

# IMPROVING THE OPERATIONAL & FINANCIAL PERFORMANCE OF YOUR EMPLOYED MEDICAL GROUP

## PROVIDER PRACTICE BENCHMARKING

### HEALTH SYSTEMS INVEST MILLIONS OF DOLLARS EACH YEAR IN THEIR EMPLOYED MEDICAL GROUPS...ABOUT \$200K PER PROVIDER.

Interestingly, this number hasn't changed much in over 30 years. This means that, if there was a silver bullet to magically eliminate the investment, the healthcare industry would have found it. Instead, it turns out that successful management of medical groups depends on doing all the basic stuff really well.

But exactly what is the basic stuff, and how do medical groups know if they are doing well or not?

Premier's PINC AI™ Provider Practice Benchmarking is a proprietary technology and support model developed by Premier professionals who have decades of medical group management experience. The Provider Practice Benchmarking model is quickly becoming the industry standard for medical group performance measurement and benchmarking and is now used by over 60,000 physicians and Advanced Practice Providers (APPs) in medical groups around the country.

### WHAT MAKES PROVIDER PRACTICE BENCHMARKING UNIQUE?

- + **Premier's PINC AI™ Provider Practice Benchmarking** is the first and only solution that provides an automated, one-stop shop for all your medical group's operational, financial and other metrics.
- Premier's PINC AI™ Provider Practice Benchmarking calculates and organizes all your critical metrics into eight main functional areas:

#### Provider FTEs

How many actual provider FTEs are deployed (compared to employed)? Are you leveraging APPs? Is your specialty mix appropriate?

#### Office Scheduling & Throughput

Can new patients get appointments with your providers? How efficient is patient scheduling and clinic throughput?

#### Practice Volume

Are your providers hitting productivity targets? Are they practicing at the top of their license by doing expected case volumes, IP vs. OP work, and clinic time?

#### Patient Profiles

How do your patient demographics, panel sizes, payer mix and referral patterns affect operations and financial performance?

#### Support Staffing / Physical Space

Do your clinics have the right number and skill mix of clinical, front office and back-end FTEs to support volume? Are there enough exam and procedure rooms and other space?

#### Rates & Collections

Do you have payer plans that need to be renegotiated? Are you collecting co-pays at time of service? Is your revenue cycle collecting what you are owed?

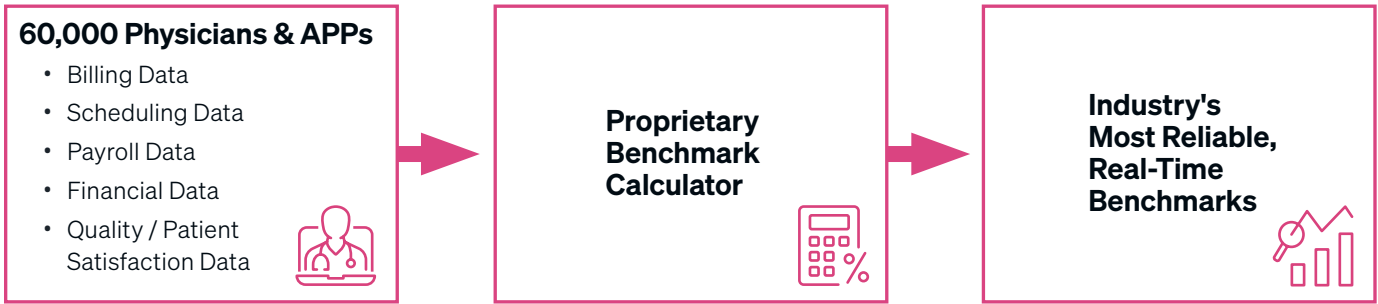
#### Provider Compensation

How well aligned is your compensation plan with organizational goals? Do you have outliers? How much of your investment comes from your comp plan?

#### Other Metrics

Keep track of your patient satisfaction and other quality metrics.

- + **Provides real-time benchmarks for every metric**, with the ability to view fully weighted benchmarks by provider, cost center, specialty and other dimensions.
- + **Fully customizable** to address each medical group's unique needs, such as CMS fee schedules, team-based care models, service line roll ups, metrics definitions and more.
- + **The data delivery system engages and aligns efforts at all levels of the medical group**, including providers, practice administrators, service line leaders, revenue cycle directors, decision support teams and executive leaders.
- + **Connects you to a community of advisors and medical group leaders who are all striving for operational excellence.**



## THE BOTTOM LINE

Ultimately, our goal is to help medical groups move the performance needle. We typically see improvements of \$10k-\$20k per provider, which translates to a 5%-7% overall improvement in your bottom line.

Want to learn more about how we can help you?

LEARN MORE

For more information about our medical group management solution, contact [solutioncenter@premierinc.com](mailto:solutioncenter@premierinc.com).

### About the PINC AI™ Platform

PINC AI™ is the technology and services platform of Premier Inc. (NASDAQ: PINC). With more than 20 years' worth of cost, quality and operational data gleaned from 45 percent of U.S. hospital discharges, 812 million hospital outpatient and clinic encounters and 131 million physician office visits, the PINC AI™ platform provides actionable intelligence to help improve outcomes, support improved financial performance and enable success in new, alternative payment models. PINC AI™ offerings rely on advanced analytics to identify improvement opportunities, consulting services for clinical and operational design, and workflow solutions to hardwire sustainable change. The PINC AI™ platform is also the data engine powering Premier's newest brands – Remitra™ and Contigo Health®. With a leading network of provider organizations, the PINC AI™ platform accelerates ingenuity and serves as a large-scale innovation catalyst in healthcare. PINC AI™ offerings and capabilities can be followed on [Twitter](#) and [LinkedIn](#).

