

| A.1 | Absolute Revenue. | |
|-----|-------------------|---------------------|
| | Achieved | Score |
| | < 50% | 50% |
| | 51- 60% | 70% |
| | 61-70% | 80% |
| | 71-89% | 90% |
| | 90-100% | 100% + 10% of Score |
| | 101-110% | 100% + 15% of Score |
| | 111-125% | 100% + 20% of Score |
| | > 125% | 100% + 25% of Score |

| B.1 | New IPD Patients Visit In Month | |
|-----|---------------------------------|---------------------|
| | Achieved | Score |
| | < 15% | 50% |
| | 15-19% | 80% |
| | 20-25% | 100% |
| | 26-35% | 100% + 15% of Score |
| | Above 35% | 100% + 25% of Score |

| A.2 | Diagnostic Revenue. | |
|-----|---------------------|---------------------|
| | Achieved | Score |
| | < 50% | 50% |
| | 51- 60% | 60% |
| | 61-70% | 70% |
| | 71-80% | 80% |
| | 81-90% | 90% |
| | 91-100% | 100% |
| | 101-110% | 100% + 10% of Score |
| | 111-125% | 100% + 15% of Score |
| | > 125% | 100% + 20% of Score |

| B.2 | Crude Mortality | |
|-----|-----------------|---------------------|
| | Achieved | Score |
| | < 10% | 50% |
| | 7-9% | 70% |
| | 4-6% | 90% |
| | 2-3% | 100% + 10% of Score |
| | Below 2% | 100% + 25% of Score |

| A.3 | ARPOB | |
|-----|---------------|---------------------|
| | Achievement | Score |
| | Less Than 70% | 50% |
| | 71-80% | 80% of Score |
| | 81-85% | 90% of Score |
| | 86-100% | 100% of Score |
| | 101-110% | 100% + 10% of Score |
| | 111-120% | 100% + 15% of Score |
| | 121-150% | 100% + 20% of Score |
| | Above 151% | 100% + 30% of Score |

| C | PATIENT INTERACTION |
|---|---|
| | To ensure the highest standards of patient care and satisfaction, Hospital implements a stringent policy where any verified written complaint against a doctor—submitted via email, letter, Google review, or social media—will result in a zero performance score for that entire month. |

| D | ACADEMICS |
|---|--|
| | All Consultants are required to achieve at least one publication in a peer-reviewed medical journal within a 12-month period. Alternatively, if a publication or research is not accomplished, the staff member must conduct or actively participate in at least three workshops or Continuing Medical Education (CME) sessions within the same timeframe. |