
- Vacation (in Hours)
- Work RVUs
- Work RVUs to Total Encounters Ratio

**FILTERS:**
- Advanced Practice Provider to Physician Ratio
- Advanced Practice Provider Specialty
- All Practices
- Compensation Plan
- Demographic Classification
- NEW: Exemption Status
- Geographic Section
- HHS Region
- Legal Organization
- Majority E/M Codes
- Minor Geographic Region
- Number of FTE Advanced Practice Providers
- Number of FTE Physicians
- Number of FTE Support Staff
- Organization Ownership
- Physician had Medical Directorship Duties
- Physician had On Call Duties
- Physician Specialty
- Physician Title
- Practice Type
- Practice was Affiliated with Accountable Care Organization
- Practice was Federally Qualified Health Center
- Practice was Patient Centered Medical Home
- Practice was Rural Health Center
- Provider FTE Category
- Provider Had Supervisory Duties
- Provider Primary Shift
- State
- Total Medical Revenue
- Type of Compensation Tax Form
- Years in Specialty

**ADVANCED TOOLS:**
- Custom Group Data
- Custom Specialty Builder
- Pay to Production Plotter
- Percentiles between 10-90
- Quartile Tool
- Trend up to 5 years

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**MGMA DATADIVE MEDICAL DIRECTORSHIP COMPENSATION**

**BENCHMARKS:**
- Annual Stipend Compensation
- Annualized Compensation
- Daily Stipend Compensation
- Deferred Compensation
- Hourly Rate Compensation
- Monthly Stipend Compensation
- Quarterly Stipend Compensation
- Total Hours Spent on Directorship per Week
- Weekly Stipend Compensation

**FILTERS:**
- Academic Provider
- All Practices
- Compensation Method
- Demographic Classification
- Directorship Internal or External
- Geographic Section
- Hours Spent on Directorship per Week
- Legal Organization
- Number of FTE Advanced Practice Providers
- Number of FTE Physicians
- Number of FTE Support Staff
- Organization Ownership
- Practice Type
- Practice was Federally Qualified Health Center
- Practice was Rural Health Clinic
- Total Medical Revenue
- Years in Specialty

**ADVANCED TOOLS:**
- Custom Group Data
- Custom Specialty Builder
- Percentiles between 10-90
- Trend up to 5 years
### MGMA Datadive On-Call Compensation

**Benchmarks:**
- Annual On-Call Hours
- Annual Rate On-Call Compensation
- Daily On-Call Hours
- Daily Rate On-Call Compensation
- Holiday On-Call Compensation
- Hourly Rate On-Call Compensation
- Monthly On-Call Hours
- Monthly Rate On-Call Compensation
- On-Call Compensation per Procedure
- On-Call Compensation per Work RVU
- Unpaid On-Call Hours per Week
- Weekend On-Call Compensation
- Weekly On-Call Hours
- Weekly Rate On-Call Compensation

**Filters:**
- Academic Provider
- All Practices
- Demographic Classification
- Geographic Section
- Legal Organization
- Number of FTE Advanced Practice Providers
- Number of FTE Physicians
- Number of FTE Support Staff
- Organization Ownership
- Practice Type
- Practice was Federally Qualified Health Center
- Practice was Rural Health Clinic
- Type of On-Call Coverage

**Advanced Tools:**
- Custom Group Data
- Custom Specialty Builder
- Percentiles between 10-90
- Trend up to 5 years

### MGMA Datadive Academic Compensation

**Benchmarks:**
- ASA Units
- Base Compensation
- Base Compensation as a Percent of Total Compensation
- Bonus/Incentive Amount
- Collections
- Compensation to ASA Units Ratio
- Compensation to Collections Ratio
- Compensation to Gross Charges Ratio
- Compensation to Total RVUs Ratio
- Compensation to Work RVUs Ratio
- Gross Charges
- NEHE Hourly Rate (for APPs only)
- Inpatient E/M Codes
- Outpatient E/M Codes
- Retirement Benefits
- Standardized ASA Units
- Standardized Collections
- Standardized Gross Charges
- Standardized Inpatient E/M Codes
- Standardized Outpatient E/M Codes
- Standardized Total Encounters
- Standardized Total RVUs
- Standardized Work RVUs
- Total Compensation
- Total Encounters
- Total Paid Time Off (PTO) Offered (in Hours)
- Total RVUs
- Total Sick Time Offered (in Hours)
- Vacation (in Hours)
- Work RVUs

**Filters:**
- Advanced Practice Provider to Physician Ratio
- Advanced Practice Provider Specialty
- All Practices
- Billable Clinical Activity
- Compensation Plan
- Demographic Classification
- Department Specialty
- Faculty Rank
- Geographic Section
- HHS Region
- Majority E/M Codes
- Minor Geographic Region
- Number of FTE Advanced Practice Providers
- Number of FTE Support Staff
- Number of Total FTE Faculty
- Patient Care Revenue
- Physician Specialty
- Physician Title
- Practice was Federally Qualified Health Center

**Advanced Tools:**
- Custom Group Data
- Custom Specialty Builder
- Percentiles between 10-90
- Quartile Tool
- Trend up to 5 years

Data represents survey responses received. Benchmarks and filters may change based on participation.
MGMA DATADIVE PROVIDER PLACEMENT STARTING SALARY

**BENCHMARKS:**
- Amount of CME Paid
- Amount of Signing Bonus
- Amount of Starting Bonus
- Amount Paid to Relocate
- CME Weeks Paid Time Off
- Guaranteed Compensation
- Total Paid Time Off (PTO) Offered (in Hours excluding CME)
- Total Sick Time Offered (in Hours excluding CME)
- Vacation (in Hours excluding CME)

**FILTERS:**
- Academic Provider
- All Practices
- Demographic Classification
- Geographic Section
- HHS Placement Region
- Number of FTE Physicians
- Organization Ownership
- Placement Type
- Practice Offered Signing Bonus
- Practice Offered Starting Bonus
- Practice Required Signing Bonus Payback
- Practice Type
- Practice was Federally Qualified Health Center
- Practice was Rural Health Clinic
- Years in Specialty

**ADVANCED TOOLS:**
- Custom Group Data
- Custom Specialty Builder
- Percentiles between 10-90
- Trend up to 5 years

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MGMA DATADIVE MANAGEMENT AND STAFF COMPENSATION

**BENCHMARKS:**
- Bonus/Incentive
- Continuing Education Amount Offered (in Dollars)
- Hourly Rate Compensation
- Hours Worked per Week
- Overtime Compensation
- Retirement Benefits
- Retirement Benefits as a Percent of Total Compensation
- Total Compensation
- Total Paid Time Off (in Hours) for Continuing Education
- Total Paid Time Off (PTO) Offered (in Hours)
- Total Sick Time Offered (in Hours)
- Vacation Offered (in Hours)

**FILTERS:**
- Academic Status
- ACMPE Status
- All Practices
- Certified in Position
- Compensation Method
- Demographic Classification
- Formal Education Level
- Geographic Section
- Group Type
- HHS Region
- Lead in Position
- Legal Organization
- Management Positions
- Minor Geographic Region
- Number of FTE Advanced Practice Providers
- Number of FTE Physicians
- Number of FTE Providers
- Number of FTE Support Staff
- Organization Ownership
- Patient Care Revenue
- Practice Type
- Practice was Affiliated with Accountable Care Organization
- Practice was Federally Qualified Health Center
- Practice was Patient Centered Medical Home
- Practice was Rural Health Clinic
- Single Specialty Group Type
- State
- Support Staff Positions
- Total Medical Revenue
- Years of Experience

**ADVANCED TOOLS:**
- Custom Group Data
- Custom Specialty Builder
- Percentiles between 10-90
- Trend up to 5 years

Data represents survey responses received. Benchmarks and filters may change based on participation.
MGMA DATADIVE COST AND REVENUE

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 & 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
• Geographic Section
• HHS Region
• Legal Organization
• Minor Geographic Region
• Number of FTE Physicians
• Organizational Ownership
• Practice had Ancillary 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 up to 5 years

Data represents survey responses received. Benchmarks and filters may change based on participation.
MGMA DATADIVE PRACTICE OPERATIONS

BENCHMARKS:

VALUE
• Number of Payer Contracts
• Number of Payer Contracts with Value-Based Reimbursement
• Number of Total Covered Lives
• Number of Covered Lives Attributed to Value-Based Contracts
• Number of Quality Measures Reported On
• Hospital Admission and Readmission Rate
• Emergency Department Utilization Rate
• Post-Operative Infection Rate

PATIENT PORTAL
• Appointment Scheduling
• Bill Pay
• Test Result Access
• Patient-Provider Communication
• Medical Record Download/Transmission
• Staff Response Time (in Hours)

CALL CENTER
• Call Hold Time
• Call Length
• Call Answer Speed
• Call Abandonment Rate

SCHEDULING
• Wait Times
• Total Patient Cycle Time/Throughput
• Same Day Appointments
• Appointment Times
• Third Next Available Appointment
• Appointment Slots
• No Show Rate
• Appointment Cancellation Rate
• Copayments Collected at Time of Service
• Patient Due Balances Collected at Time of Service
• Rescheduling Within 30 Days of Cancellation

BILLING
• Claims Posted
• Claims Denied on First Submission
• Charge Posting Lag Time
• Amount (in Dollars) Denied on First Submission

TURNOVER & HIRE RATES
• Support Staff, Physician and Advanced Practice Provider Turnover Rate
• Support Staff, Physician and Advanced Practice Provider Hire Rate

FILTERS:
• All Practices
• Better Performing Practices
• Geographic Section
• Number of FTE Physicians
• Organization Ownership
• Practice Specialty

ADVANCED TOOLS:
• Custom Specialty Builder
• Percentiles between 10-90
• Custom Group Data
• Trend up to 5 years

MGMA DATADIVE PROCEDURAL PROFILE

CPT CODE RANGES:
• E/M: CPT Codes 99201-99499
• Anesthesiology: CPT Codes 00100-01999
• Surgery: CPT Codes 10004-69990
• Radiology: CPT Codes 70010-79999
• Pathology and Laboratory: CPT Codes 80047-89398
• Medicine: CPT Codes 90281-99607
• All CPT Codes
• Top 20 Codes

BENCHMARKS:
• Collections
• Compensation
• Work RVUs

FILTERS:
• Demographic Classification
• Geographic Section
• Number of FTE Physicians
• Organization Ownership
• Practice Type
• Total Medical Revenue
• Type of Compensation Plan
• Years in Experience

QUARTILES:
• Top Quartile
• Above Median
• Inter Quartile Range
• Below Median
• Bottom Quartile

VIEW BY:
• CPT Code
• Percent of Total Volume
• Volume Per Provider

Data represents survey responses received. Benchmarks and filters may change based on participation.