

Managed Care Contracting  
Payor Analysis & Benchmarking

# The Godbey Report™

for



YOUR HOSPITAL

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## Managed Care Contracting Payor Analysis & Benchmarking - SAMPLE REPORT

**The Godbey Report™** is an innovative business tool that provides your hospital with a quantitative assessment and qualitative review of your managed care business. The analysis and reporting provides a holistic view into the current state of the hospital's commercial payor mix including benchmarks and projections. It identifies where you stand with your major managed care revenue sources and compares it to our multi-billion dollar proprietary database.

**The Godbey Report™** is designed to equip senior leadership and hospital managers with information needed to evaluate the performance and potential risk associated with your organization's managed care contracts, help you prepare for strategic discussions regarding your managed care payor business, and ultimately enhance strategic decision making.

**The Godbey Report™** provides valuable information with respect to departmental service line planning and budget improvements.

The following excerpts are included in your Sample Report:

- I. All Managed Care Inpatient Services by Payor and by Service Line
- II. Inpatient Services by DRG – Cardiology-Invasive (one of twelve service lines)
- III. All Managed Care Outpatient Services by Payor
- IV. Analysis by Payor
- V. Revenue, Cost and Margin Projections by Inpatient, Service Line, Outpatient and by Payor

# Executive Summary

High Level Observations  
Expert Analysis  
Recommendations  
Opportunities & Suggestions



## INPATIENT: ALL SERVICES by Managed Care Payor

ALOS	Case Mix Index	Non-Case Mix Adjusted Metrics				Case Mix Adjusted Metrics				% Yield	% Margin	Percent of Billed Charges				
		Average Billed Charge / Case	Average Revenue / Case	Average Billed Charge / Day	Average Revenue / Day	Average Billed Charge / Case	Average Revenue / Case	Average Billed Charge / Day	Average Revenue / Day			Implants/ Prosthetics	High Cost Drugs	% of Billed Charges	% of Revenue	
<b>BLUE</b>	3.8	1.21	21,637	6,928	5,758	1,844	17,900	5,731	4,764	1,525	32.02 %	-31.17 %	9.93 %	3.28 %	43.05 %	37.95 %
<b>UNITED</b>	3.9	1.24	22,575	7,654	5,834	1,978	18,268	6,194	4,721	1,601	33.90 %	-23.88 %	10.28 %	3.03 %	20.32 %	18.97 %
<b>AETNA</b>	4.0	1.22	22,041	9,196	5,572	2,325	18,103	7,553	4,576	1,909	41.72 %	-0.66 %	8.96 %	3.73 %	9.83 %	11.29 %
<b>CIGNA</b>	4.0	1.23	23,189	8,603	5,803	2,153	18,795	6,973	4,704	1,745	37.10 %	-13.21 %	9.59 %	3.81 %	9.46 %	9.67 %
<b>OTHER</b>	4.1	1.28	22,266	10,316	5,461	2,530	17,353	8,039	4,256	1,972	46.33 %	9.35 %	9.36 %	3.80 %	17.34 %	22.12 %
<b>TOTAL</b>	3.9	1.23	22,112	8,031	5,705	2,072	17,976	6,528	4,638	1,684	36.32 %	-15.64 %	9.77 %	3.41 %	100 %	100 %

TGG AVERAGE

Your Hospital Claim's Data will be analyzed and compared to the TGG National Database



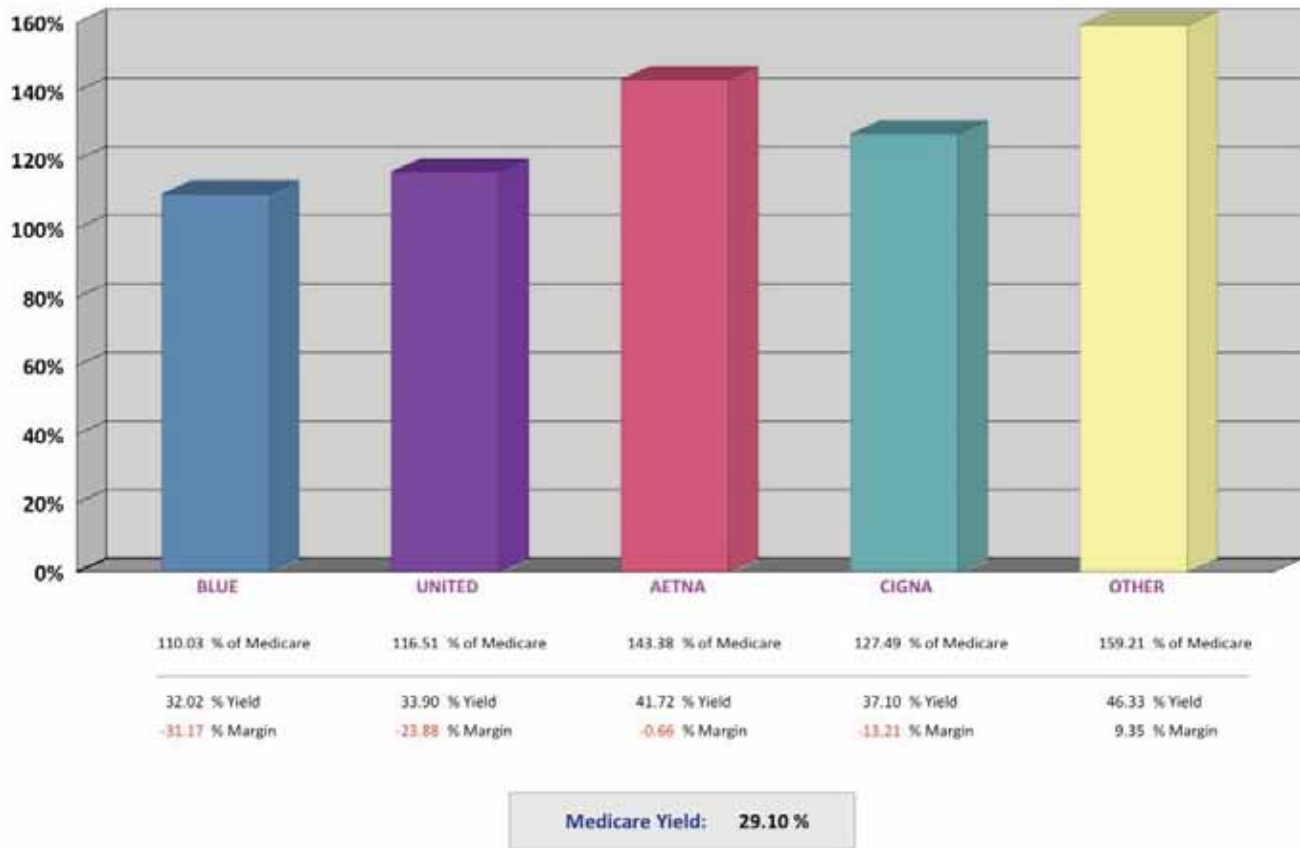
## All Managed Care Inpatient Services: by Service Line

	CASES:		BILLED CHARGES:		REVENUE:		
	# of Cases	% of Total	\$\$\$\$	% of Total	\$\$\$\$	% of Total	% Yield
CARDIOLOGY - INVASIVE	424	5.45%	\$27,046,551	15.72%	\$11,248,057	18.00%	41.59%
CARDIOLOGY - NON INVASIVE	583	7.49%	\$10,377,997	6.03%	\$3,408,665	5.46%	32.85%
GASTROINTESTINAL	559	7.18%	\$10,300,106	5.99%	\$3,085,572	4.94%	29.96%
GASTROINTESTINAL SURGERY	315	4.05%	\$12,466,102	7.25%	\$4,387,168	7.02%	35.19%
NEONATAL	947	12.17%	\$3,203,740	1.86%	\$1,651,087	2.64%	51.54%
NEUROLOGY	340	4.37%	\$6,470,174	3.76%	\$2,274,764	3.64%	35.16%
NEUROSURGERY	55	0.71%	\$2,204,723	1.28%	\$817,353	1.31%	37.07%
OBSTETRICS	1,189	15.28%	\$13,304,427	7.73%	\$3,099,105	4.96%	23.29%
ONCOLOGY	240	3.08%	\$6,654,575	3.87%	\$2,266,052	3.63%	34.05%
ORTHOPEDIC SURGERY	710	9.12%	\$25,630,934	14.90%	\$11,144,249	17.83%	43.48%
ORTHOPEDICS	140	1.80%	\$2,339,227	1.36%	\$669,601	1.07%	28.62%
OTHER SERVICES	2,279	29.29%	\$52,054,444	30.25%	\$18,434,709	29.50%	35.41%
<b>ALL INPATIENT SERVICES:</b>	<b>7,781</b>	<b>100%</b>	<b>\$172,053,002</b>	<b>100%</b>	<b>\$62,486,382</b>	<b>100%</b>	<b>36.32%</b>



# All Inpatient Services

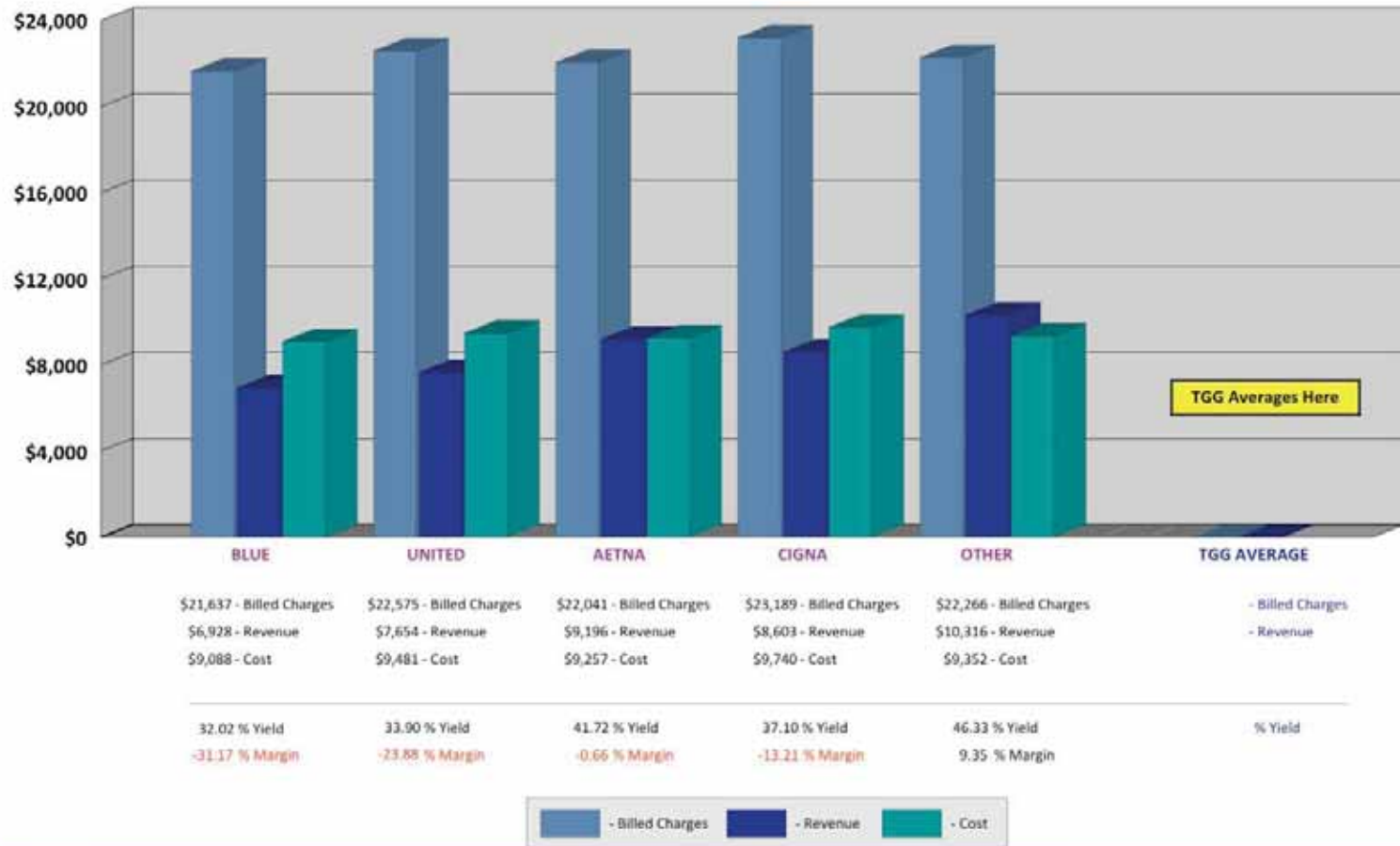
## Managed Care Yield as a Percentage of Medicare by Payor





# Inpatient: ALL SERVICES BY PAYOR

## Managed Care Metrics Per Case





# Inpatient Services: CARDIOLOGY - INVASIVE

ALOS	Case Mix Index	Non-Case Mix Adjusted Metrics				Case Mix Adjusted Metrics				% Yield	% Margin	Percent of Billed Charges				
		Average Billed Charge / Case	Average Revenue / Case	Average Billed Charge / Day	Average Revenue / Day	Average Billed Charge / Case	Average Revenue / Case	Average Billed Charge / Day	Average Revenue / Day			Implants/ Prosthetics	High Cost Drugs	% of Billed Charges	% of Revenue	
BLUE	4.2	3.18	61,779	19,647	14,748	4,690	19,439	6,182	4,641	1,476	31.80 %	-32.07 %	25.26 %	4.67 %	37.46 %	28.65 %
UNITED	4.7	3.30	67,184	26,572	14,246	5,634	20,352	8,050	4,316	1,707	39.55 %	-6.19 %	21.04 %	4.37 %	21.86 %	20.79 %
AETNA	4.1	3.35	62,183	31,782	15,353	7,847	18,584	9,499	4,589	2,345	51.11 %	17.83 %	22.79 %	4.99 %	9.20 %	11.30 %
CIGNA	3.6	2.91	59,373	26,939	16,452	7,465	20,377	9,246	5,647	2,562	45.37 %	7.43 %	22.40 %	4.90 %	10.10 %	11.02 %
OTHER	4.4	3.13	67,257	36,944	15,142	8,317	21,461	11,788	4,831	2,654	54.93 %	23.54 %	23.89 %	4.20 %	21.39 %	28.25 %
TOTAL	4.3	3.18	63,789	26,528	14,926	6,207	20,048	8,338	4,691	1,951	41.59 %	-0.99 %	23.53 %	4.56 %	100 %	100 %

TGG AVERAGE

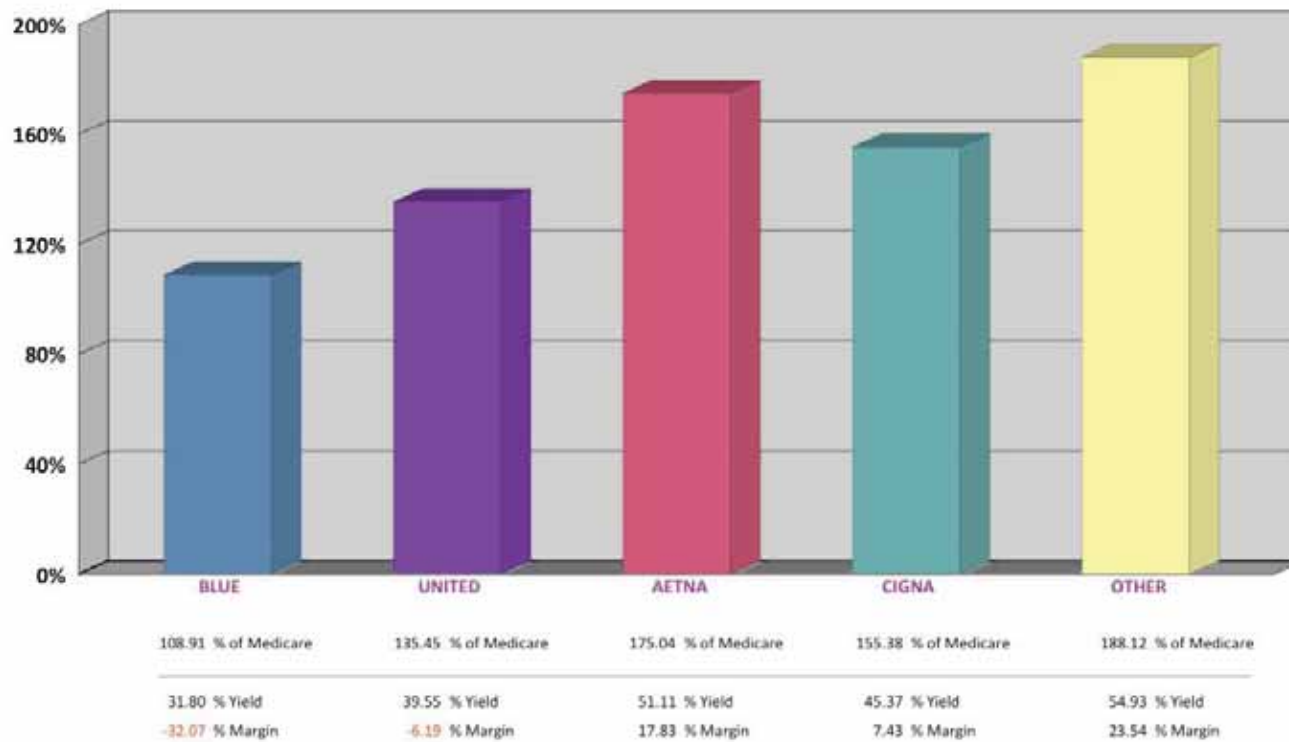
Your Hospital Claim's Data will be analyzed and compared to the TGG National Database





# Inpatient Services: CARDIOLOGY - INVASIVE

## Managed Care Yield as a Percentage of Medicare by Payor



**Medicare Yield: 29.20 %**

**OUTPATIENT: ALL SERVICES by Managed Care Payor**

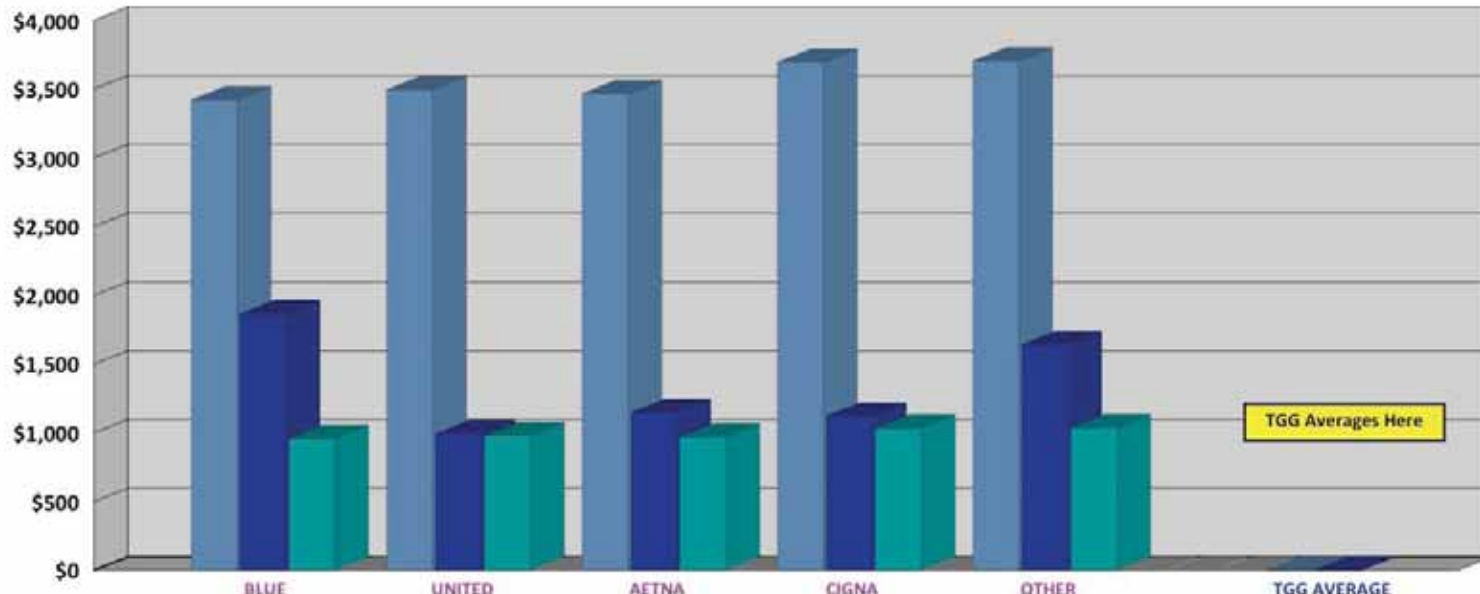
**By Service**

	Average Billed Charge / Case	Average Revenue / Case	% Yield	% Margin	Percent of Billed Charges		% of Billed Charges	% of Revenue
					Implants/ Prosthetics	High Cost Drugs		
<b>BLUE</b>	3,422	1,865	54.51 %	48.63 %	5.53 %	2.41 %	44.43 %	56.32 %
<b>UNITED</b>	3,496	994	28.42 %	1.47 %	5.60 %	1.57 %	21.64 %	14.30 %
<b>AETNA</b>	3,467	1,148	33.11 %	15.44 %	4.83 %	2.60 %	10.27 %	7.91 %
<b>CIGNA</b>	3,695	1,122	30.37 %	7.81 %	5.01 %	4.00 %	8.96 %	6.33 %
<b>OTHER</b>	3,706	1,642	44.31 %	36.82 %	4.21 %	2.51 %	14.69 %	15.14 %
<b>OUTPATIENT - TOTAL</b>	3,506	1,507	43.00 %	34.89 %	5.23 %	2.41 %	100 %	100 %
<b>TGG AVERAGE</b>	Your Hospital's Claims Data will be analyzed and compared to the TGG National Database							



# OUTPATIENT: ALL SERVICES by Managed Care Payor

### Metrics Per Case



\$3,422 - Billed Charges	\$3,496 - Billed Charges	\$3,467 - Billed Charges	\$3,695 - Billed Charges	\$3,706 - Billed Charges	- Billed Charges
\$1,865 - Revenue	\$994 - Revenue	\$1,148 - Revenue	\$1,122 - Revenue	\$1,642 - Revenue	- Revenue
\$958 - Cost	\$979 - Cost	\$971 - Cost	\$1,035 - Cost	\$1,038 - Cost	
54.51 % Yield	28.42 % Yield	33.11 % Yield	30.37 % Yield	44.31 % Yield	% Yield
48.63 % Margin	1.47 % Margin	15.44 % Margin	7.81 % Margin	36.82 % Margin	





## ALL MANAGED CARE PAYORS: All Managed Care Volume

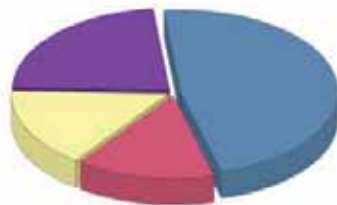
	ALOS	Case Mix Index	Non-Case Mix Adjusted Metrics				Case Mix Adjusted Metrics				% Yield	% Margin	Percent of Billed Charges			
			Average Billed Charge / Case	Average Revenue / Case	Average Billed Charge / Day	Average Revenue / Day	Average Billed Charge / Case	Average Revenue / Case	Average Billed Charge / Day	Average Revenue / Day			Implants/ Prosthetics	High Cost Drugs	% of Billed Charges	% of Revenue
Cardiology	3.0	0.89	17,801	5,847	6,026	1,979	20,032	6,579	6,782	2,227	32.85 %	-27.87 %	0.60 %	3.59 %	6.03 %	5.46 %
Cardio-Inv	4.3	3.18	63,789	26,528	14,926	6,207	20,047	8,337	4,691	1,951	41.59 %	-0.99 %	23.53 %	4.56 %	15.72 %	18.00 %
GI	3.9	0.84	18,426	5,520	4,714	1,412	21,944	6,574	5,614	1,682	29.96 %	-40.20 %	0.02 %	2.80 %	5.99 %	4.94 %
GI-Surg	6.3	2.17	39,575	13,928	6,280	2,210	18,268	6,429	2,899	1,020	35.19 %	-19.34 %	7.72 %	2.74 %	7.25 %	7.02 %
Neonatal	2.7	0.68	3,383	1,743	1,242	640	4,966	2,559	1,823	939	51.54 %	18.50 %		0.73 %	1.86 %	2.64 %
Neurology	3.8	0.98	19,030	6,690	4,954	1,742	19,488	6,851	5,073	1,784	35.16 %	-19.46 %		6.23 %	3.76 %	3.64 %
Neuro-Surg	5.1	2.38	40,086	14,861	7,900	2,929	16,858	6,250	3,322	1,232	37.07 %	-13.29 %	7.73 %	2.46 %	1.28 %	1.31 %
Obstetrics	2.9	0.61	11,190	2,606	3,925	914	18,284	4,259	6,413	1,494	23.29 %	-80.31 %	0.11 %	2.23 %	7.73 %	4.96 %
Oncology	5.8	1.39	27,727	9,442	4,770	1,624	19,913	6,781	3,426	1,167	34.05 %	-23.34 %	1.94 %	13.09 %	3.87 %	3.63 %
Orthopedics	3.9	0.84	16,709	4,783	4,331	1,240	19,873	5,688	5,151	1,475	28.62 %	-46.73 %		3.27 %	1.36 %	1.07 %
Ortho-Surg	3.7	1.96	36,100	15,696	9,675	4,207	18,405	8,002	4,933	2,145	43.48 %	3.40 %	30.52 %	1.35 %	14.90 %	17.83 %
Other	4.5	1.26	22,841	8,089	5,046	1,787	18,119	6,417	4,003	1,418	35.41 %	-18.60 %	2.48 %	3.01 %	30.25 %	29.50 %
<b>INPATIENT TOTAL</b>	<b>3.9</b>	<b>1.23</b>	<b>22,112</b>	<b>8,031</b>	<b>5,705</b>	<b>2,072</b>	<b>17,976</b>	<b>6,528</b>	<b>4,638</b>	<b>1,684</b>	<b>36.32 %</b>	<b>-15.64 %</b>	<b>9.77 %</b>	<b>3.41 %</b>	<b>100 %</b>	<b>100 %</b>
<b>TGG AVERAGE</b>	Your Hospital's Claims Data will be analyzed and compared to the TGG National Database															
OP-ER			3,568	1,404							39.34 %	28.83 %	1.06 %	1.22 %	26.90 %	24.61 %
OP-Surgery			6,229	2,488							39.94 %	29.90 %	6.74 %	1.36 %	43.44 %	40.35 %
OP-Other			2,117	1,075							50.80 %	44.89 %	6.81 %	5.01 %	29.66 %	35.05 %
<b>OUTPATIENT TOTAL</b>			<b>3,506</b>	<b>1,507</b>							<b>43.00 %</b>	<b>34.89 %</b>	<b>5.23 %</b>	<b>2.41 %</b>	<b>100 %</b>	<b>100 %</b>
<b>TGG AVERAGE</b>	Your Hospital's Claims Data will be analyzed and compared to the TGG National Database															



# ALL MANAGED CARE PAYORS: All Managed Care Volume

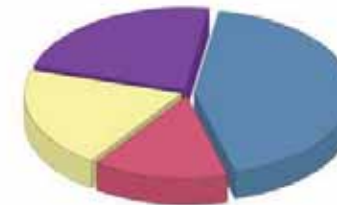
## Comparison By Service

### CHARGES



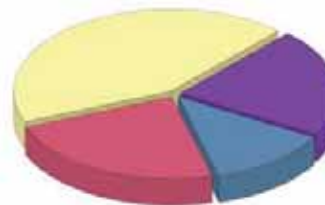
Inpatient	47.6 %
ER	14.1 %
Surgery	22.8 %
Other	15.5 %
100.0 %	

### REVENUE



Inpatient	43.4 %
ER	13.9 %
Surgery	22.8 %
Other	19.8 %
100.0 %	

### CASES



Inpatient	12.6 %
ER	23.1 %
Surgery	21.4 %
Other	42.9 %
100.0 %	



## BLUE: All Managed Care Volume

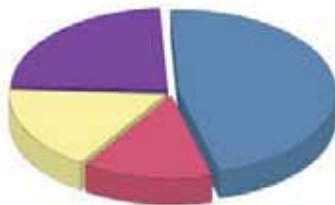
	ALOS	Case Mix Index	Non-Case Mix Adjusted Metrics				Case Mix Adjusted Metrics				% Yield	% Margin	Percent of Billed Charges			
			Average Billed Charge / Case	Average Revenue / Case	Average Billed Charge / Day	Average Revenue / Day	Average Billed Charge / Case	Average Revenue / Case	Average Billed Charge / Day	Average Revenue / Day			Implants/ Prosthetics	High Cost Drugs	% of Billed Charges	% of Revenue
Cardiology	3.0	0.87	18,839	5,846	6,378	1,979	21,685	6,729	7,342	2,278	31.03 %	-35.35 %	0.92 %	4.14 %	6.56 %	6.36 %
Cardio-Inv	4.2	3.18	61,779	19,647	14,747	4,690	19,438	6,182	4,640	1,476	31.80 %	-32.07 %	25.26 %	4.67 %	13.68 %	13.59 %
GI	3.7	0.82	17,980	4,733	4,796	1,262	22,029	5,798	5,876	1,547	26.32 %	-59.56 %		2.45 %	5.61 %	4.61 %
GI-Surg	5.5	2.12	36,281	12,372	6,572	2,241	17,083	5,825	3,095	1,055	34.10 %	-23.17 %	9.06 %	2.44 %	7.35 %	7.83 %
Neonatal	2.8	0.71	3,519	1,039	1,275	377	4,989	1,473	1,808	534	29.53 %	-42.25 %		0.73 %	2.01 %	1.86 %
Neurology	3.3	0.89	18,188	5,860	5,475	1,764	20,352	6,557	6,127	1,974	32.22 %	-30.36 %		8.70 %	3.51 %	3.53 %
Neuro-Surg	5.6	2.65	45,358	14,254	8,131	2,555	17,091	5,371	3,064	963	31.43 %	-33.65 %	5.61 %	2.51 %	1.59 %	1.56 %
Obstetrics	2.9	0.60	11,043	1,812	3,816	626	18,308	3,004	6,326	1,038	16.41 %	155.94 %		2.33 %	8.14 %	4.17 %
Oncology	6.3	1.50	34,516	8,209	5,522	1,313	23,053	5,483	3,688	877	23.78 %	-76.60 %	1.91 %	9.74 %	3.36 %	2.49 %
Orthopedics	3.2	0.83	14,791	4,132	4,650	1,299	17,908	5,002	5,630	1,573	27.93 %	-50.36 %		2.64 %	1.22 %	1.06 %
Ortho-Surg	3.8	1.96	35,247	14,753	9,375	3,924	18,018	7,542	4,792	2,006	41.86 %	-0.34 %	30.23 %	1.38 %	15.85 %	20.72 %
Other	4.4	1.23	22,709	7,528	5,176	1,716	18,428	6,109	4,200	1,392	33.15 %	-26.70 %	2.57 %	2.96 %	31.12 %	32.22 %
<b>INPATIENT TOTAL</b>	<b>3.8</b>	<b>1.21</b>	<b>21,637</b>	<b>6,928</b>	<b>5,758</b>	<b>1,844</b>	<b>17,900</b>	<b>5,731</b>	<b>4,764</b>	<b>1,525</b>	<b>32.02 %</b>	<b>-31.17 %</b>	<b>9.93 %</b>	<b>3.28 %</b>	<b>100 %</b>	<b>100 %</b>
OP-ER			3,629	1,925							53.03 %	47.20 %	1.73 %	1.28 %	25.07 %	24.39 %
OP-Surgery			6,191	3,405							54.99 %	49.08 %	6.95 %	1.47 %	43.59 %	43.98 %
OP-Other			2,052	1,129							55.02 %	49.11 %	6.59 %	4.63 %	31.34 %	31.63 %
<b>OUTPATIENT TOTAL</b>			<b>3,422</b>	<b>1,865</b>							<b>54.51 %</b>	<b>48.63 %</b>	<b>5.53 %</b>	<b>2.41 %</b>	<b>100 %</b>	<b>100 %</b>
<b>TGG AVERAGE</b>			Your Hospital Claim's Data will be analyzed and compared to the TGG National Database													



**BLUE: All Managed Care Volume**

**Comparison By Service**

**CHARGES**



Inpatient	46.8 %
ER	13.3 %
Surgery	23.2 %
Other	16.7 %
100.0 %	

**REVENUE**



Inpatient	34.1 %
ER	16.1 %
Surgery	29.0 %
Other	20.9 %
100.0 %	

**CASES**



Inpatient	12.2 %
ER	20.8 %
Surgery	21.2 %
Other	45.9 %
100.0 %	

## ALL INPATIENT SERVICES: Increase in Revenue by Payor

**INCREASE REVENUE** 


	Current:	+ 2 %	+ 4 %	+ 6 %	+ 8 %	+ 10 %	+ 12 %	+ 14 %	+ 16 %	+ 18 %	+ 20 %	
<b>BLUE</b>	Margin %	-31.17 %	-28.60 %	-26.13 %	-23.75 %	-21.46 %	-19.25 %	-17.12 %	-15.06 %	-13.08 %	-9.31 %	
	Revenue \$:	\$23,714,456	+\$474,289	+\$948,578	+\$1,422,867	+\$1,897,156	+\$2,371,446	+\$2,845,735	+\$3,320,024	+\$3,794,313	+\$4,268,602	+\$4,742,891
<b>UNITED</b>	Margin %	-23.88 %	-21.45 %	-19.11 %	-16.87 %	-14.70 %	-12.62 %	-10.60 %	-8.66 %	-6.79 %	-4.98 %	-3.23 %
	Revenue \$:	\$11,855,715	+\$237,114	+\$474,229	+\$711,343	+\$948,457	+\$1,185,571	+\$1,422,686	+\$1,659,800	+\$1,896,914	+\$2,134,029	+\$2,371,143
<b>AETNA</b>	Margin %	-0.66 %	1.31 %	3.21 %	5.04 %	6.79 %	8.49 %	10.12 %	11.70 %	13.22 %	14.69 %	16.12 %
	Revenue \$:	\$7,053,672	+\$141,073	+\$282,147	+\$423,220	+\$564,294	+\$705,367	+\$846,441	+\$987,514	+\$1,128,588	+\$1,269,661	+\$1,410,734
<b>CIGNA</b>	Margin %	-13.21 %	-10.99 %	-8.85 %	-6.80 %	-4.82 %	-2.92 %	-1.08 %	0.69 %	2.41 %	4.06 %	5.66 %
	Revenue \$:	\$6,039,430	+\$120,789	+\$241,577	+\$362,366	+\$483,154	+\$603,943	+\$724,732	+\$845,520	+\$966,309	+\$1,087,097	+\$1,207,886
<b>OTHER</b>	Margin %	9.35 %	11.12 %	12.83 %	14.48 %	16.06 %	17.59 %	19.06 %	20.48 %	21.85 %	23.17 %	24.45 %
	Revenue \$:	\$13,823,110	+\$276,462	+\$552,924	+\$829,387	+\$1,105,849	+\$1,382,311	+\$1,658,773	+\$1,935,235	+\$2,211,698	+\$2,488,160	+\$2,764,622
<b>TOTAL</b>	Margin %	-15.64 %										
	Revenue \$:	\$62,486,383										

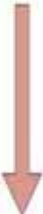
Costs are calculated using a Cost-to-Charge Ratio provided by: **Your Hospital** 42.00



**ALL INPATIENT SERVICES: Increase Revenue / Decrease Cost**

**MARGIN METRICS**

INCREASE REVENUE 

DECREASE COST 

	Current	+ 2%	+ 4%	+ 6%	+ 8%	+ 10%	+ 12%	+ 14%	+ 16%	+ 18%	+ 20%
<b>Current</b>	<b>-15.64%</b> \$-9,775,878	<b>-13.38%</b>	<b>-11.20%</b>	<b>-9.10%</b>	<b>-7.08%</b>	<b>-5.13%</b>	<b>-3.25%</b>	<b>-1.44%</b>	<b>0.31%</b>	<b>2.00%</b>	<b>3.63%</b>
<b>- 2%</b>	<b>-13.33%</b> +\$1,445,245	<b>-11.11%</b>	<b>-8.97%</b>	<b>-6.92%</b>	<b>-4.94%</b>	<b>-3.03%</b>	<b>-1.19%</b>	<b>0.59%</b>	<b>2.30%</b>	<b>3.96%</b>	<b>5.56%</b>
<b>- 4%</b>	<b>-11.02%</b> +\$2,890,490	<b>-8.84%</b>	<b>-6.75%</b>	<b>-4.73%</b>	<b>-2.80%</b>	<b>-0.93%</b>	<b>0.88%</b>	<b>2.61%</b>	<b>4.29%</b>	<b>5.92%</b>	<b>7.48%</b>
<b>- 6%</b>	<b>-8.71%</b> +\$4,335,736	<b>-6.57%</b>	<b>-4.53%</b>	<b>-2.55%</b>	<b>-0.65%</b>	<b>1.18%</b>	<b>2.94%</b>	<b>4.64%</b>	<b>6.29%</b>	<b>7.88%</b>	<b>9.41%</b>
<b>- 8%</b>	<b>-6.39%</b> +\$5,780,981	<b>-4.31%</b>	<b>-2.30%</b>	<b>-0.37%</b>	<b>1.49%</b>	<b>3.28%</b>	<b>5.01%</b>	<b>6.67%</b>	<b>8.28%</b>	<b>9.84%</b>	<b>11.34%</b>
<b>- 10%</b>	<b>-4.08%</b> +\$7,226,226	<b>-2.04%</b>	<b>-0.08%</b>	<b>1.81%</b>	<b>3.63%</b>	<b>5.38%</b>	<b>7.07%</b>	<b>8.70%</b>	<b>10.28%</b>	<b>11.80%</b>	<b>13.27%</b>
<b>- 12%</b>	<b>-1.77%</b> +\$8,671,471	<b>0.23%</b>	<b>2.15%</b>	<b>3.99%</b>	<b>5.77%</b>	<b>7.48%</b>	<b>9.14%</b>	<b>10.73%</b>	<b>12.27%</b>	<b>13.76%</b>	<b>15.19%</b>
<b>- 14%</b>	<b>0.55%</b> +\$10,116,716	<b>2.50%</b>	<b>4.37%</b>	<b>6.17%</b>	<b>7.91%</b>	<b>9.59%</b>	<b>11.20%</b>	<b>12.76%</b>	<b>14.26%</b>	<b>15.72%</b>	<b>17.12%</b>
<b>- 16%</b>	<b>2.86%</b> +\$11,561,962	<b>4.76%</b>	<b>6.59%</b>	<b>8.36%</b>	<b>10.05%</b>	<b>11.69%</b>	<b>13.27%</b>	<b>14.79%</b>	<b>16.26%</b>	<b>17.68%</b>	<b>19.05%</b>
<b>- 18%</b>	<b>5.17%</b> +\$13,007,207	<b>7.03%</b>	<b>8.82%</b>	<b>10.54%</b>	<b>12.20%</b>	<b>13.79%</b>	<b>15.33%</b>	<b>16.82%</b>	<b>18.25%</b>	<b>19.64%</b>	<b>20.98%</b>
<b>- 20%</b>	<b>7.48%</b> +\$14,452,452	<b>9.30%</b>	<b>11.04%</b>	<b>12.72%</b>	<b>14.34%</b>	<b>15.89%</b>	<b>17.40%</b>	<b>18.85%</b>	<b>20.24%</b>	<b>21.60%</b>	<b>22.90%</b>

Current Margin Percentage: Your Hospital **-15.64%**

## INPATIENT GASTROINTESTINAL: Increase in Revenue by Payor

**INCREASE REVENUE** 

	Current:	+ 2 %	+ 4 %	+ 6 %	+ 8 %	+ 10 %	+ 12 %	+ 14 %	+ 16 %	+ 18 %	+ 20 %	
<b>BLUE</b>	Margin %	-59.56 %	-56.43 %	-53.43 %	-50.53 %	-47.74 %	-45.06 %	-42.47 %	-39.97 %	-37.55 %	-35.22 %	-32.97 %
	Revenue \$:	\$1,093,270	+\$21,865	+\$43,731	+\$65,596	+\$87,462	+\$109,327	+\$131,192	+\$153,058	+\$174,923	+\$196,789	+\$218,654
<b>UNITED</b>	Margin %	-34.06 %	-31.43 %	-28.90 %	-26.47 %	-24.13 %	-21.87 %	-19.69 %	-17.59 %	-15.56 %	-13.61 %	-11.71 %
	Revenue \$:	\$739,868	+\$14,797	+\$29,595	+\$44,392	+\$59,189	+\$73,987	+\$88,784	+\$103,581	+\$118,379	+\$133,176	+\$147,974
<b>AETNA</b>	Margin %	-41.12 %	-38.35 %	-35.69 %	-33.13 %	-30.66 %	-28.29 %	-26.00 %	-23.79 %	-21.65 %	-19.59 %	-17.60 %
	Revenue \$:	\$318,596	+\$6,372	+\$12,744	+\$19,116	+\$25,488	+\$31,860	+\$38,231	+\$44,603	+\$50,975	+\$57,347	+\$63,719
<b>CIGNA</b>	Margin %	-49.64 %	-46.71 %	-43.88 %	-41.17 %	-38.56 %	-36.04 %	-33.61 %	-31.26 %	-29.00 %	-26.81 %	-24.70 %
	Revenue \$:	\$280,596	+\$5,612	+\$11,224	+\$16,836	+\$22,448	+\$28,060	+\$33,672	+\$39,283	+\$44,895	+\$50,507	+\$56,119
<b>OTHER</b>	Margin %	-10.26 %	-8.10 %	-6.02 %	-4.02 %	-2.10 %	-0.24 %	1.55 %	3.28 %	4.95 %	6.56 %	8.11 %
	Revenue \$:	\$653,243	+\$13,065	+\$26,130	+\$39,195	+\$52,259	+\$65,324	+\$78,389	+\$91,454	+\$104,519	+\$117,584	+\$130,649
<b>TOTAL</b>	Margin %	-40.20 %										
	Revenue \$:	\$3,085,572										

Costs are calculated using a Cost-to-Charge Ratio provided by: **Your Hospital** 42.00

## INPATIENT GASTROINTESTINAL: Increase Revenue / Decrease Cost

### MARGIN METRICS

INCREASE REVENUE



		Current	+ 2%	+ 4%	+ 6%	+ 8%	+ 10%	+ 12%	+ 14%	+ 16%	+ 18%	+ 20%
<p>DECREASE COST</p> 	Current	-40.20%	-37.45%	-34.81%	-32.27%	-29.82%	-27.46%	-25.18%	-22.98%	-20.86%	-18.82%	-16.84%
		\$-1,240,472	+\$61,711	+\$123,423	+\$185,134	+\$246,846	+\$308,557	+\$370,269	+\$431,980	+\$493,692	+\$555,403	+\$617,114
	- 2%	-37.40%	-34.70%	-32.11%	-29.62%	-27.22%	-24.91%	-22.68%	-20.52%	-18.45%	-16.44%	-14.50%
		+\$86,521	+\$148,232	+\$209,944	+\$271,655	+\$333,367	+\$395,078	+\$456,790	+\$518,501	+\$580,212	+\$641,924	+\$703,635
	- 4%	-34.59%	-31.96%	-29.42%	-26.98%	-24.62%	-22.36%	-20.17%	-18.07%	-16.03%	-14.06%	-12.16%
		+\$173,042	+\$234,753	+\$296,465	+\$358,176	+\$419,888	+\$481,599	+\$543,310	+\$605,022	+\$666,733	+\$728,445	+\$790,156
	- 6%	-31.79%	-29.21%	-26.72%	-24.33%	-22.03%	-19.81%	-17.67%	-15.61%	-13.61%	-11.69%	-9.83%
		+\$259,563	+\$321,274	+\$382,986	+\$444,697	+\$506,408	+\$568,120	+\$629,831	+\$691,543	+\$753,254	+\$814,966	+\$876,677
	- 8%	-28.99%	-26.46%	-24.03%	-21.69%	-19.43%	-17.26%	-15.17%	-13.15%	-11.19%	-9.31%	-7.49%
		+\$346,084	+\$407,795	+\$469,506	+\$531,218	+\$592,929	+\$654,641	+\$716,352	+\$778,064	+\$839,775	+\$901,487	+\$963,198
	- 10%	-26.18%	-23.71%	-21.33%	-19.04%	-16.84%	-14.71%	-12.66%	-10.69%	-8.78%	-6.93%	-5.15%
		+\$432,604	+\$494,316	+\$556,027	+\$617,739	+\$679,450	+\$741,162	+\$802,873	+\$864,585	+\$926,296	+\$988,007	+\$1,049,719
- 12%	-23.38%	-20.96%	-18.63%	-16.39%	-14.24%	-12.16%	-10.16%	-8.23%	-6.36%	-4.56%	-2.82%	
	+\$519,125	+\$580,837	+\$642,548	+\$704,259	+\$765,971	+\$827,683	+\$889,394	+\$951,105	+\$1,012,817	+\$1,074,528	+\$1,136,240	
- 14%	-20.57%	-18.21%	-15.94%	-13.75%	-11.64%	-9.61%	-7.66%	-5.77%	-3.94%	-2.18%	-0.48%	
	+\$605,646	+\$667,358	+\$729,069	+\$790,781	+\$852,492	+\$914,203	+\$975,915	+\$1,037,626	+\$1,099,338	+\$1,161,049	+\$1,222,761	
- 16%	-17.77%	-15.46%	-13.24%	-11.10%	-9.05%	-7.06%	-5.15%	-3.31%	-1.53%	<b>0.19%</b>	<b>1.86%</b>	
	+\$692,167	+\$753,879	+\$815,590	+\$877,301	+\$939,013	+\$1,000,724	+\$1,062,436	+\$1,124,147	+\$1,185,859	+\$1,247,570	+\$1,309,282	
- 18%	-14.97%	-12.71%	-10.54%	-8.46%	-6.45%	-4.51%	-2.65%	-0.85%	<b>0.89%</b>	<b>2.57%</b>	<b>4.20%</b>	
	+\$778,688	+\$840,399	+\$902,111	+\$963,822	+\$1,025,534	+\$1,087,245	+\$1,148,957	+\$1,210,668	+\$1,272,380	+\$1,334,091	+\$1,395,802	
- 20%	-12.16%	-9.96%	-7.85%	-5.81%	-3.85%	-1.97%	-0.14%	<b>1.61%</b>	<b>3.31%</b>	<b>4.95%</b>	<b>6.53%</b>	
	+\$865,209	+\$926,920	+\$988,632	+\$1,050,343	+\$1,112,055	+\$1,173,766	+\$1,235,478	+\$1,297,189	+\$1,358,900	+\$1,420,612	+\$1,482,323	

Current Margin Percentage:
Your Hospital **-40.20 %**

## OUTPATIENT SURGERY SERVICES: Increase in Revenue by Payor

**INCREASE REVENUE** 

	Current:	+ 2 %	+ 4 %	+ 6 %	+ 8 %	+ 10 %	+ 12 %	+ 14 %	+ 16 %	+ 18 %	+ 20 %	
<b>BLUE</b>	Margin %	49.08 %	50.08 %	51.04 %	51.96 %	52.85 %	53.71 %	54.54 %	55.33 %	56.10 %	56.85 %	57.57 %
	Revenue \$:	\$20,189,238	+\$403,785	+\$807,570	+\$1,211,354	+\$1,615,139	+\$2,018,924	+\$2,422,709	+\$2,826,493	+\$3,230,278	+\$3,634,063	+\$4,037,848
<b>UNITED</b>	Margin %	-32.82 %	-30.22 %	-27.72 %	-25.31 %	-22.99 %	-20.75 %	-18.59 %	-16.51 %	-14.50 %	-12.56 %	-10.69 %
	Revenue \$:	\$3,671,285	+\$73,426	+\$146,851	+\$220,277	+\$293,703	+\$367,129	+\$440,554	+\$513,980	+\$587,406	+\$660,831	+\$734,257
<b>AETNA</b>	Margin %	2.97 %	4.88 %	6.71 %	8.47 %	10.16 %	11.79 %	13.37 %	14.89 %	16.36 %	17.77 %	19.15 %
	Revenue \$:	\$2,538,367	+\$50,767	+\$101,535	+\$152,302	+\$203,069	+\$253,837	+\$304,604	+\$355,371	+\$406,139	+\$456,906	+\$507,673
<b>CIGNA</b>	Margin %	-7.20 %	-5.10 %	-3.08 %	-1.13 %	0.74 %	2.55 %	4.29 %	5.96 %	7.59 %	9.15 %	10.67 %
	Revenue \$:	\$1,859,801	+\$37,196	+\$74,392	+\$111,588	+\$148,784	+\$185,980	+\$223,176	+\$260,372	+\$297,568	+\$334,764	+\$371,960
<b>OTHER</b>	Margin %	25.63 %	27.09 %	28.49 %	29.84 %	31.14 %	32.40 %	33.60 %	34.77 %	35.89 %	36.98 %	38.03 %
	Revenue \$:	\$4,625,977	+\$92,520	+\$185,039	+\$277,559	+\$370,078	+\$462,598	+\$555,117	+\$647,637	+\$740,156	+\$832,676	+\$925,195
<b>TOTAL</b>	Margin %	29.90 %										
	Revenue \$:	\$32,884,669										

Costs are calculated using a Cost-to-Charge Ratio provided by: **Your Hospital** 28.00