



Center Name

All

Glossary

Revenue

Test

Time Period

Referral System

Disease Breakdown

Employee...

Additional

GLOSSARY

8.31M

Gross Sales

7.74M

Net Sales

1345

of Patients

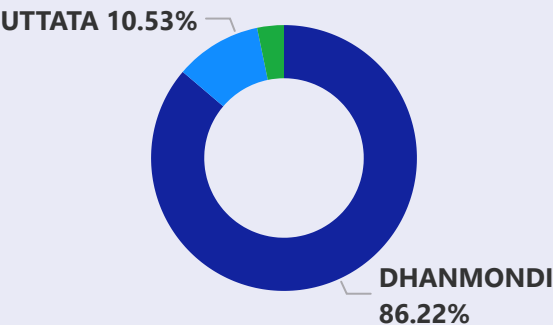
8993

Test Performed

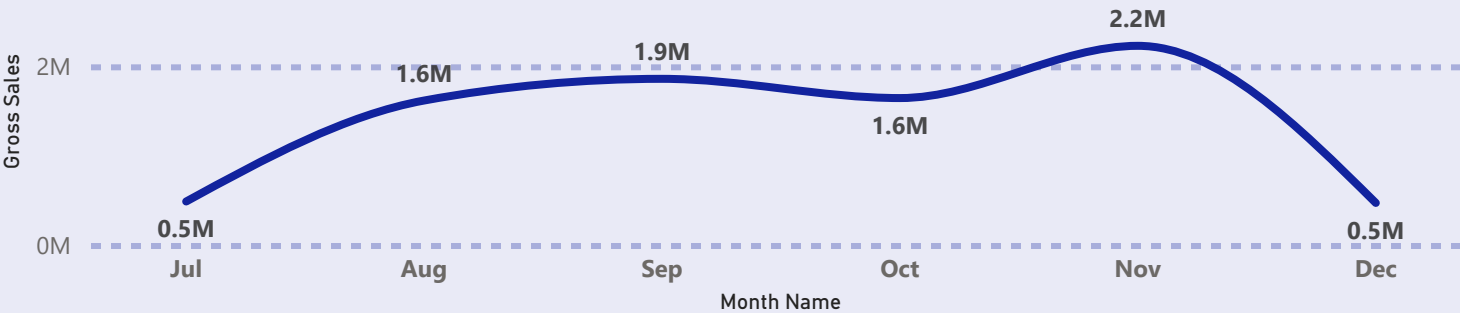
1424

Unique Invoice

Sales by Facility



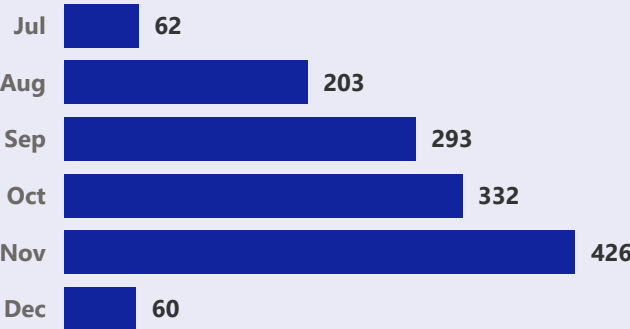
Month Wise Sales



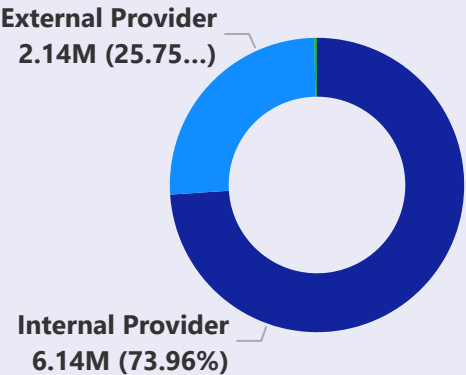
Patients by Month



of Patients by Month



Sales by Referral TypeName



Live!

Center Name

All

Glossary

Revenue

Test

Time Period

Referral System

Disease Breakdown

Employee...

Additional

REVENUE TREND ANALYSIS

5.84K

Revenue Bucket

6.18K

Avg. Revenue Pe...

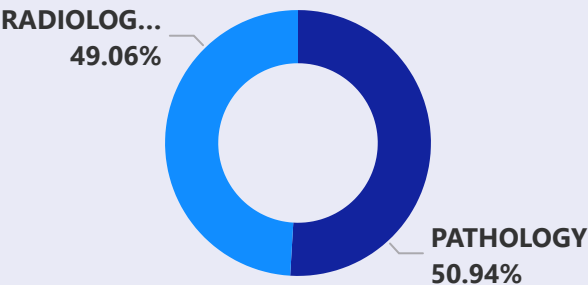
TSH

Highest Revenu...

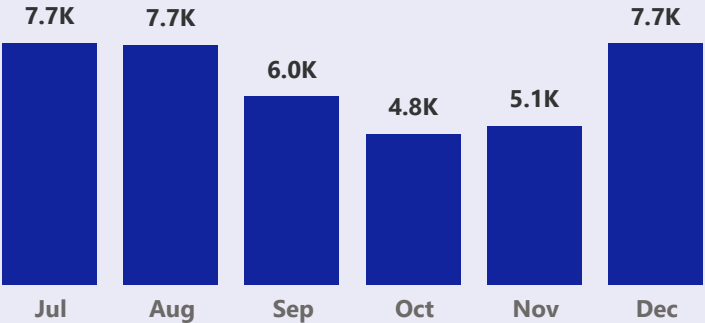
Cardiac

Highest Revenue (D...

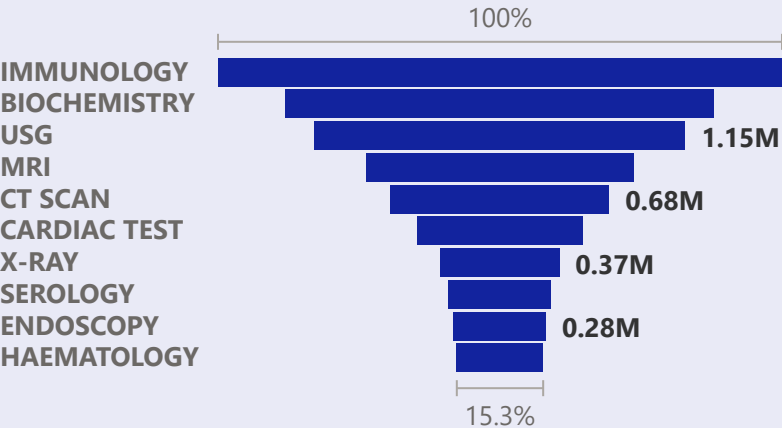
Sales by Test Category



MoM Revenue Bucket Size



Top 10 Revenue Head



Top 10 Tests

Service Name	Gross Sales
TSH	380,700.00
VITAMIN D (25 OH CHOLECALCIFEROL)	302,500.00
USG OF WHOLE ABDOMEN	284,130.00
CBC	205,300.00
HBA1C	194,480.00
MRI Of LUMBO SACRAL SPINE	160,000.00
Total	2,078,047.50

Running Sales

Month	Day	Gross Sales	Running Total
July	1	5,140.00	5,140.00
July	2		5,140.00
July	3		5,140.00
July	4	27,070.00	32,210.00
July	5	7,400.00	39,610.00
July	6	18,720.00	58,330.00
July	7	35,770.00	94,100.00
July	8	36,330.00	130,430.00
July	9	4,150.00	134,580.00
July	10	3,980.00	138,560.00
July	11	80,230.00	218,790.00
July	12		218,790.00
Total		8,309,092.50	470,700.00

Sales Comparision & Growth

Month	Current	Previous	Growth
July	486,870.00		
August	1,617,172.50	486,870	232%
September	1,860,060.00	1,617,173	15%
October	1,644,780.00	1,860,060	-12%
November	2,229,510.00	1,644,780	36%
December	470,700.00	2,229,510	-79%
Total	8,309,092.5	0	



DIAGNOSTIC TEST TRENDS

Center Name

All

Glossary

Revenue

Test

Time Period

Referral System

Disease Breakdown

Employee...

Additional

6.32

Test Bucket Size

448

Unique Test

5.84K

Avg.Price/Invoice

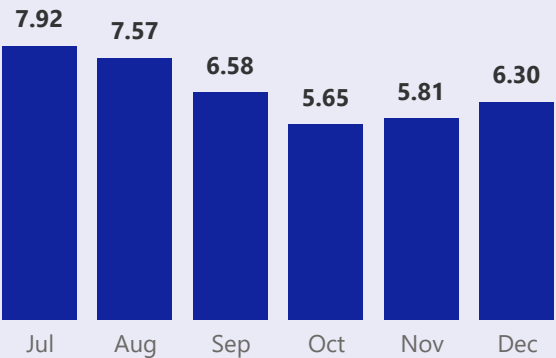
CBC

Highest # of Test

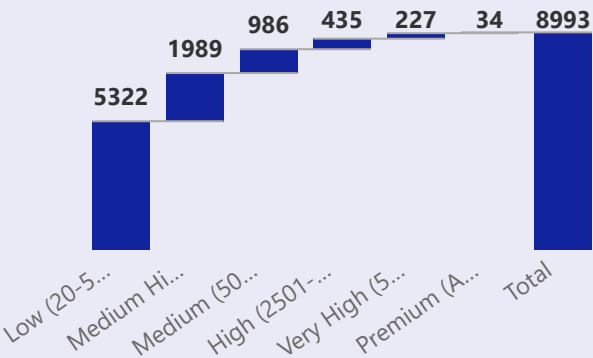
Kidney

Disease with Most Test

Test Bucket Size by Month Name



of Test and % by Price Category



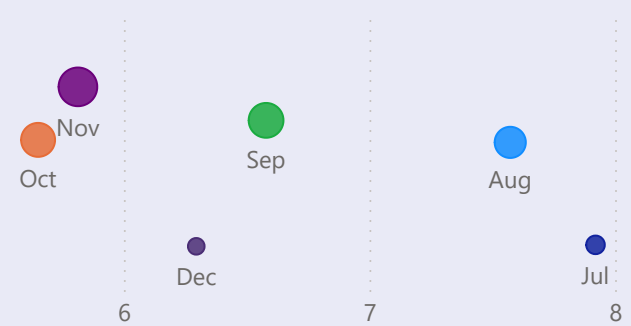
Top 10 Tests

Service Name	# of Test
CBC	512
CREATININE SERUM	329
TSH	317
HBA1C	136
USG OF WHOLE ABDOMEN 3D/4D	123
LIPID PROFILE SERUM (F)	95
VITAMIN D (25 OH CHOLECALCIFEROL)	55
Total	1614

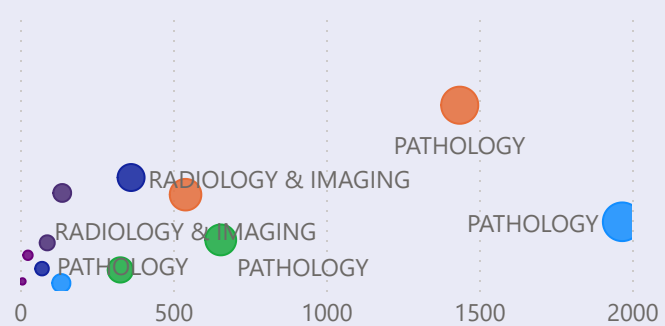
Test Bucket Size and Gross Sales by Price Category



Test Bucket Size and Gross Sales by Month



of Test and Gross Sales by Test & Price Category





SALES TIME DYNAMICS

Center Name

All

Glossary

Revenue

Test

Time Period

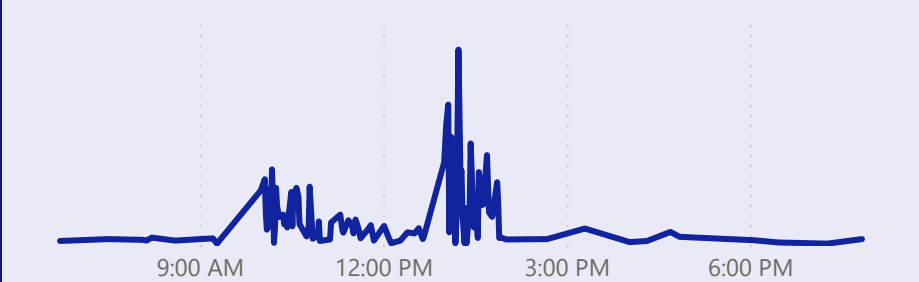
Referral System

Disease Breakdown

Employee...

Additional

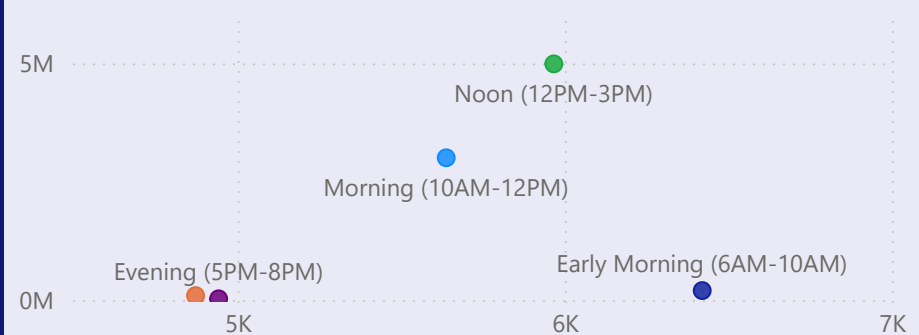
of Test Across Time



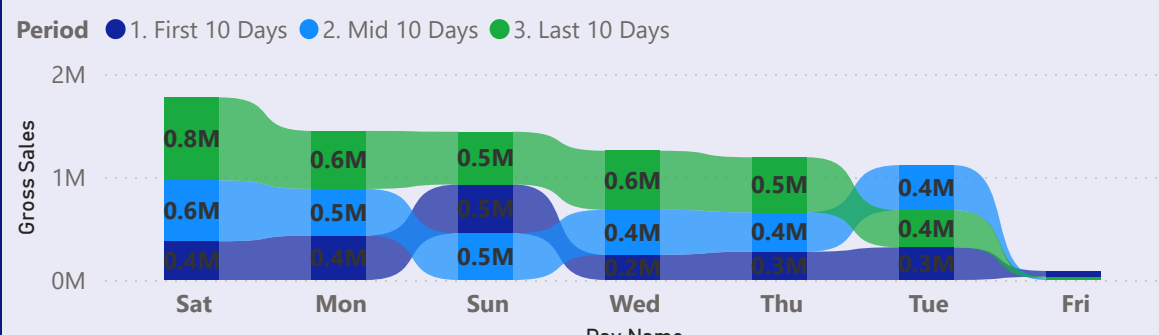
Sales by 10 Day Intervals

Period	1. First 10 Days		2. Mid 10 Days		3. Last 10 Days		Total
Month	Gross Sales	%	Gross Sales	%	Gross Sales	%	Gross Sales
July	138,560.00	28.46%	173,410.00	35.62%	174,900.00	35.92%	486,870.00
August	179,532.50	11.10%	672,050.00	41.56%	765,590.00	47.34%	1,617,172.50
September	540,940.00	29.08%	538,240.00	28.94%	780,880.00	41.98%	1,860,060.00
Total	2,174,902.50	26.17%	2,771,270.00	33.35%	3,362,920.00	40.47%	8,309,092.50

Revenue Bucket and Gross Sales by Time Slot



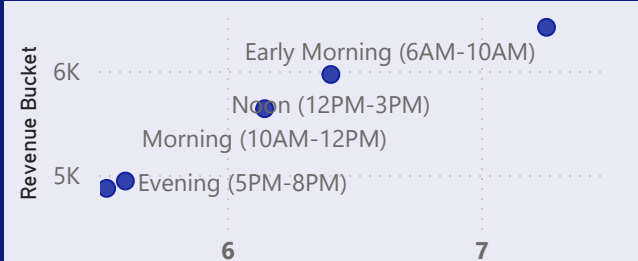
Gross Sales by Day Name and Period



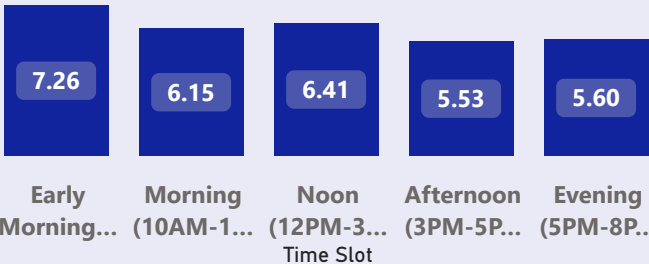
Time Slot Wise Sales

Time Slot	%GT Gross Sales
Noon (12PM-3PM)	60.03%
Morning (10AM-12PM)	36.16%
Early Morning (6AM-10AM)	2.40%
Afternoon (3PM-5PM)	1.11%
Evening (5PM-8PM)	0.30%
Total	100.00%

Test and Revenue Bucket by Time Slot



Test Bucket Size by Time Slot





REFERRAL ANALYSIS

Center Name
All

Glossary

Revenue

Test

Time Period

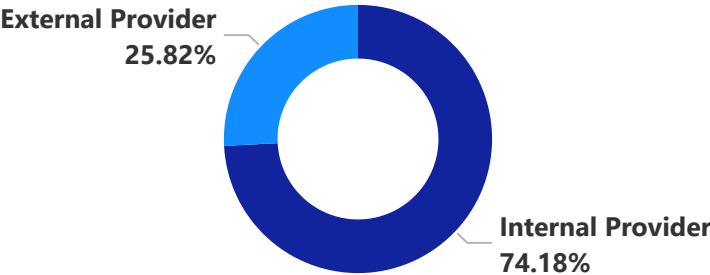
Referral System

Disease Breakdown

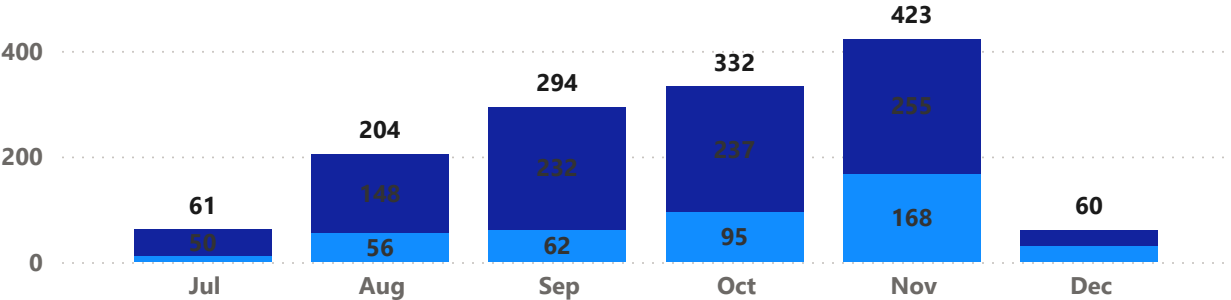
Employee...

Additional

Contribution by Referral Network



MoM # of Patients by Month & Referral Type



Doctor Contribution

ReferDoctor	Test Bucket Size	Revenue Bucket
PROF DR M S ARFIN	6.00	17,970.00
DR MRINMOY BISWAS	1.00	16,500.00
LT . COL. DR. NAZAT SULTANA	1.00	14,500.00
PROF. DR. QAZI MUSHTAQ HUSSAIN	1.00	11,250.00
DR MUHAMMAD TAWFIQUE	7.00	10,870.00
PROF .DR. SAMNUN F. TAHA	4.00	10,515.00
NATIONAL INSTITUTE OF MENTAL HEALTH & HOSPITAL	5.00	10,300.00
RAHIMA BEGUM	9.00	9,868.33
DR MD ABDUL KADER AKANDA	8.33	9,850.00
PROF RASHIDUL HAQUE	5.00	9,850.00
PROF. DR. MD. ABU BAKAR	12.00	9,660.00
PROF. DR. KAZI MAZHARUL ISLAM DOLON	3.00	9,200.00
LAILA ARJUMAND BANU	8.48	9,102.17
DR SALIMUR RAHMAN	5.29	8,881.04
Total	5.28	6,177.75

Top 10 Internal Provider

ReferDoctor	Gross Sales	# of Test
A S M JULFEKAR HELAL	252,370.00	330
BAREN CHAKRABORTY	234,640.00	280
DR MD JAHANGIR KABIR	141,200.00	150
DR SALIMUR RAHMAN	438,560.00	367
DR ZAHURUL ALAM KHAN	331,232.50	498
Total	3,041,592.50	3328

Top 5 External Provider

ReferDoctor	Gross Sales	# of Test
DR MRINMOY BISWAS	16,600.00	2
PROF .DR. SAMNUN F. TAHA	26,630.00	10
PROF DR M S ARFIN	20,380.00	9
PROF. DR. KAZI MAZHARUL ISLAM DOLON	17,260.00	7
Total	103,470.00	31



Center Name

All

Glossary

Revenue

Test

Time Period

Referral System

Disease Breakdown

Employee...

Additional

DISEASE INSIGHTS

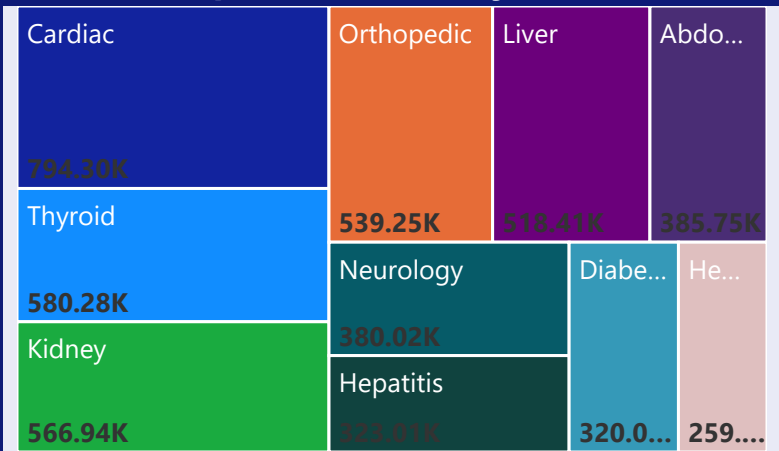
Hematology

Most Patients

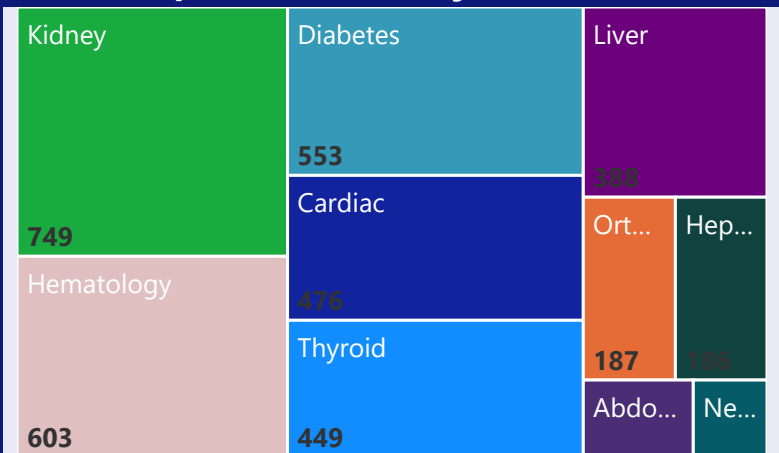
Kidney

Most Tests

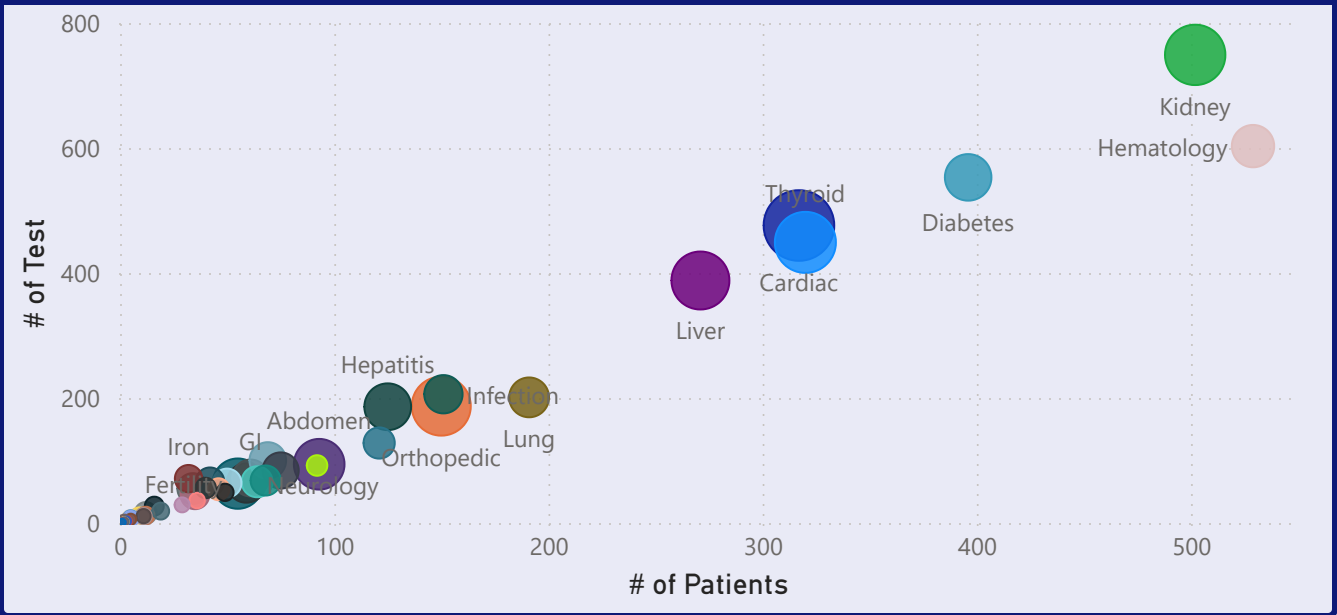
Top 10 Disease by Sales



Top 10 Disease by # of Tests



of Patients, # of Test and Gross Sales by Disease Name



Disease Contribution Details

Disease Category	# of Test	Gross Sales	Avg Test Price	Test Bucket Size	Revenue Bucket	# of Patients	Avg Price
Neurology	63	380,020.00	6032	1.13	6,786.07	55	
Abdomen	94	385,750.00	4104	1.00	4,103.72	93	
Orthopedic	187	539,250.00	2884	1.24	3,571.19	150	
Hepatitis	186	323,010.00	1737	1.49	2,584.08	125	
Cardiac	476	794,297.50	1669	1.47	2,459.13	317	
Liver	388	518,410.00	1336	1.41	1,885.13	271	
Thyroid	449	580,280.00	1292	1.39	1,790.99	320	
Kidney	749	566,940.00	757	1.45	1,098.72	502	
Total	3748	4,667,252.50	1245	3.30	4,112.12	1088	



EMPLOYEE PERFORMANCE

Center Name

All

Glossary

Revenue

Test

Time Period

Referral System

Disease Breakdown

Employee Performance

Additional

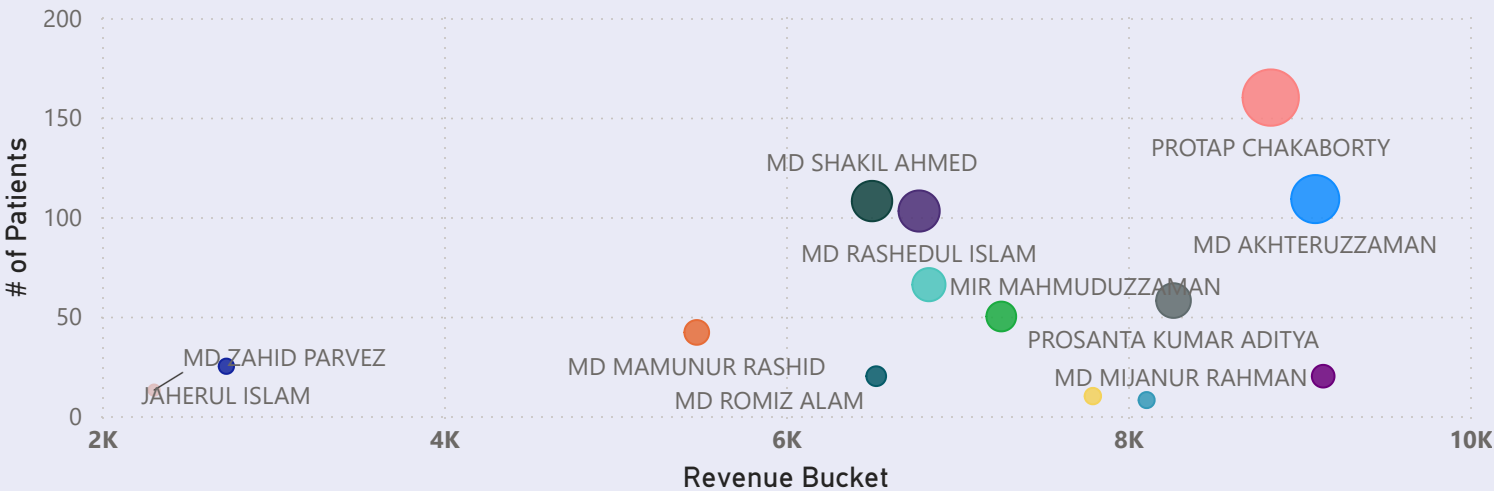
PROTAP
CHAKABORTY

Highest Sale Generator

Employee Sales

Employee Name	Gross Sales
PROTAP CHAKABORTY	1,493,910.00
MD AKHTERUZZAMAN	1,055,650.00
MD RASHEDUL ISLAM	759,352.50
MD SHAKIL AHMED	721,840.00
PROSANTA KUMAR ADITYA	512,510.00
MIR MAHMUDUZZAMAN	464,830.00
MD AKRAM HOSSAIN	362,950.00
MD MAMUNUR RASHID	235,560.00
MD MIJANUR RAHMAN	191,970.00
MD ROMIZ ALAM	137,080.00
S A ISHA KHAN	85,740.00
MD SHOHIDUL ISLAM	81,090.00
JAHERUL ISLAM	70,910.00
MD ZAHID PARVEZ	29,960.00
Total	6,203,352.50

Revenue Bucket, # of Patients and Gross Sales by Employee Name



Top 3 Performers

MD AKHTERUZZAMAN

1,055,650.00

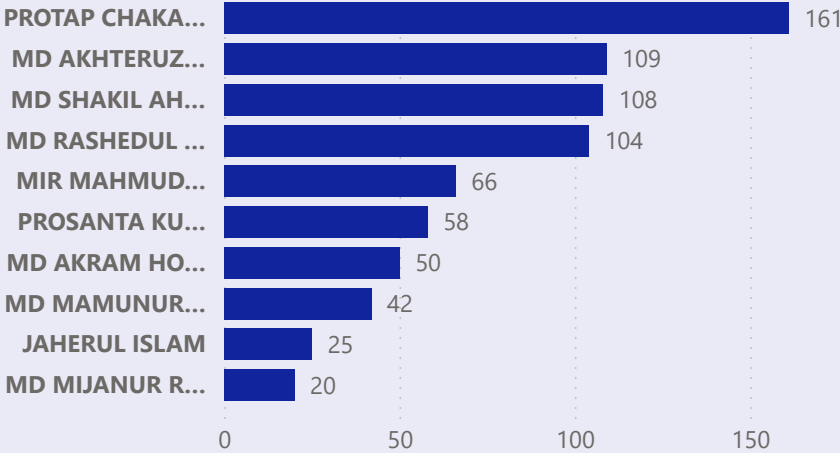
MD RASHEDUL ISLAM

759,352.50

PROTAP CHAKABORTY

1,493,910.00

Patients Genertaed by Employees





ADDITIONAL TRENDS

Center Name

All

Glossary

Revenue

Test

Time Period

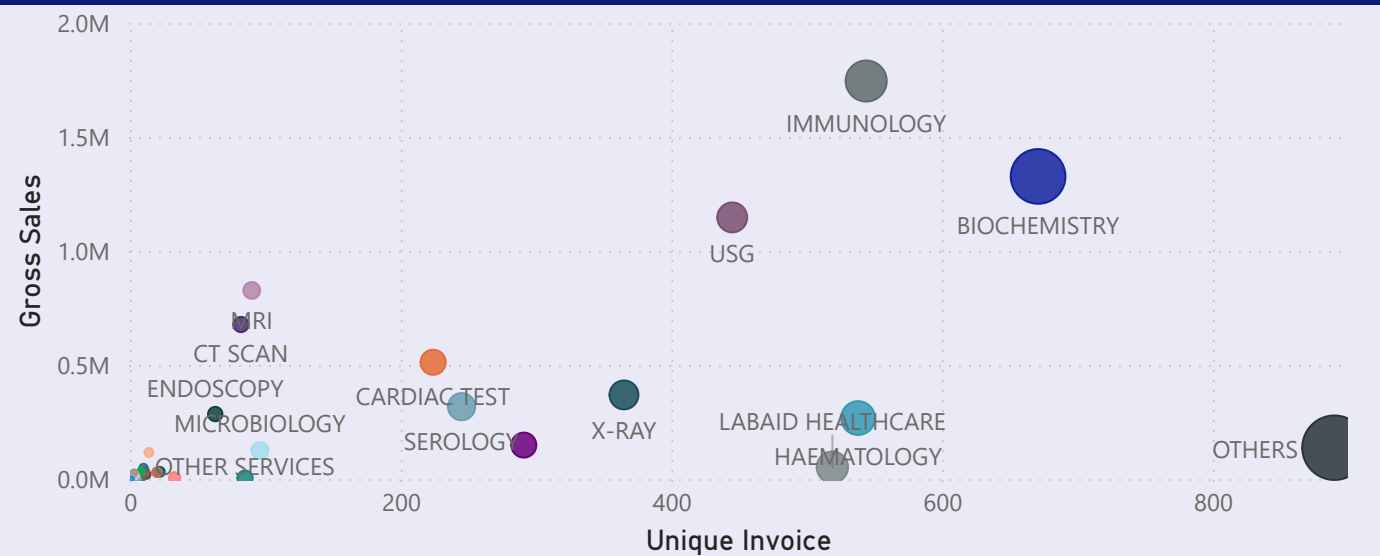
Referral System

Disease Breakdown

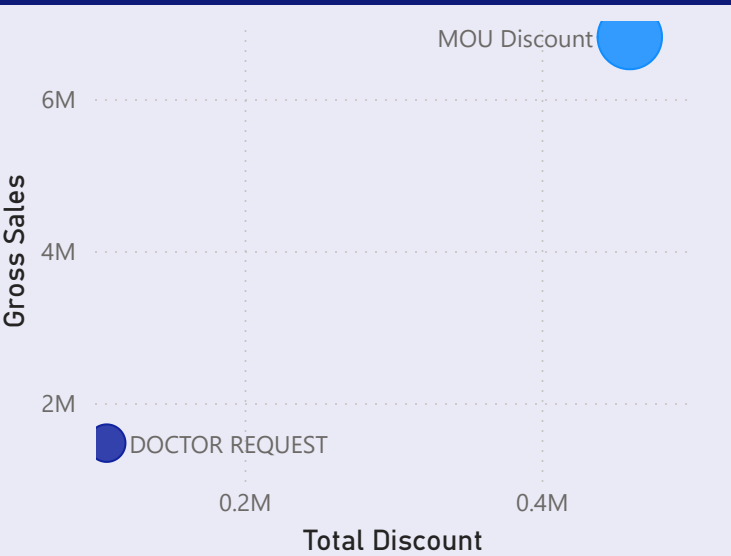
Employee...

Additional

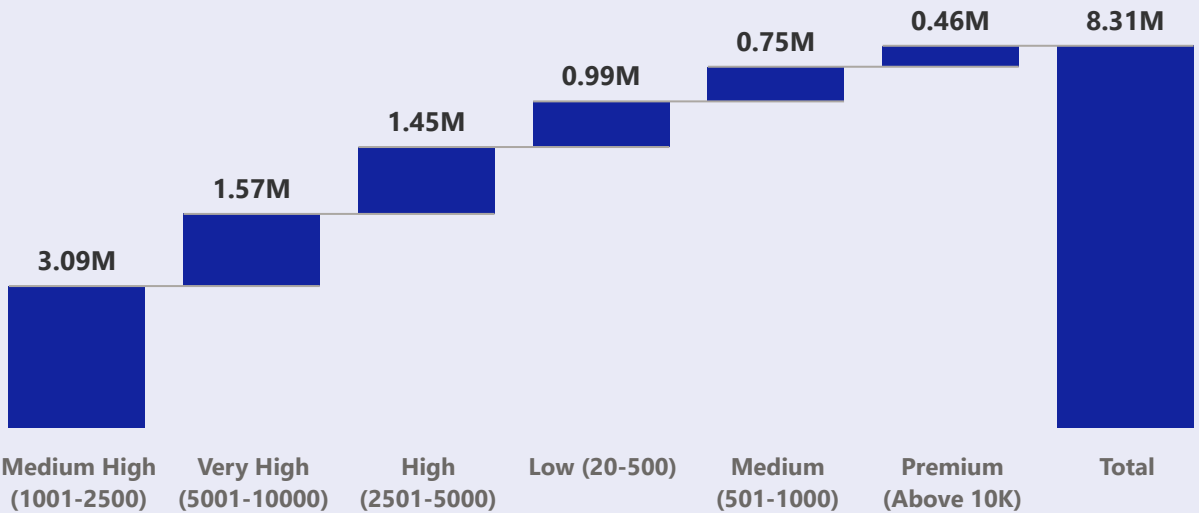
Invoice, Gross Sales and # of Test by Revenue Head



Relation- Discount & Sales



Sales Contribution by Price Category



Discount Segregation

