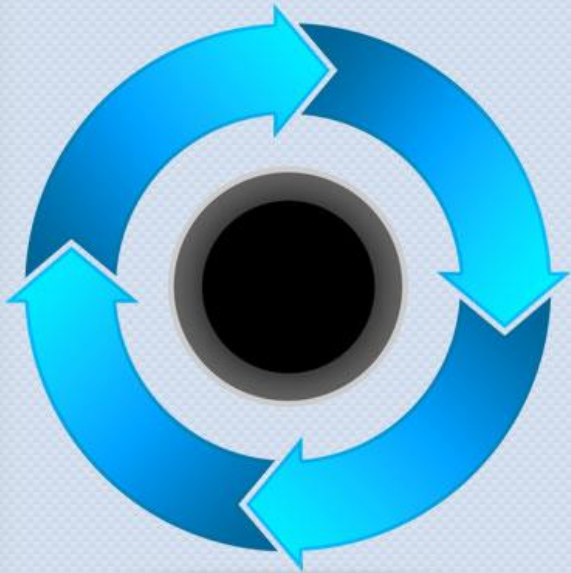


# Profile Evaluation data by Aging

Narendra Prasad K



# Inferences Observed in Profile data

## Data Observations

- Profile data contains dimensions and facts information. There are over 16000 records and 21 variables
- In the data, I have observed 50 Physicians information and account billing information with status like “Billed, bad debt, unbilled and rebill” from Jun 2008 to Feb 2017
- Also observed Primary and Secondary insurance details along with their payment and pending payment information.
- The payment information is classified into 30 days time interval up to 180 days and above 181 days
- Missing data is available in ‘**First bill date**’ and ‘**last bill date**’. we need to cross verify these again, because few of the payments are received from insurance company

## Objectives

- Identify the Account Receivable information based on the ageing buckets
- Identify the each Physician productivity and their revenue analysis
- Additional insights of Account receivable information



# AR Status : Visual Report by Aging



## Insights Over AR status :

- Each “Bar chart” represents Account Receivable Status by Each 30 day interval up to 180 and over 181 days
- If Account billed days is crossing 60 days, There is probability the account status may fall into “bad debt” status while closing to 181 days and beyond.
- All attributes are descriptive stats(i.e., Min, Max ,Mean and Percentile). Details are available in R code.

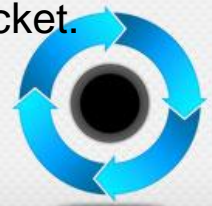
# AR Status : Summary Report by Aging

Ageing Buckets Payment details								
Status	Sum of 0-30	Sum of 31-60	Sum of 61-90	Sum of 91-120	Sum of 121-150	Sum of 151-180	Sum of 181-up	Sum of Bal Amt
Bad Debt	\$ -	\$ -	\$ 1,215.41	\$ 2,032.86	\$ 4,397.61	\$ 8,699.47	\$ 8,44,737.49	\$ 8,61,082.84
Billed	\$ 11,73,982.43	\$ 2,91,741.04	\$ 1,58,321.73	\$ 55,603.64	\$ 46,777.31	\$ 45,334.63	\$ 1,29,749.92	\$ 19,01,510.70
Rebill	\$ 12,835.50	\$ -	\$ -7.72	\$ -	\$ -	\$ -	\$ -	\$ 12,827.78
Unbilled	\$ 1,23,046.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10.00	\$ 1,23,056.00
<b>Grand Total</b>	<b>\$ 13,09,863.93</b>	<b>\$ 2,91,741.04</b>	<b>\$ 1,59,529.42</b>	<b>\$ 57,636.50</b>	<b>\$ 51,174.92</b>	<b>\$ 54,034.10</b>	<b>\$ 9,74,497.41</b>	<b>\$ 28,98,477.32</b>

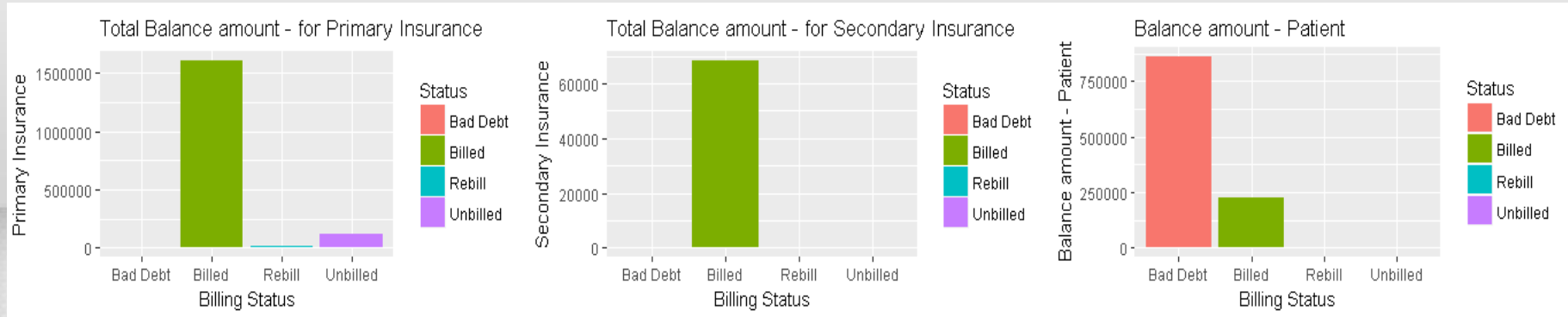
Ageing Buckets Payment details (%)								
Status	0-30 (%)	31-60 (%)	61-90 (%)	91-120 (%)	121-150 (%)	151-180 (%)	181-up (%)	Bal Amt (%)
Bad Debt	0.00%	0.00%	0.76%	3.53%	8.59%	16.10%	86.68%	29.71%
Billed	89.63%	100.00%	99.24%	96.47%	91.41%	83.90%	13.31%	65.60%
Rebill	0.98%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.44%
Unbilled	9.39%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	4.25%
<b>Grand Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## Summary Report for Billing Status by Aging Buckets:

- Over 65% of amount collected in “Billed” status
- Nearly 30% amount fall into “Bad debt” status in which more than 85% amount is from 181 and more days buckets.
- “Rebill” Amount is very negligible percentage and it’s done in 0-30 days Bucket.
- Most of the “Unbilled” amount is from 0-30 days bucket.



# Visual & Summary : By Balance Amount



Account Receivable By 1st and 2nd Insurance			
Status	Sum of Ins1 Amt	Sum of Ins2 Amt	Sum of Pat Amt
Bad Debt	\$ -203.61	\$ -	\$ 8,61,286.45
Billed	\$ 16,07,601.49	\$ 68,404.34	\$ 2,25,591.32
Rebill	\$ 12,206.28	\$ 290.79	\$ 330.71
Unbilled	\$ 1,22,866.00	\$ -	\$ 190.00
<b>Grand Total</b>	<b>\$ 17,42,470.16</b>	<b>\$ 68,695.13</b>	<b>\$ 10,87,398.48</b>

Account Receivable By 1st and 2nd Insurance %			
Status	Ins1 Amt (%)	Ins2 Amt (%)	Pat Amt (%)
Bad Debt	-0.01%	0.00%	79.21%
Billed	92.26%	99.58%	20.75%
Rebill	0.70%	0.42%	0.03%
Unbilled	7.05%	0.00%	0.02%
<b>Grand Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

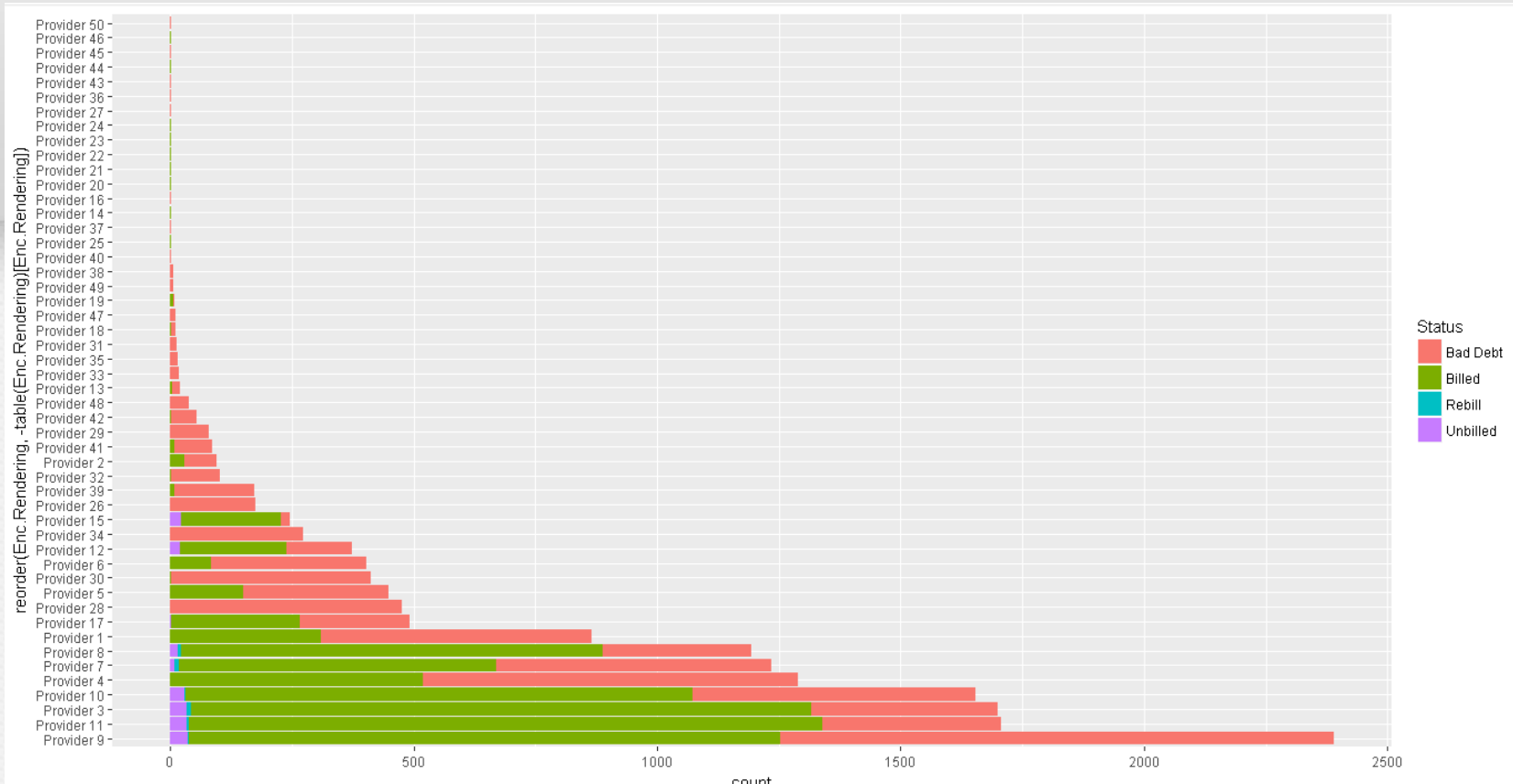
## Pat amount status:

- Nearly 80 % of amount is pending from “bad debt” status
- “Rebill” and “Unbilled” is very negligible percentage of amount
- Most of the “Billed” amount is came from Primary insurance category
- R Code is available in line 35 to 85





# FTE Inventory Visual Analysis by Productivity



## FTE Productivity Analysis :

- Provider 9 is given the Highest performance among all Providers
- Detailed Information provided in next slide with summary report.



# FTE Inventory Summary Analysis by Productivity

Provider Wise Top10			
Row Labels	Sum of Pat Amt	Count of Payer Name	% of People
Provider 9	19.69%	2389	14.84%
Provider 11	12.41%	1706	25.44%
Provider 3	5.05%	1699	35.99%
Provider 10	6.32%	1655	46.27%
Provider 4	7.12%	1290	54.29%
Provider 7	5.04%	1235	61.96%
Provider 8	2.83%	1193	69.37%
Provider 1	5.46%	865	74.74%
Provider 17	1.57%	491	77.79%
Provider 28	12.11%	477	80.76%

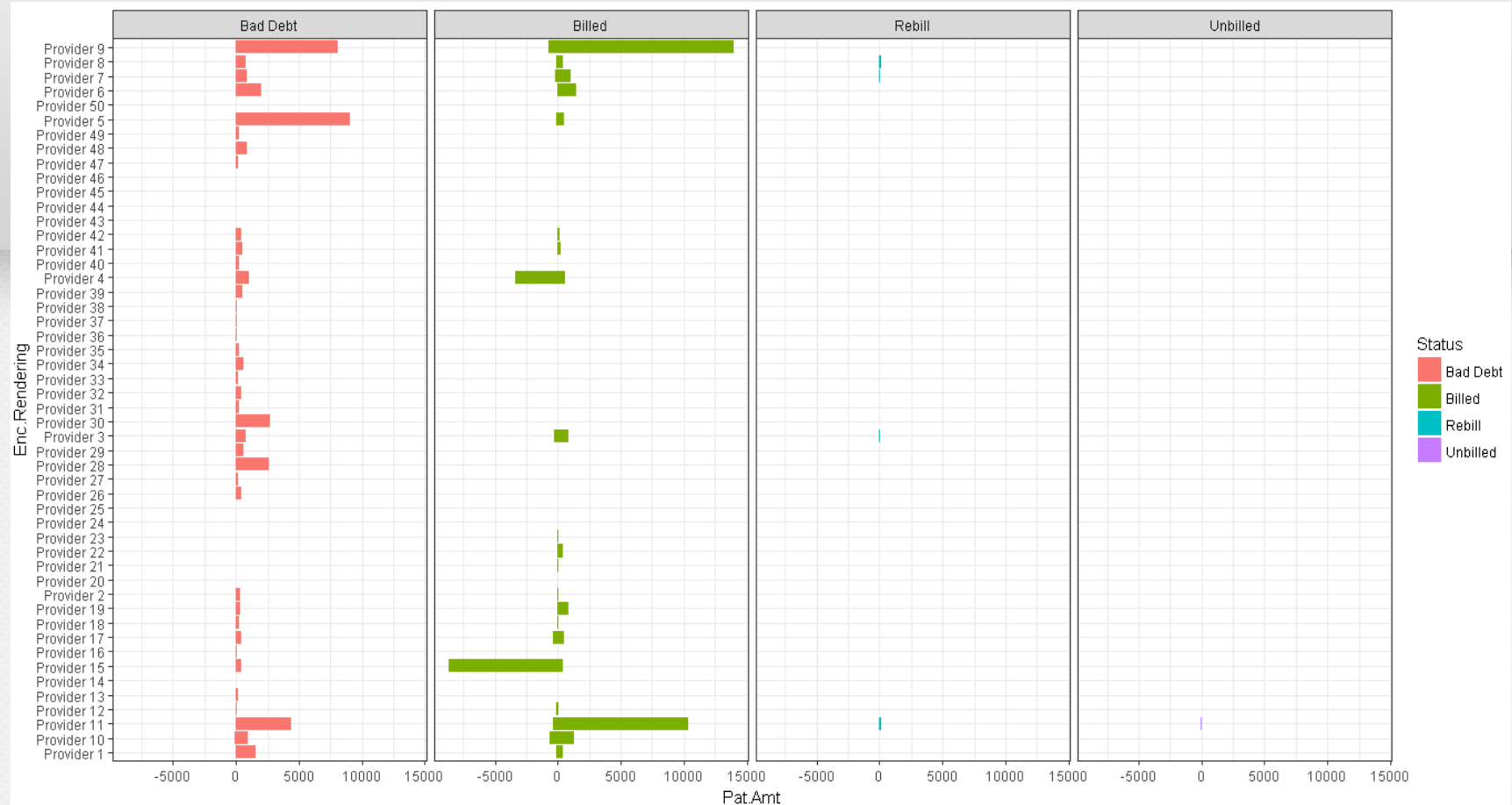
Top 10 Pat_Amount Information		
Row Labels	Sum of Pat Amt	Count of Payer Name
Provider 9	19.69%	2389
Provider 11	12.41%	1706
Provider 3	5.05%	1699
Provider 10	6.32%	1655
Provider 4	7.12%	1290
Provider 7	5.04%	1235
Provider 1	5.46%	865
Provider 28	12.11%	477
Provider 30	6.55%	413

## FTE Productivity Analysis :

- Out of 16000 users, 80% users are covered in top10 Providers as mention above "Provider wise top10"
- Remaining 20% user are covered by 40 Providers
- "Provider 9 ,11,3,10 and 4" covered in nearly 54%of Users
- 27 Providers contributing only 1% users
- 14 Providers covering only single user
- Lowest performance Providers are "14,22,50,43,27,24,20,45,21,46,23,36,16 and 44"



# Provider Id and Status Based on Pat Amount



Provider Id and Billing status wise Pat amount

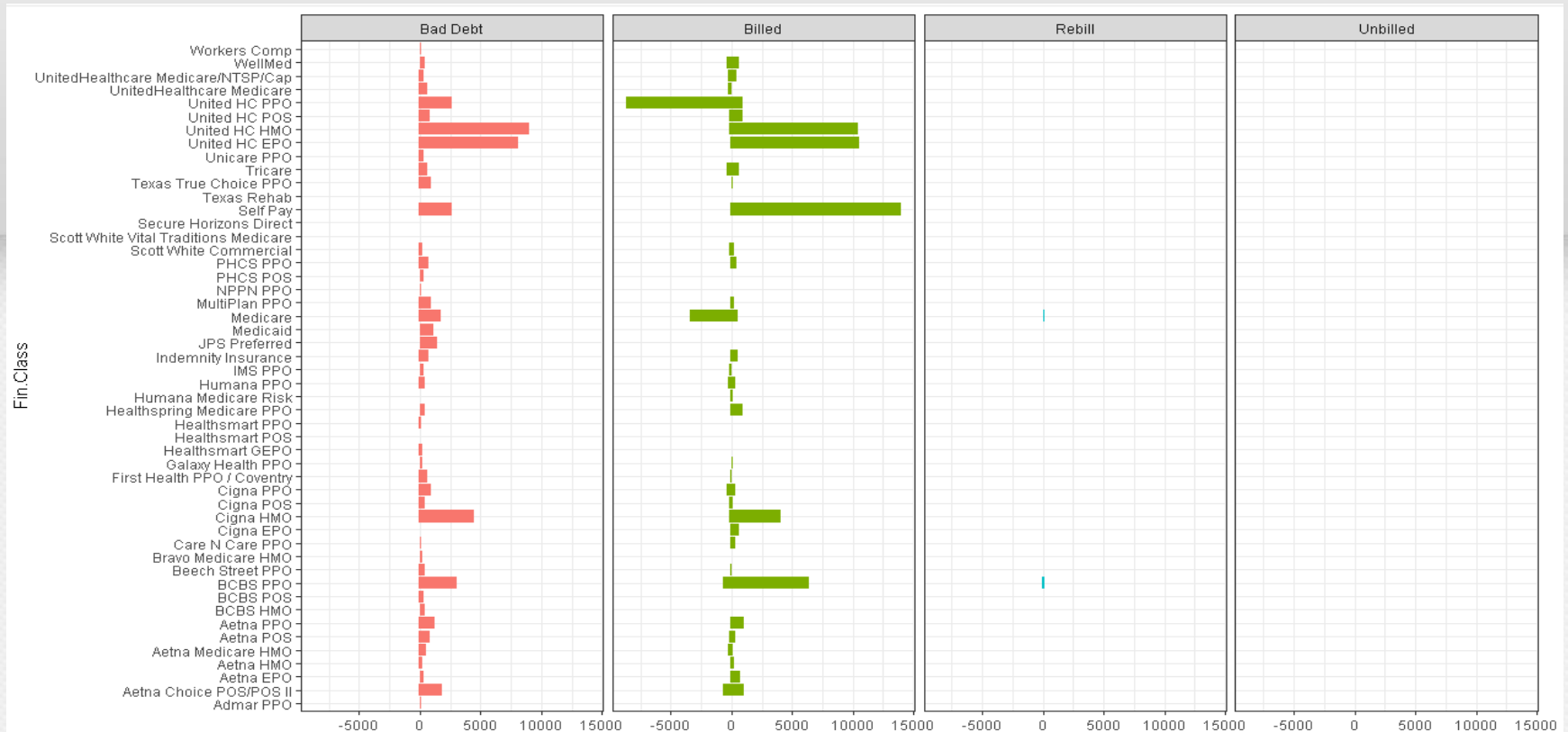
Most of the Pending Amounts are from “Provider 9 , 5 , 30,28, 11 and 10)

Provider 15 and Provider 4 having negative amounts in data





# Pat Amount Vs Primary Insurance and Status



## Primary Insurance and Billing status wise Pat amount

- Observed that most of the pending amounts are from “United HC HMO, United He EPO, Medicare , Cigno HMO, BCBS PPO and Self pay
- “United HC PPO and Medicare and Few are Pay the excess amount it is shown in the negative values in the report



# Insights based on Data Analysis

- Nearly 30% amount fall into “Bad debt” status in which more than 85% amount is from 181 and more days buckets – Need more focus to collect the Amount
- Nearly 80 % of amount is pending from “bad debt” status
- In the Status of unbilled “First Bill Dt and Lst Bill Dt” date is not available, except one, reaming all records are Single month sys entry date in Feb-2017 .
- One record we identified in Unbilled status which is in Feb-2012 and still Amount is pending in Patient
- In the Status of “Unbilled” , most of the Amount is received from primary Insurance, looks like status and dates is not updated.
- In the Status of “Billed” 20% records are pending Payment s in Pat Amount. Need to cross verify billing status for these records, as these are pending over 181 days or more.
- Few records are having negative amount in all the “Buckets “ also in Fact variables.



Thank you.

