



YOUR PRACTICE CEO

THE Δ UCTUS GROUP

2022 EDITION

PRESENTED BY JOHN GWIN

COMMITMENT AND COST FREE FOR ANY MD.

BILLING KPI SCOPE

AR REVIEW

What cases and how much money is outstanding as well as how old is it?



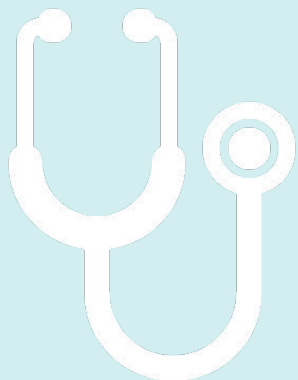
YTD Financials

Baseline charge, payment and adjustment figures MoM



Schedule QA

Unbilled visits based on appointment type.



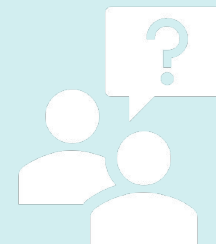
CPT DISTRO

What codes are you most commonly billing with chronological changes.



Visit Count

Patient and visit count total analysis over time.



100%

Invaluable insights

AR REVIEW

What cases and how much money is outstanding as well as how old is it?



Balance Type	0-30 Days	31-60 Days	61-90 Days	91-120 Days	121 - 150 Days	151 - 180 Days	> 180 Days	Total Balance	Total Balance %
Patient Balance	\$0.00	\$0.00	\$0.00	\$0.00	(\$11,944.16)	(\$13,951.73)	\$8,449.52	(\$17,446.37)	(111%)
Payer Balance	\$0.00	\$0.00	\$0.00	\$0.00	\$37,984.11	\$27,003.92	\$113,510.18	\$178,498.21	111%
Overall - Summary	\$0.00	\$0.00	\$0.00	\$0.00	\$26,039.95	\$13,052.19	\$121,959.70	\$161,051.84	100%
% Subtotal	0%	0%	0%	0%	16%	8%	76%	100%	

AR by Payer by Bucket

Row Labels	Current	31-60	61-90	91-120	>120	Total Balance
AHCCCS AZ Complete Health Care	\$0.00	\$0.00	\$0.00	\$0.00	\$27,168.08	\$27,168.08
University Family Care	\$0.00	\$0.00	\$0.00	\$0.00	\$21,216.00	\$21,216.00
Blue Cross Blue Shield PPO	\$0.00	\$0.00	\$0.00	\$0.00	\$16,732.84	\$16,732.84
United Healthcare	\$0.00	\$0.00	\$0.00	\$0.00	\$14,259.00	\$14,259.00
AmeriGroup Caremore IPA	\$0.00	\$0.00	\$0.00	\$0.00	\$13,691.71	\$13,691.71
Medicare	\$0.00	\$0.00	\$0.00	\$0.00	\$8,616.08	\$8,616.08
BCBS Federal Employee Program	\$0.00	\$0.00	\$0.00	\$0.00	\$8,616.02	\$8,616.02
united health care community plan	\$0.00	\$0.00	\$0.00	\$0.00	\$5,786.50	\$5,786.50
PR Insurance Health Services	\$0.00	\$0.00	\$0.00	\$0.00	\$5,760.00	\$5,760.00
BCBSAZ	\$0.00	\$0.00	\$0.00	\$0.00	\$5,635.74	\$5,635.74
AARP Medicare Advantage HMO	\$0.00	\$0.00	\$0.00	\$0.00	\$5,415.77	\$5,415.77
ICA-WORKMANS COMPENSATION	\$0.00	\$0.00	\$0.00	\$0.00	\$4,549.66	\$4,549.66
United Healthcare Choice	\$0.00	\$0.00	\$0.00	\$0.00	\$3,945.79	\$3,945.79
Aetna	\$0.00	\$0.00	\$0.00	\$0.00	\$3,160.40	\$3,160.40
United Health Medicare Solutions	\$0.00	\$0.00	\$0.00	\$0.00	\$2,710.50	\$2,710.50
UMR	\$0.00	\$0.00	\$0.00	\$0.00	\$2,631.00	\$2,631.00
United Community Plan	\$0.00	\$0.00	\$0.00	\$0.00	\$2,056.67	\$2,056.67
AARP Medicare Advantage (HMO)	\$0.00	\$0.00	\$0.00	\$0.00	\$2,017.79	\$2,017.79
United Healthcare Senior	\$0.00	\$0.00	\$0.00	\$0.00	\$2,011.66	\$2,011.66
Meritain Health	\$0.00	\$0.00	\$0.00	\$0.00	\$1,841.00	\$1,841.00
Bright Health	\$0.00	\$0.00	\$0.00	\$0.00	\$1,416.00	\$1,416.00
Tricare West Region	\$0.00	\$0.00	\$0.00	\$0.00	\$1,288.02	\$1,288.02
Southwest Service Administrator	\$0.00	\$0.00	\$0.00	\$0.00	\$1,059.00	\$1,059.00
United Health Medicare Solutions - Optum Tucson	\$0.00	\$0.00	\$0.00	\$0.00	\$1,036.00	\$1,036.00
Healthnet Allwell	\$0.00	\$0.00	\$0.00	\$0.00	\$950.50	\$950.50
AMA Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$873.82	\$873.82
Apipa United Healthcare	\$0.00	\$0.00	\$0.00	\$0.00	\$801.31	\$801.31
AHCCCS STATE/ AHCCCS FES	\$0.00	\$0.00	\$0.00	\$0.00	\$745.31	\$745.31
Amerigroup- Amerivantage Diabetes Care Plus (HMO)	\$0.00	\$0.00	\$0.00	\$0.00	\$724.00	\$724.00
AARP Medicare Supplement Plan	\$0.00	\$0.00	\$0.00	\$0.00	\$666.75	\$666.75
AHCCCS AZ Complete Health Care	\$0.00	\$0.00	\$0.00	\$0.00	\$608.00	\$608.00

CPT DISTRO

What codes are you most commonly billing with chronological changes.



CPT Counts				
Cosmetics	No			
CPT Count	Column Labels			
Row Labels	2019	2020	2021	Grand Total
99024	551	442	402	1395
99213	269	306	309	884
99203	309	275	196	780
J3301	70	92	110	272
20550	49	49	51	149
20600	34	41	49	124
99212	96	12	10	118
15734	26	28	17	71
A4208		31	36	67
99204	2	60	5	67
20526	12	19	24	55
99214		54	1	55
64721	15	14	18	47
19318	22	17	3	42
99222	3	15	23	41
26055	14	13	11	38
19357	14	17	2	33
15777	12	19	2	33
19328	9	20	3	32
J2001		29		29
99202	21	5	2	28
19340	5	21	1	27
29075	5	9	11	25
Q4010	6	4	11	21
20612	10	4	5	19
11970	9	8	2	19
19371	10	6	2	18
INT	14	4		18
29125	7	5	5	17
29130	7	9	1	17
64718	6	7	3	16
11442	9	4	3	16
13101	7	6	3	16
12051	7	4	4	15
12032	4	7	2	13
20600	6	2	4	12

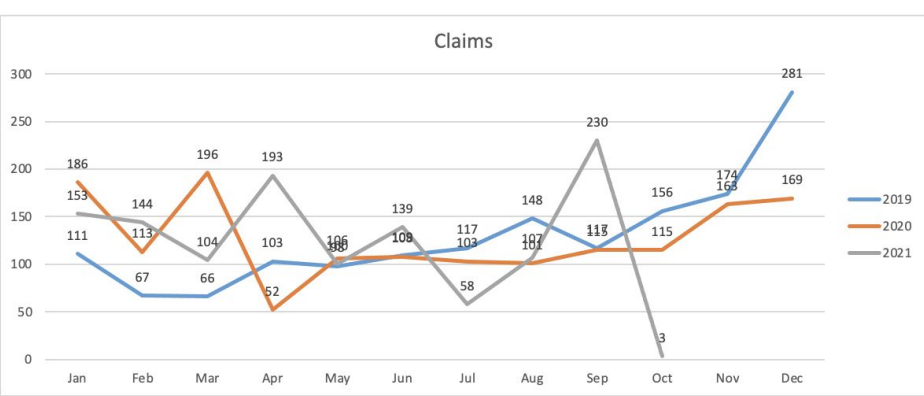
YTD FINANCIALS

Baseline charge, payment and
adjustment figures MoM

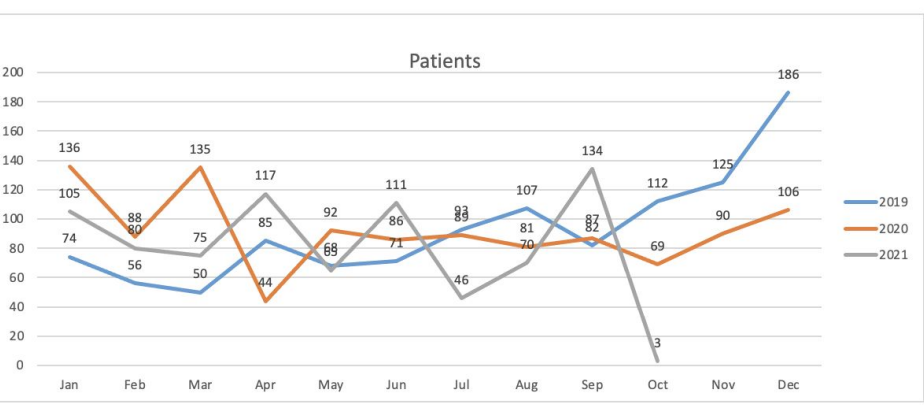
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Year/Month	Charges	Payer Charges	Self Charges	Payments	Payer Payments	Patient Payments	Contractual Adjustments
2021	\$1,250,749.12	\$566,626.02	\$684,124.00	\$649,556.89	\$78,407.67	\$571,149.22	\$241,552.92
May	\$130,317.84	\$54,955.84	\$75,362.00	\$47,990.40	\$6,601.99	\$41,388.41	\$15,502.65
January	\$210,745.30	\$88,056.30	\$122,689.00	\$52,617.19	\$7,177.51	\$45,439.68	\$20,326.12
February	\$100,214.02	\$54,640.02	\$45,574.00	\$56,700.14	\$7,156.62	\$49,543.52	\$20,949.27
June	\$79,737.16	\$51,377.16	\$28,360.00	\$73,971.83	\$8,917.26	\$65,054.57	\$23,484.57
September	\$230,235.50	\$58,190.00	\$172,046.00	\$109,618.20	\$23,743.25	\$85,874.95	\$64,007.16
March	\$151,190.39	\$86,002.39	\$65,188.00	\$86,274.74	\$9,014.06	\$77,260.68	\$55,360.15
April	\$175,131.59	\$72,640.99	\$102,491.00	\$116,116.99	\$4,668.10	\$111,448.89	\$20,047.29
August	\$109,634.82	\$64,370.82	\$45,264.00	\$57,811.34	\$3,274.34	\$54,537.00	\$5,913.92
July	\$50,960.08	\$28,310.08	\$22,650.00	\$48,456.06	\$7,854.54	\$40,601.52	\$15,961.79
October	\$12,582.42	\$8,082.42	\$4,500.00	\$0.00	\$0.00	\$0.00	\$0.00
2022	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
February	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grand Total	\$5,517,610.06	\$3,449,789.06	\$2,067,822.00	\$3,080,038.13	\$853,700.11	\$2,226,338.02	\$1,859,315.17

Cosmetics		No			
Claims	Column Labels				
Row Labels	2019	2020	2021	Grand Total	
Jan	111	186	153	450	
Feb	67	113	144	324	
Mar	66	196	104	366	
Apr	103	52	193	348	
May	98	106	100	304	
Jun	109	108	139	356	
Jul	117	103	58	278	
Aug	148	101	107	356	
Sep	117	115	230	462	
Oct	156	115	3	274	
Nov	174	163		337	
Dec	281	169		450	
Grand Total	1547	1527	1231	4305	



Cosmetics		No			
Patients	Column Labels				
Row Labels	2019	2020	2021	Grand Total	
Jan	74	136	105	294	
Feb	56	88	80	213	
Mar	50	135	75	251	
Apr	85	44	117	240	
May	68	92	65	220	
Jun	71	86	111	257	
Jul	93	89	46	223	
Aug	107	81	70	253	
Sep	82	87	134	284	
Oct	112	69	3	181	
Nov	125	90		210	
Dec	186	106		278	
Grand Total	519	593	490	1292	



VISIT COUNT

← Patient and visit count total analysis
over time.

SCHEDULE QA

Unbilled visits based on appointment type.

	Schedule QA (21.02 - Step 2 - Encounters Without Claims) 2021																		
Count of Encounter ID	2021	Count of Encounter ID	2021													2021 Total	2022	2022 Total	Grand Total
	2021		2021	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Jan	Feb	
Row Labels	Jan	Row Labels		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Jan	Feb	
Buying products		Buying products				2				3						5			5
CnsltCool		CnsltCool										1		2		3			3
Coolsculp		Coolsculp				2		1	1	2	1	2	2	1	1	13			13
Cosmetic PO		Cosmetic PO		2	13	33	25	33	16	8	6	27	35	11	14	223	22	2	247
CosmeticFu		CosmeticFu		1	8	4	18	7	9	16	11	14	27	43	50	208	51	1	260
CosmeticNP		CosmeticNP		14	18	23	35	29	26	32	10	20	18	22	25	272	22		294
CosmSX		CosmSX										1	10	7	9	27	15	1	43
Cosmt PreOP		Cosmt PreOP				1	1	2	3		2	6	7	5	8	35	10		45
CosProcedur		CosProcedur				1				1	1	1	5	1	2	12	2		14
Dysp Inj		Dysp Inj				1	2	1				1	1	4	3	13	2		15
Facial Fil		Facial Fil					2		3	3	1		1	1		11			11
Follow up		Follow up					4	2	17	10	5	19	62	59	26	204	33	5	242
Follow Up Visit		Follow Up Visit		1	1	2	3	6	13	10	1	11	19	15	18	100	27	6	133
Hosp Visit		Hosp Visit						5		1						6	2		8
New Patient		New Patient		1			1	1	5	5		11	17	21	14	76	18	5	99
New Patient/ Hospital Follow-up		New Patient/ Hospital Follow-up											2	1		3			3
OfficeProc		OfficeProc									1	1	6	1	1	10	1		11
PreOp		PreOp								1		2	5	4	1	13	4	1	18
Surgery		Surgery			1		1		3	1		5	6	10	11	38	12	1	51
ESTPTNP		ESTPTNP															2		2
Post Operative TeleVisit		Post Operative TeleVisit															1		1
New Patient Televisit		New Patient Televisit													1	1	1		2
Dysp Con		Dysp Con															1		1
Grand Total		Grand Total		19	41	69	92	87	96	93	39	122	223	208	184	1273	226	22	1521
Grand Total		Grand Total		19	41	69	92	87	96	93	39	122	223	208	184	1273	226	22	1521



THANK YOU

Scope is commitment free and no charge for any provider of any specialty in any system. Email us if you're interested!

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