

BENCHMARKING

helps find opportunities to improve practice

Based on the foundation established by Oncology Metrics, the **National Practice Benchmark (NPB)** is a unique reference tool that helps you mark your practice against peers in the oncology field. NPB data are annually collected via practice management systems, electronic medical records, and general accounting software.

42 practices successfully completed the NPB survey



- 91% physician-owned practices
- 7% hospital-owned practices
- 2% free-standing cancer centers owned equally by 2 hospitals

Top 3 services by practice

- Hematology
- Medical oncology (including infusion services)
- Laboratory

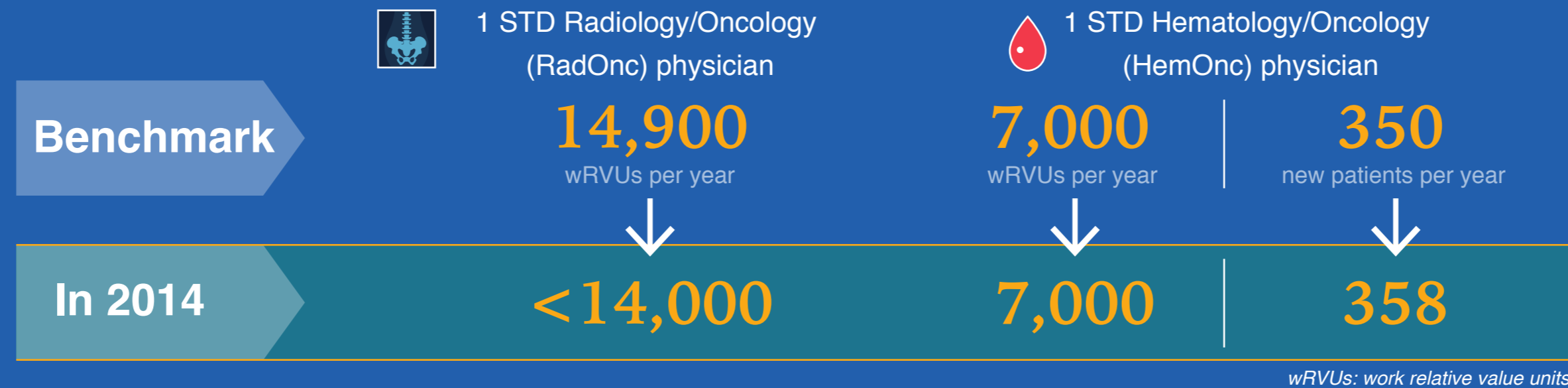
Top pharmacy models

- Non-practice-affiliated retail pharmacy
- Specialty or mail-order pharmacy

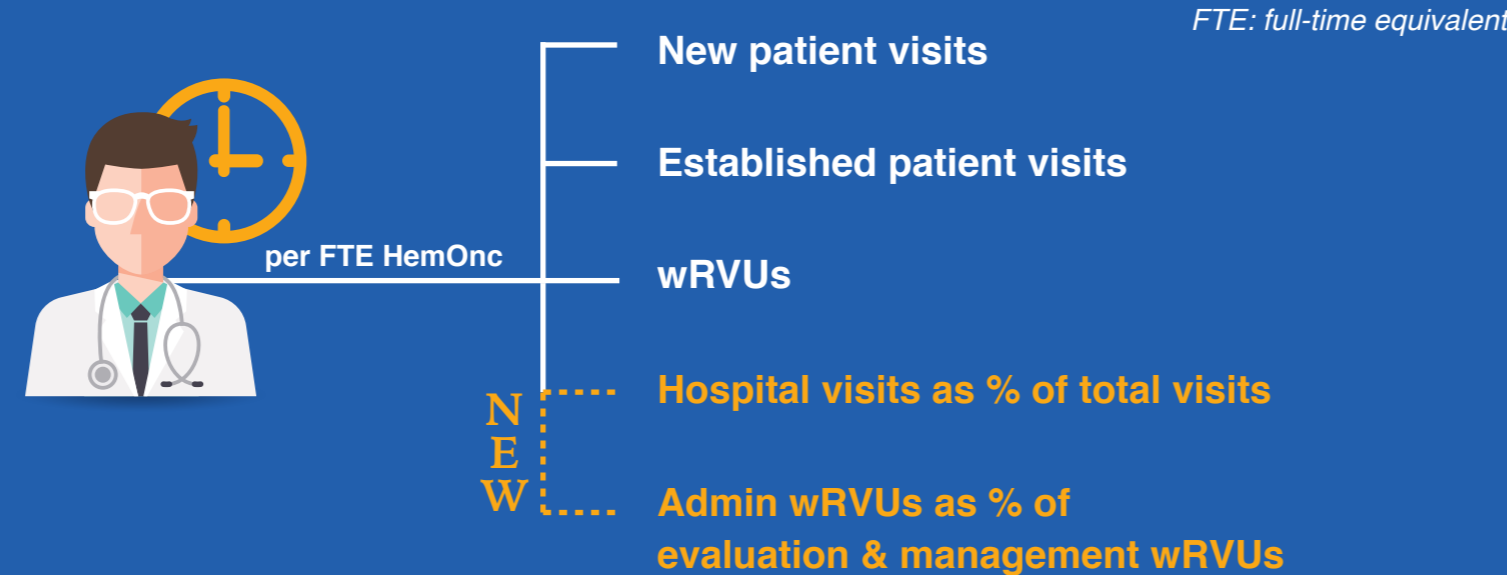
The National Practice Benchmark for Oncology

Insights from the 2015 Report (2014 data)

Data are presented in terms of standard (STD) HemOnC or RadOnC physician to avoid variability across practices



PHYSICIAN PRODUCTIVITY METRICS



STAFFING



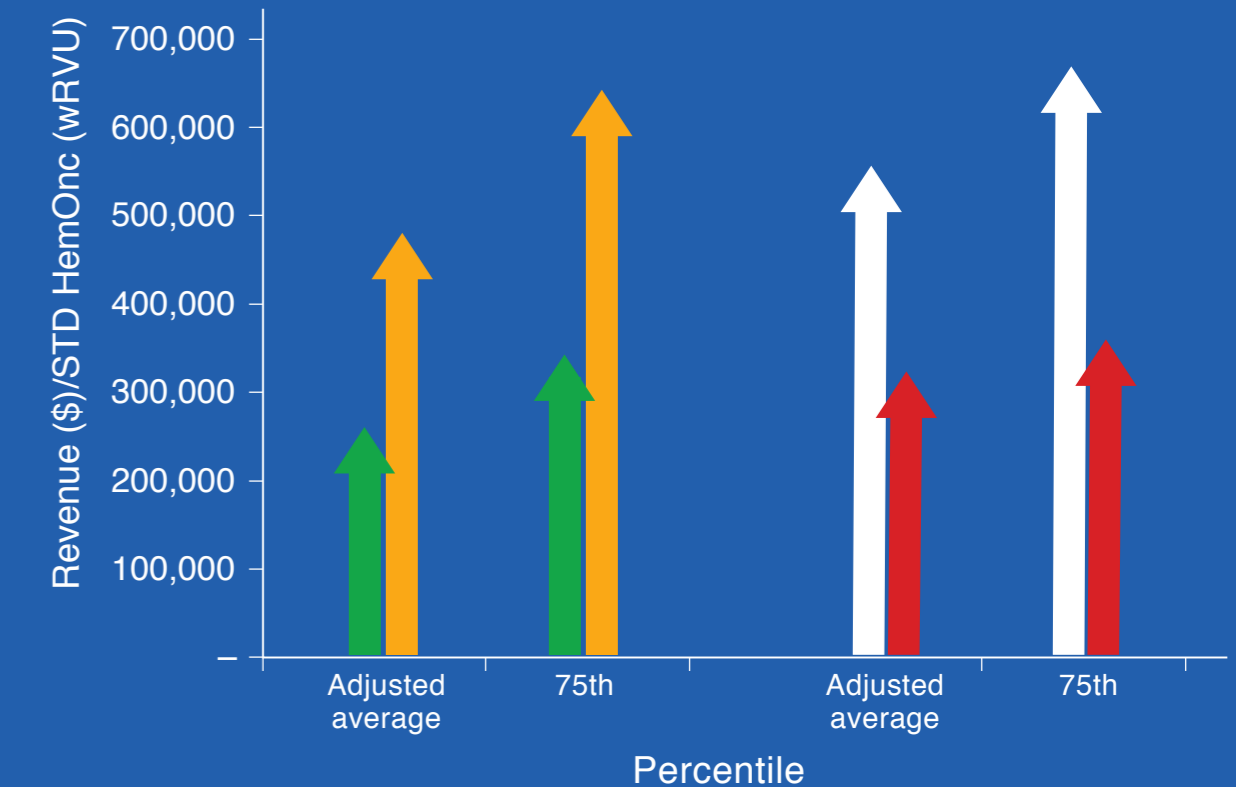
Per FTE physician

- Avg. number of FTE staff = 9
- Avg. earnings of all staff > 500,000\$/yr

PRACTICE REVENUES & EXPENSES

COGPF: Cost of Goods Paid for

- Net Medical Revenue = Total Medical Revenue – Radiation Oncology Revenue – COGPF
- Net Drug Revenue = Total Drug Revenue – COGPF
- Total Practice Expense = Employee Salary + COGPF + Other Expenses
- COGPF = Total Cash Paid for Drugs – Rebate



Data from 35 practices, 671.7 STD HemOnc wRVUs

71% of practices use a formalized collection agency to manage bad debt

Top 3 revenue contributors per STD HemOnc physician

- Net drug (Infusion): 28%
- Evaluation and management: 23%
- Infusion: 21%

Measure what matters. Learn and adapt. Improve performance and productivity.