

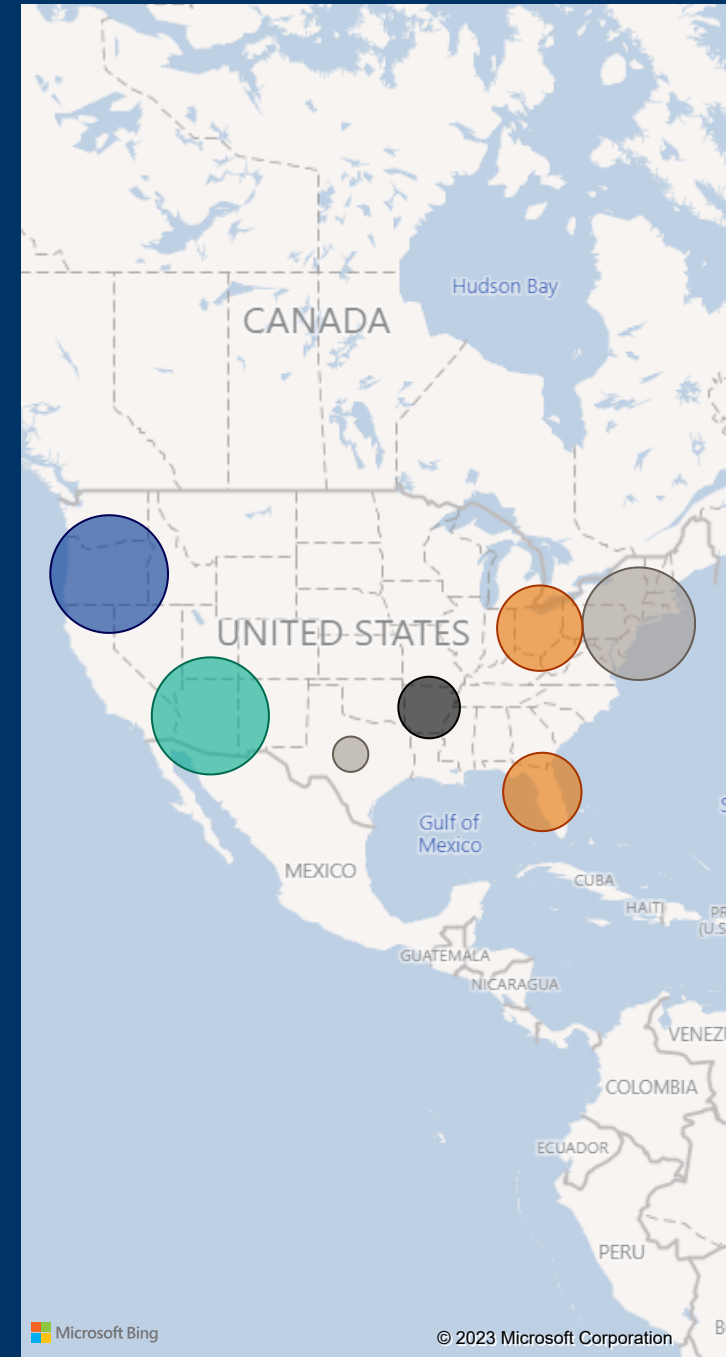
FINANCE & OPERATIONS PERFORMANCE ANALYSIS: HEALTHCARE PRACTICE DEMO

FINANCIALS OVERVIEW

- View snapshot KPI's (Revenue, Gross & Operational Profit, EBITDA) by YTD or CM
- Key location-based metrics including revenue & revenue targets by YTD and CM, and
- Detailed look at location expenses, including comparison to industry standards
- Revenue, Gross & Operational Profit, and EBITDA YTD and LY trends and comparison
- Revenue targets based on budget
- Cost targets based on % of revenue industry standards

OPERATIONS OVERVIEW

- Analyze average production per patient or visit and total production over time, and by provider & clinic
- Breakdown of locations patients are referred from to Location 7: view production amount & number of unique patients by provider or clinic
- Production % Medicaid or Non-Medicaid
- CPT code production amount and % breakdown



Cover

Financials:
Overview

Financials:
Location

Financials:
Expenses

Financials: KPI
Trends

Operations:
Patients &
Visits

Operations:
Loc 7
Referrals

Operations:
Visits Analysis

Operations:
Medicaid %

Operations:
CPT

Revenue

\$11,182,207

Prior YTD 36.52% ↑ Target 3.27% ↑

Gross Profit

\$4,920,518

% Rev 44.00% Ind. Benchmark 35.90%

Dec
CM

2021
CY

Location
All

View
YTD

Buff...
0.02

Cover

Financials:
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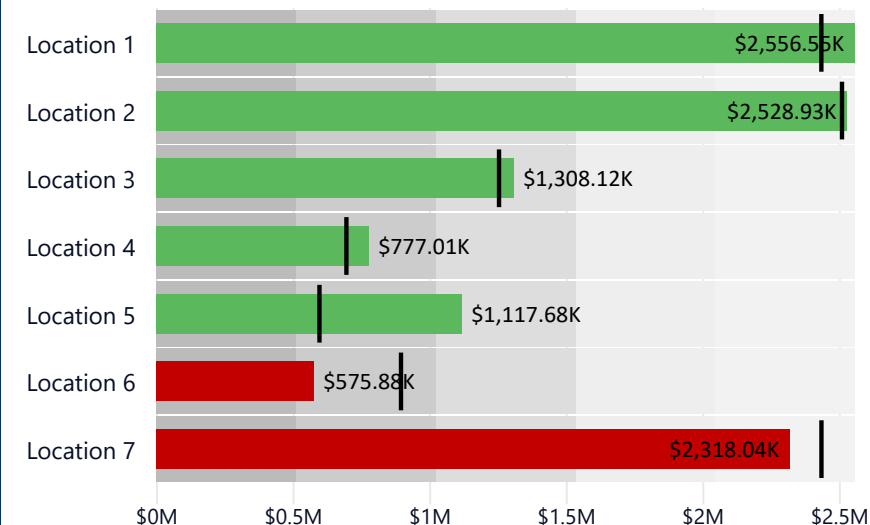
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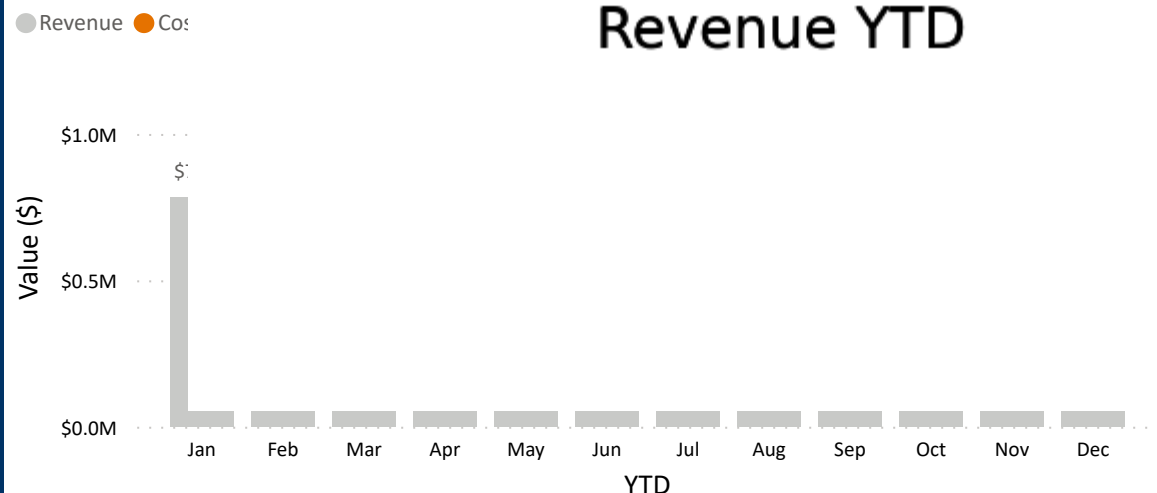
YTD Revenue and Target



KPI Overview by Location

	Revenue	COS % Rev	GP % Rev	SG&A % Rev	OP % Rev	EBITDA
	↑ \$2,556,552	62.52%	37.48%	14.87%	↑ 22.60%	22.00%
	\$2,528,934	↓ 55.49%	↑ 44.51%	↓ 8.12%	↑ 36.39%	41.97%
	↑ \$1,308,121	↓ 54.54%	↑ 45.46%	↓ 11.12%	↑ 34.33%	35.55%
	↑ \$777,009	↑ 68.70%	↓ 31.30%	16.28%	↓ 15.02%	13.50%
	↑ \$1,117,676	↓ 54.80%	↑ 45.20%	↑ 23.42%	21.78%	20.76%
	↓ \$575,880	↓ 56.90%	↑ 43.10%	↓ 11.38%	↑ 31.71%	28.85%
	↓ \$2,318,035	↓ 46.27%	↑ 53.73%	↓ 0.16%	↑ 53.57%	53.57%
	\$11,182,207	56.00%	44.00%	10.63%	33.37%	34.28%

Revenue YTD



Location
All

Tile Vi...
YTD

Buff...
0.02

Revenue

\$11,182,207

Prior YTD 36.52% ↑ Target 3.27% ↑

Gross Profit

\$4,920,518

% Rev 44.00% Ind. Benchmark 35.90%

Operating Profit

\$3,731,961

% Rev 33.37% Ind. Benchmark 20.00%

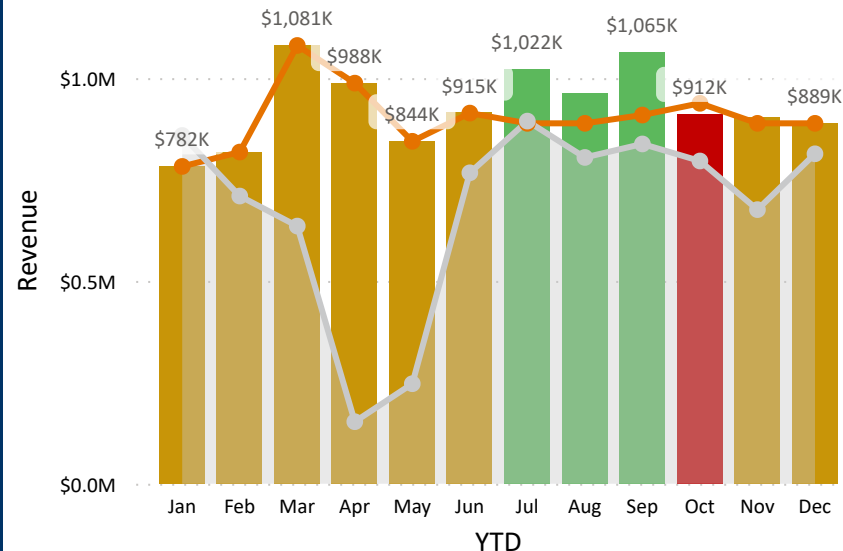
EBITDA

\$3,833,671

Margin % 34.28%

Revenue Trends and CY Target

● Revenue ● Target ● Last Year



Revenue vs Budget % Δ

Provider Name	Current Month	Target % Δ (CM)	YTD	%GT Revenue YTD	Target % Δ (YTD)
Provider 1	\$84,489	7.54%	\$968,906	8.41%	2.76%
Provider 2	\$77,337	73.68%	\$779,972	6.77%	31.07%
Provider 3	\$72,438	11.99%	\$811,892	7.05%	4.60%
Provider 4	\$94,994	-4.70%	\$1,206,658	10.47%	-1.14%
Provider 5	\$47,196	-3.70%	\$598,316	5.19%	3.42%
Provider 6	\$123,092	7.72%	\$1,385,634	12.03%	1.05%
Provider 7	\$81,029	-16.40%	\$1,079,792	9.37%	-7.16%
Provider 8	\$112,776	16.32%	\$1,105,238	9.59%	-4.20%
Provider 9	\$319,056	14.39%	\$3,453,728	29.97%	3.19%
Provider 10	\$0		\$111,649	0.97%	21.99%
Provider 11	\$200	-79.64%	\$20,476	0.18%	8.43%
Total	\$1,012,606	9.53%	\$11,522,259	100.00%	2.34%

Cost of Services: KPI % Revenue

Item	% Rev CM	% Rev YTD	Industry %	YTD \$
61 PROVIDER COMPENSATION	20.67%	29.67%	34.00%	\$3,318,028
62 STAFF COMPENSATION	21.69%	17.29%	21.00%	\$1,933,178
63 PRACTICE SUPPLIES	4.28%	7.68%	6.50%	\$859,086
65 LAB EXPENSE	0.13%	0.18%	0.01%	\$20,596
64 FRONT OFFICE SUPPLIES & EXPENSE	0.65%	1.17%	2.50%	\$130,800
Total Cost of Goods Sold	47.43%	56.00%	64.10%	\$6,261,688

SG&A: KPI % Revenue

Item	% Rev CM	% Rev YTD	Industry %	YTD \$
71 PROFESSIONAL SERVICES	0.00%	0.00%	3.00%	\$0
72 ADVERTISING & PROMOTION	0.57%	0.68%	3.00%	\$75,664
73 OFFICE EXPENSE	1.32%	0.87%	1.00%	\$97,035
74 RENT	7.90%	7.37%	5.50%	\$824,238
74 OTHER OCCUPANCY	2.45%	1.38%	1.00%	\$154,237
77 TAXES AND LICENSES	0.00%	0.00%	0.50%	\$0
78 OTHER SG&A	-0.12%	0.33%	1.20%	\$37,383
Total Expenses	12.12%	10.63%	15.90%	\$1,188,557

Revenue targets based on budget.
Cost targets based on % of revenue industry standards.

Cover

Financials:
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Operations:
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Medicaid %

Operations:
CPT

Expenses Report

\$6,261,688

YTD Cost of Services

\$1,188,557

YTD SG&A

Location

All

Cover

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Cost of Services: KPI % Revenue

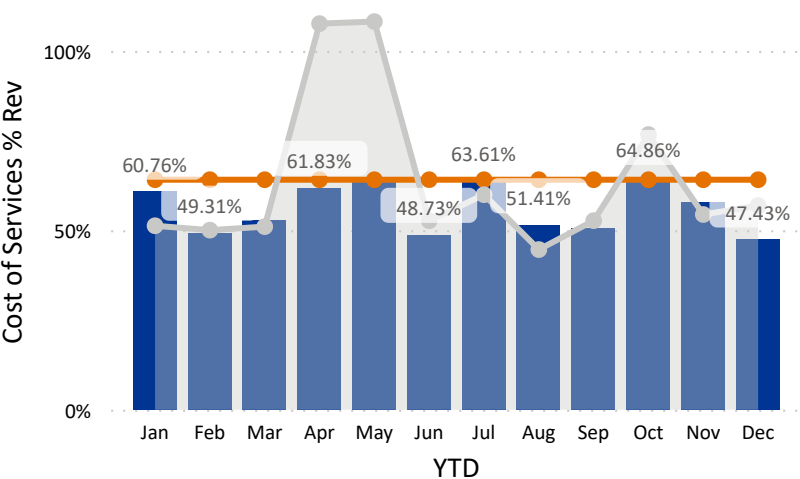
Item	Location 1	Location 2	Location 3	Location 4	Location 5	Location 6	Location 7
61 PROVIDER COMPENSATION	26.59%	28.98%	28.79%	30.69%	27.22%	35.94%	33.60%
62 STAFF COMPENSATION	25.16%	17.60%	16.94%	27.73%	20.53%	11.07%	4.95%
63 PRACTICE SUPPLIES	8.22%	7.81%	7.37%	8.36%	5.71%	8.31%	7.70%
65 LAB EXPENSE	0.23%	0.19%	0.30%	0.53%	0.15%		
64 FRONT OFFICE SUPPLIES & EXPENSE	2.32%	0.90%	1.14%	1.39%	1.19%	1.59%	0.01%
Total Cost of Goods	62.52%	55.49%	54.54%	68.70%	54.80%	56.90%	46.27%

SG&A: KPI % Revenue

Item	Location 1	Location 2	Location 3	Location 4	Location 5	Location 6
71 PROFESSIONAL SERVICES		0.00%				
72 ADVERTISING & PROMOTION	0.25%	0.52%	0.32%	0.50%	3.81%	0.92%
73 OFFICE EXPENSE	1.42%	0.74%	1.09%	1.63%	1.34%	0.00%
74 RENT	9.72%	5.75%	7.86%	10.20%	16.89%	10.32%
74 OTHER OCCUPANCY	2.72%	0.75%	1.63%	3.79%	1.31%	0.06%
77 TAXES AND LICENSES	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
78 OTHER SG&A	0.76%	0.37%	0.22%	0.15%	0.06%	0.09%
Total Expenses	14.87%	8.12%	11.12%	16.28%	23.42%	11.38%

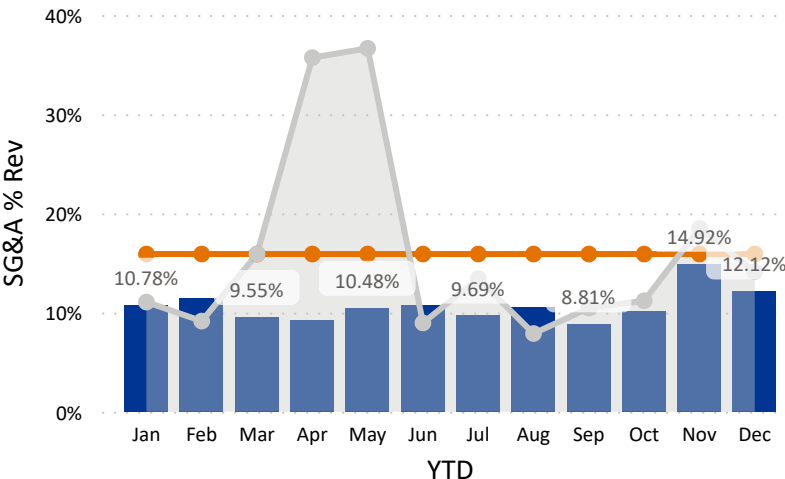
Cost of Services Trends and CY Target

● Cost of Services % Rev ● Industry Target ● Last Year



SG&A Trends and CY Target

● SG&A % Rev ● Industry Target ● Last Year



Industry Standards

Item	Industry Percentage
61 PROVIDER COMPENSATION	34.00%
62 STAFF COMPENSATION	21.00%
63 PRACTICE SUPPLIES	6.50%
65 LAB EXPENSE	0.01%
64 FRONT OFFICE SUPPLIES & EXPENSE	2.50%
Total Cost of Goods Sold	64.10%
71 PROFESSIONAL SERVICES	3.00%
72 ADVERTISING & PROMOTION	3.00%
73 OFFICE EXPENSE	1.00%
74 RENT	5.50%
74 OTHER OCCUPANCY	1.00%

KPI Trends

\$4,920,518

YTD Gross Profit

\$3,731,961

YTD Operating Profit

34.28%

YTD EDITDA

Location

All

Cover

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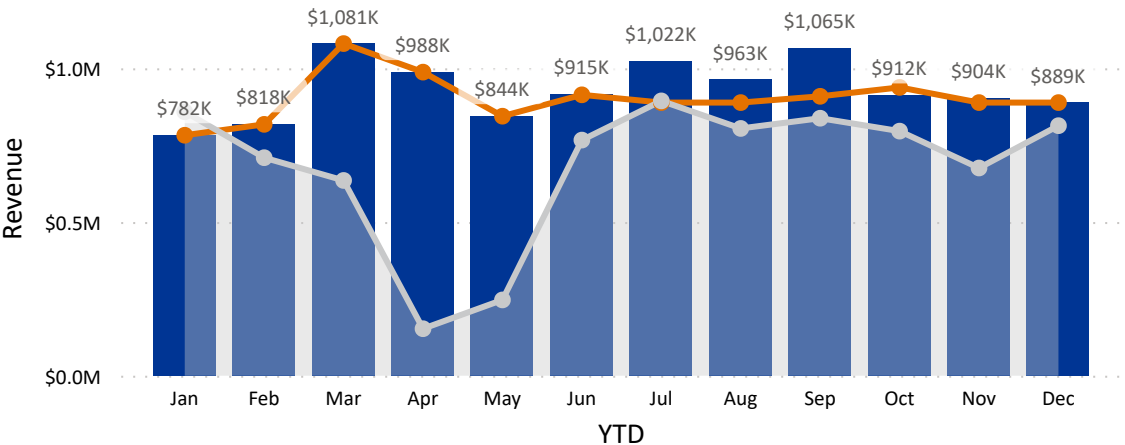
Operations:
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CPT

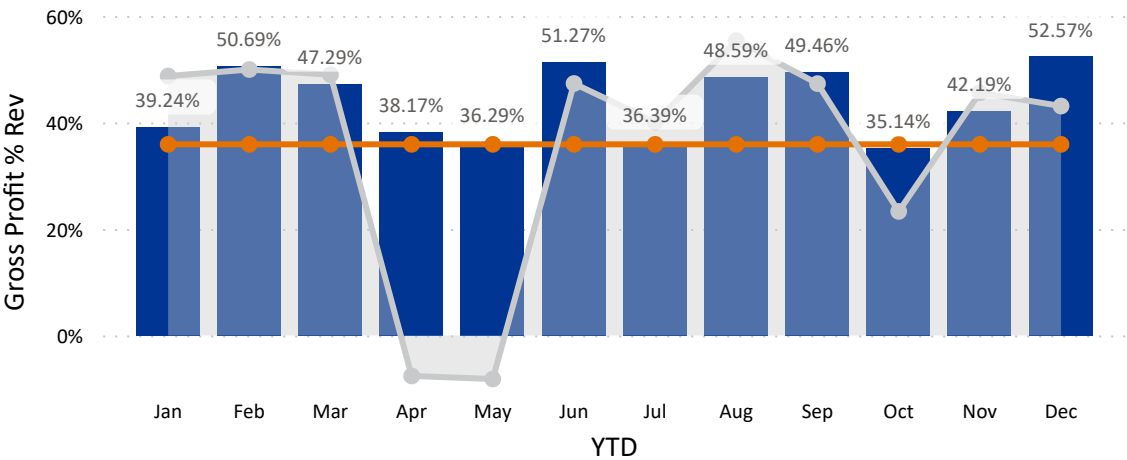
Revenue Trends and CY Target

Revenue Budget Target Last Year



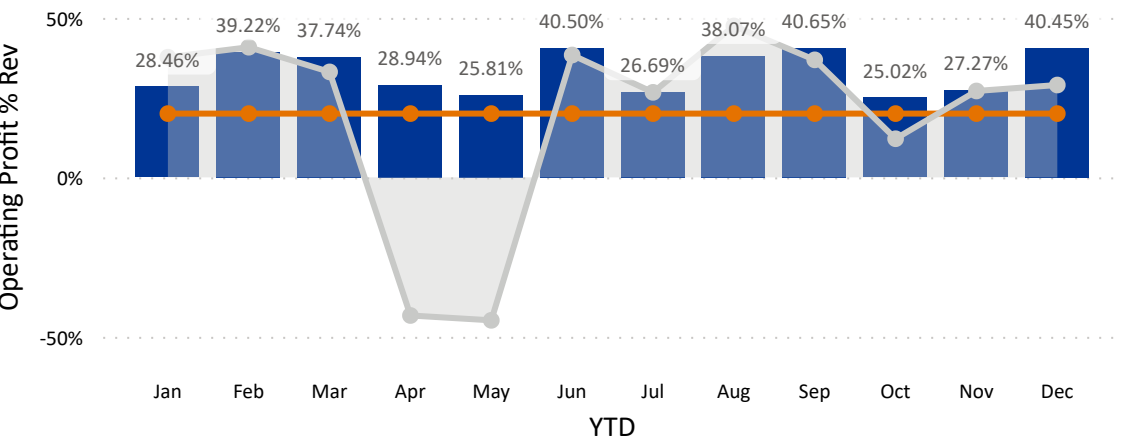
Gross Profit Trends and CY Target

Gross Profit % Rev Industry Target Last Year



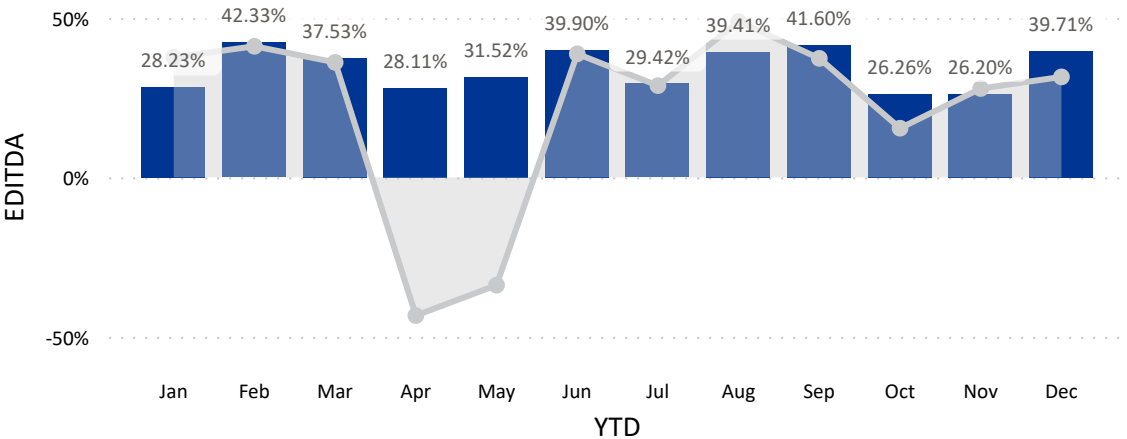
Operating Profit Trends and CY Target


Operating Profit % Rev Industry Target Last Year



EBITDA Trend

EDITDA Last Year



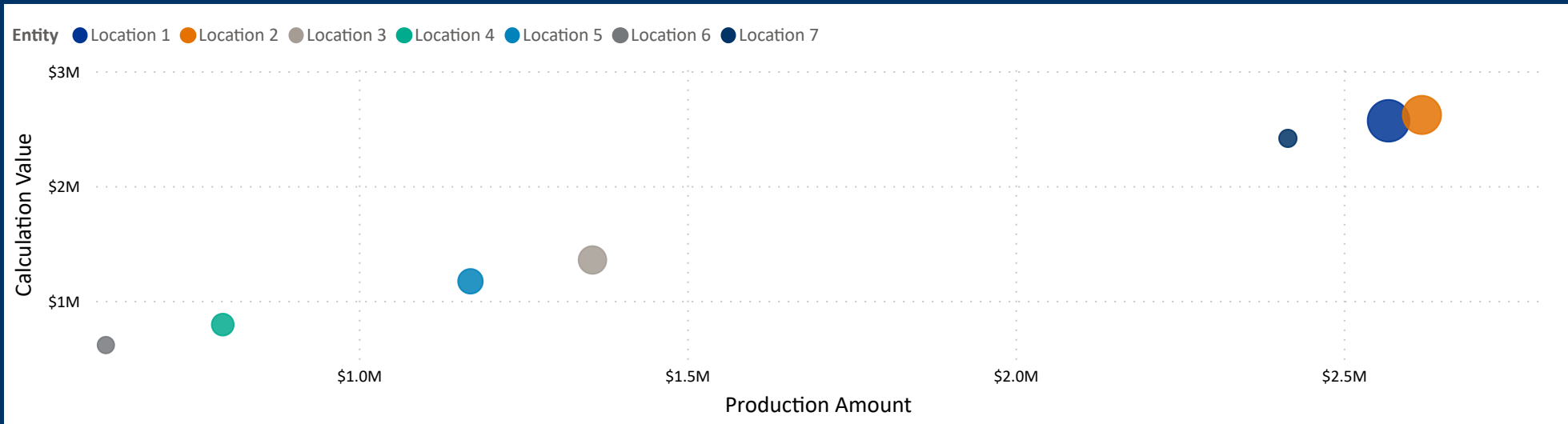
Calculation Value 

☐ Production per Patient

☐ Production per Visit

☒ Total Production

Per Visit



The chart displays three metrics over the course of a year. The 'Production Amount' (grey bars) shows a relatively stable level, fluctuating between approximately \$850K and \$1,050K. The 'Per Patient' (orange line) and 'Per Visit' (blue line) metrics show more significant variation. 'Per Patient' starts at around \$265, peaks at \$280 in April, and ends at \$265 in December. 'Per Visit' starts at around \$235, peaks at \$265 in April, and ends at \$240 in December.

Month	Production Amount (\$K)	Per Patient (\$)	Per Visit (\$)
January	850	265	235
February	850	260	230
March	1050	270	240
April	1050	280	265
May	850	270	250
June	1050	265	235
July	950	260	235
August	1050	265	235
September	950	250	225
October	950	245	220
November	950	260	230
December	1000	265	240

Operations: CPT

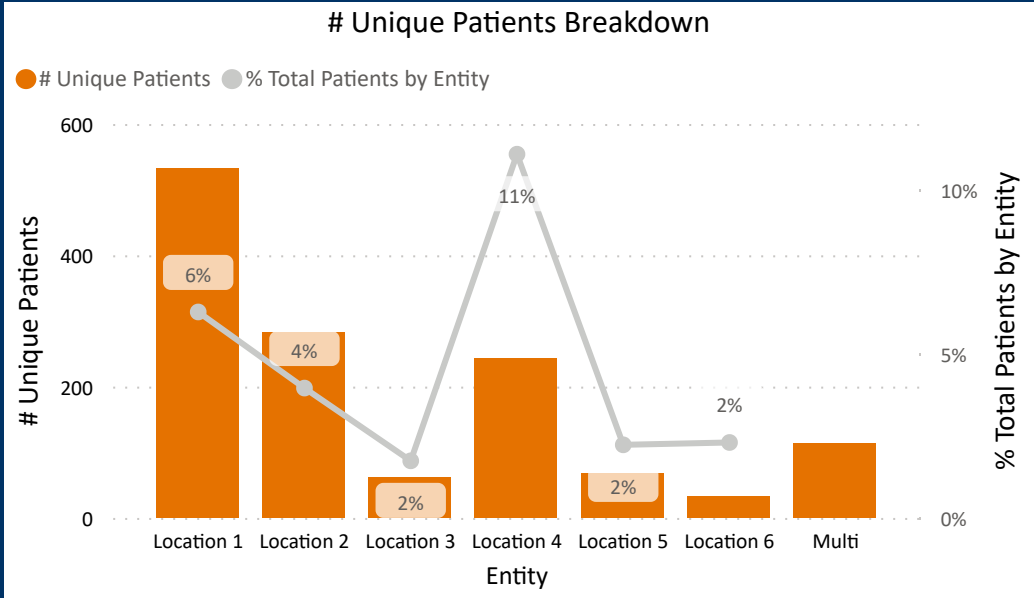
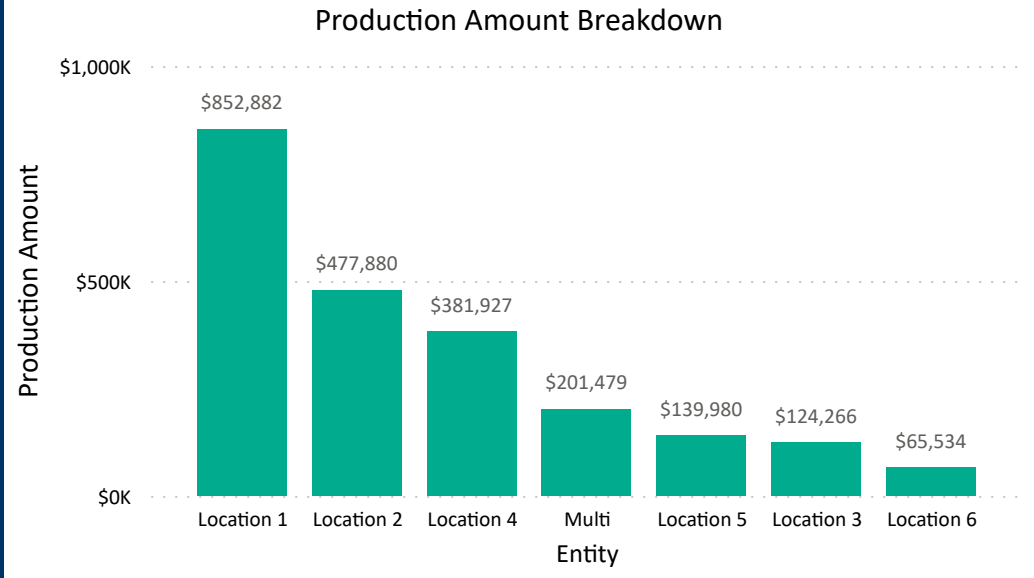
Entity

All

View

☒ Clinic

☐ Provider



Patient	Entity	Production Amount
Patient 117	Multi	\$8,006
Patient 612	Location 2	\$7,269
Patient 20	Location 4	\$6,316
Patient 49	Location 1	\$6,243
Patient 72	Location 2	\$6,163
Patient 1156	Location 4	\$6,118
Patient 555	Location 5	\$5,787
Patient 151	Location 4	\$5,721
Patient 691	Location 1	\$5,545
Patient 65	Location 2	\$5,444
Patient 1089	Location 6	\$5,389
Patient 482	Location 1	\$5,359
Patient 57	Location 3	\$5,135
Patient 285	Location 1	\$4,938
Patient 115	Location 4	\$4,685
Patient 354	Multi	\$4,599
Patient 975	Location 3	\$4,583
Patient 323	Location 4	\$4,548
Patient 1312	Location 3	\$4,539
Patient 327	Location 3	\$4,427
Patient 243	Location 1	\$4,421
Patient 268	Location 1	\$4,367
Patient 529	Location 5	\$4,278
Patient 53	Location 2	\$4,259
Patient 345	Location 5	\$4,148
Patient 1225	Location 3	\$4,134
Patient 637	Location 1	\$4,075
Patient 44	Location 4	\$4,004
Patient 1080	Location 1	\$3,974
Patient 467	Location 3	\$3,937
Total		\$2,243,949

\$2,414,871

Location 7 Production

Cover

\$2,243,949

Referred from Locations

Financials: Overview

92.92%

Referred from Locations % Total

Financials: Location

\$170,923

Only Loc 7 (not referred)

Financials: Expenses

1,431

Unique Location 7 Patients

Financials: KPI Trends

1,333

Referred from Locations

Operations: Patients & Visits

93.15%

Referred from Locations % Total

Operations: Loc 7 Referrals

98

Only Loc 7 (not referred)

Operations: Visits Analysis

93.15%

Referred from Locations % Total

Operations: Medicaid %

98

Only Loc 7 (not referred)

Operations: CPT

Entity

All

View

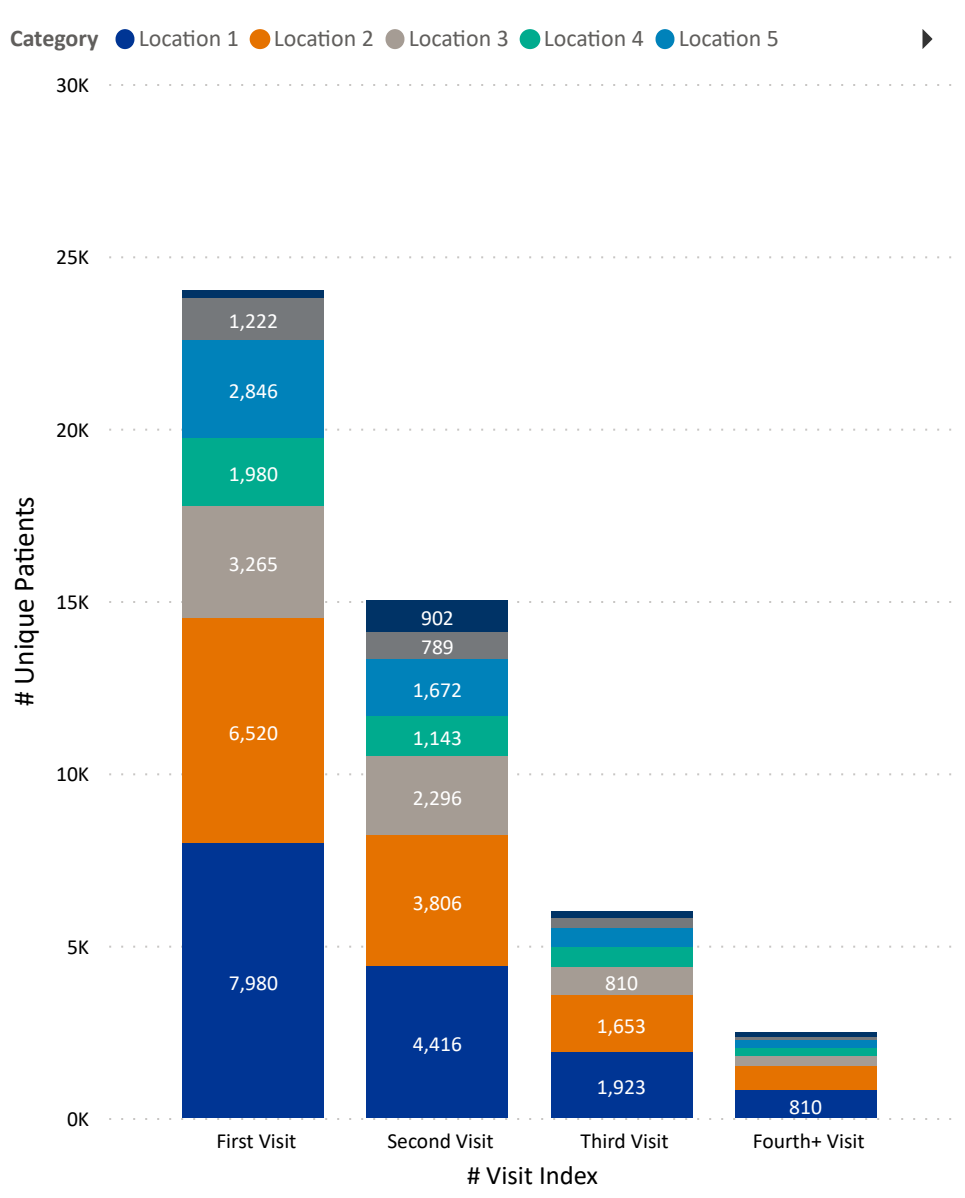
Clinic

Provider

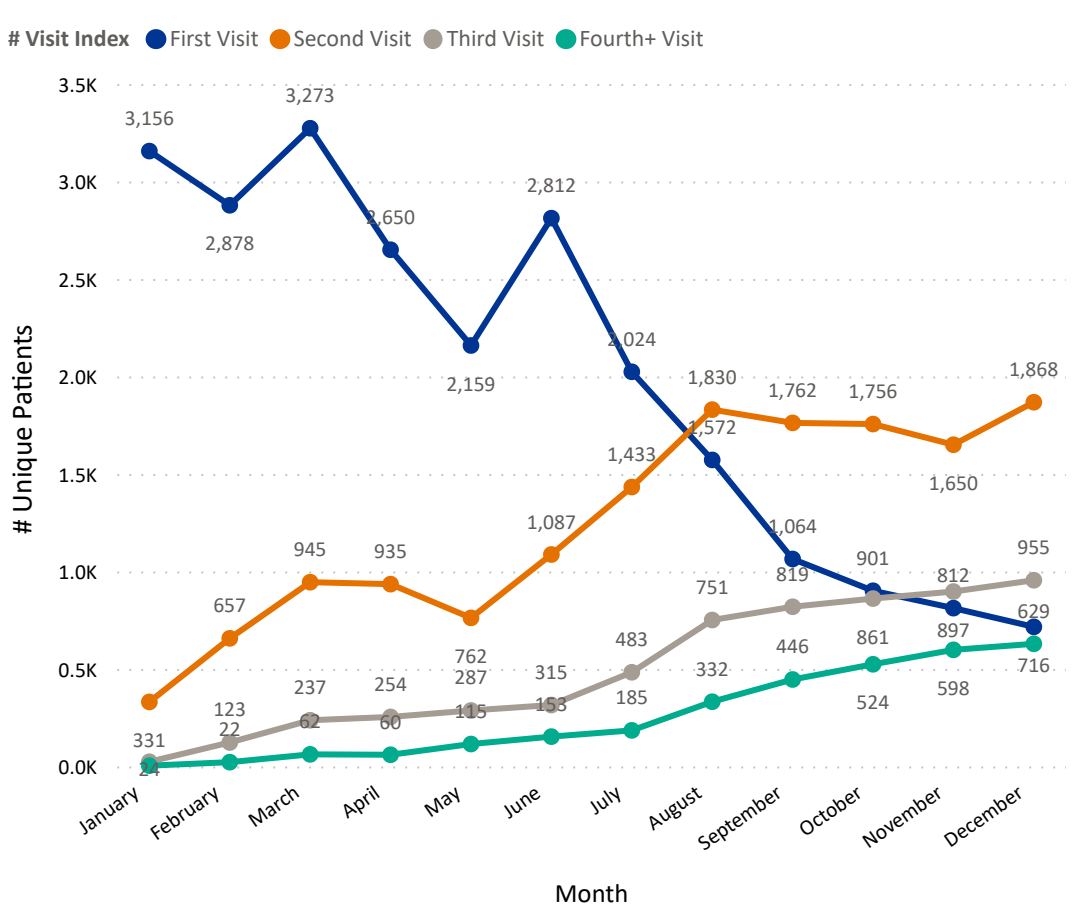
Visits per Patient

1

11



# Visit Index	Entity	# Unique Patients	Production Amount
First Visit	Location 1	7,980	\$1,161,743
	Location 2	6,520	\$1,142,260
	Location 3	3,265	\$588,303
	Location 4	1,980	\$352,203
	Location 5	2,846	\$574,010
	Location 6	1,222	\$241,320
	Location 7	210	\$349,896
	Total	24,017	\$4,409,735
Second Visit	Location 1	4,416	\$805,695



Patients w/ No Visits in CY

Patient

Patient 1

Patient 2

Patient 3

Patient 4

Patient 5

Patient 6

Patient 7

Patient 8

Patient 9

Patient 10

Patient 11

Patient 12

Patient 13

Patient 14

Patient 15

Patient 16

Patient 17

Patient 18

- Cover
- Financials: Overview
- Financials: Location
- Financials: Expenses
- Financials: KPI Trends
- Operations: Patients & Visits
- Operations: Loc 7 Referrals
- Operations: Visits Analysis
- Operations: Medicaid %
- Operations: CPT

57.93%

% Medicaid

42.07%

% Non-Medicaid

\$6,682,252

Total Medicaid

\$4,853,084

Total Non-Medicaid

Clinic

All

Provider

All

View

☒ Clinic

☐ Provider

Type

☒ Medicaid

☐ Non-Medicaid

Cover

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Financials: KPI
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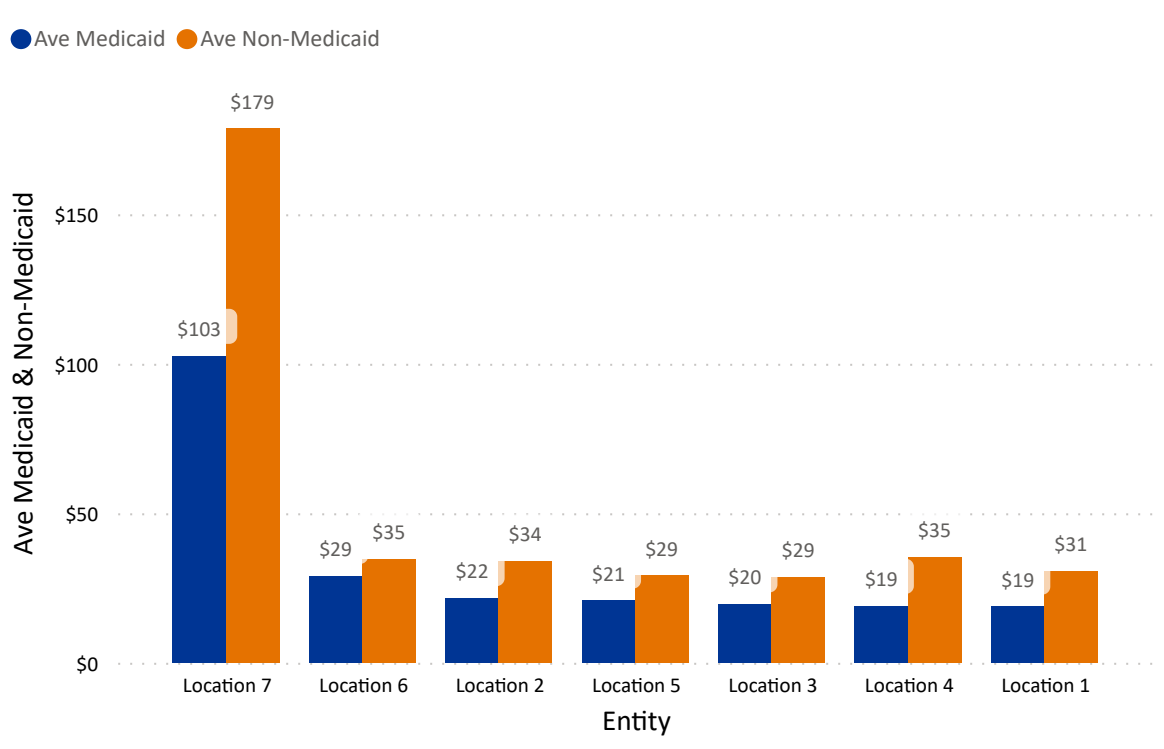
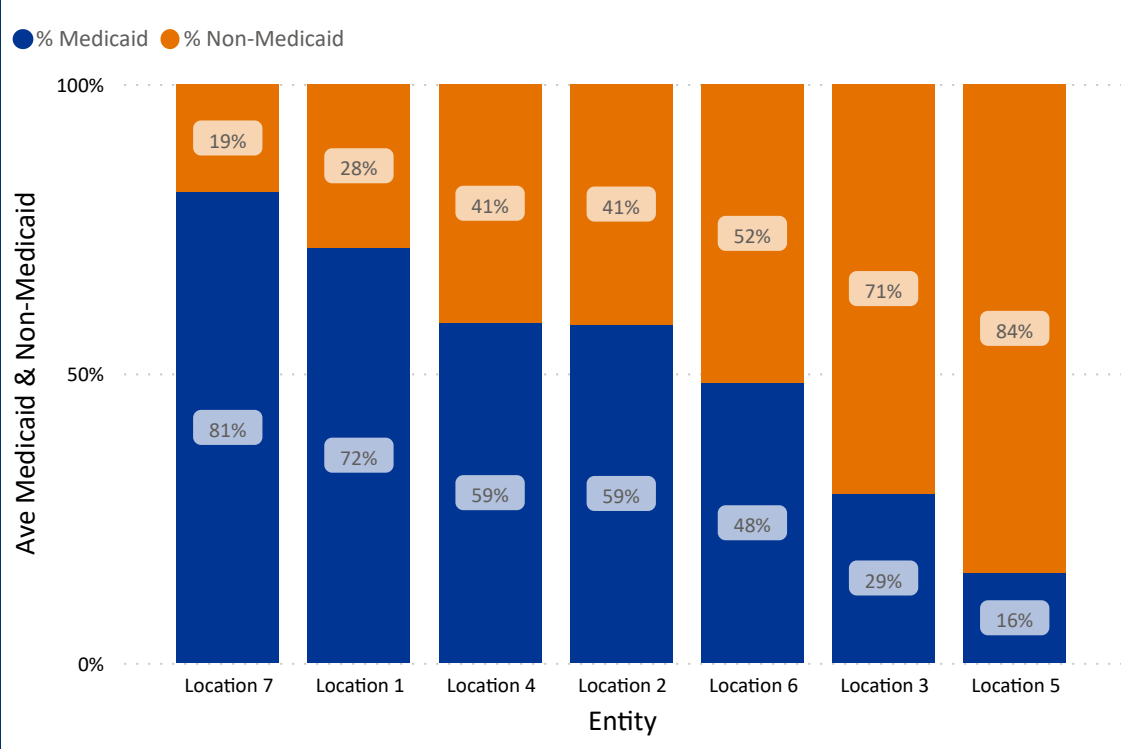
Operations:
Patients &
Visits

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Loc 7
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Operations:
Visits Analysis

Operations:
Medicaid %

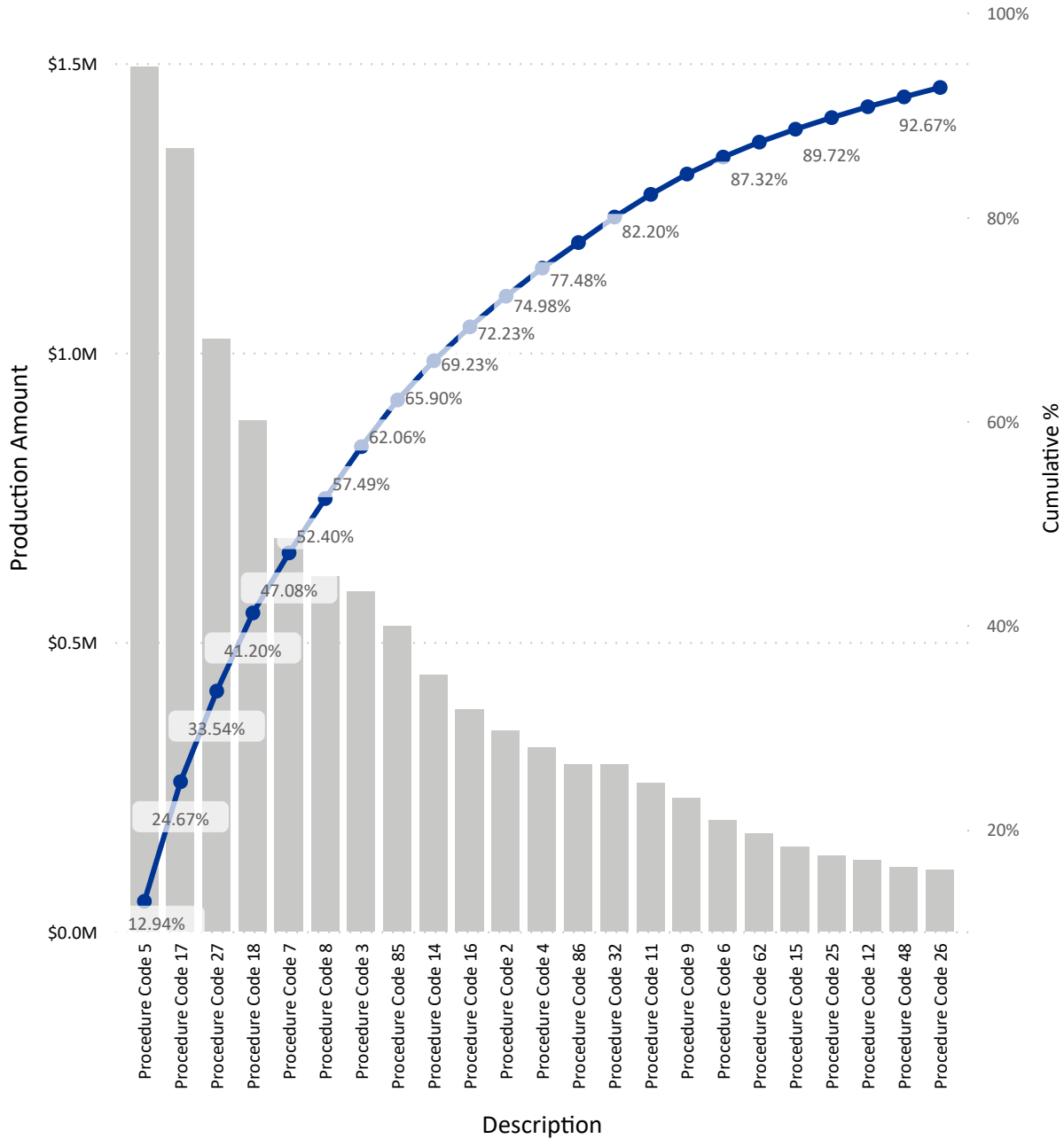
Operations:
CPT



Entity	Total Medicaid	Total Non-Medicaid
Location 1	\$1,842,530	\$725,644
Location 2	\$1,532,520	\$1,086,508
Location 3	\$397,311	\$958,498
Location 4	\$466,097	\$326,661
Location 5	\$182,033	\$987,950
Location 6	\$297,453	\$317,259
Location 7	\$1,964,308	\$450,563
Total	\$6,682,252	\$4,853,084

Clinic	Provider 1	Provider 2	Provider 3	Provider 4	Provider 5	Provider 6	Provider 7	Provider 8	Provider 9	Provider 10	Provider 11	Provider 12	Total
Location 1	68.69%	76.50%		79.27%	82.49%		83.88%	76.06%	68.93%	100.00%	80.00%	11.27%	71.74%
Location 2		68.85%		61.77%	68.86%	59.35%		65.10%	54.86%			67.97%	58.51%
Location 3	100.00%	16.85%	31.65%	29.00%	37.84%	100.00%			24.84%			41.85%	29.30%
Location 4		60.96%		59.30%				57.94%	60.69%				58.79%
Location 5		18.92%					15.02%		13.26%				15.56%
Location 6		39.57%	43.78%		44.35%				37.01%		78.65%		48.39%
Location 7	84.72%	70.19%	60.08%	86.09%	80.99%	71.11%	82.09%	76.04%	100.00%			56.71%	81.34%
Total	71.92%	44.23%	34.32%	77.78%	61.05%	60.47%	67.37%	67.07%	47.44%	100.00%	78.72%	51.99%	57.93%

● Production Amount ● Cumulative %



\$11,535,336
Production Amount

Clinic
All

Provider
All

Description	Production Amount Ave	Production Amount	Production Amount % Total	Production Amount % Total Overall
Procedure Code 5	\$141	\$1,493,219	12.94%	12.94%
Procedure Code 17	\$46	\$1,352,244	11.72%	11.72%
Procedure Code 27	\$37	\$1,024,011	8.88%	8.88%
Procedure Code 18	\$27	\$883,163	7.66%	7.66%
Procedure Code 7	\$176	\$678,427	5.88%	5.88%
Procedure Code 8	\$40	\$613,764	5.32%	5.32%
Procedure Code 3	\$98	\$586,874	5.09%	5.09%
Procedure Code 85	\$63	\$527,156	4.57%	4.57%
Procedure Code 14	\$31	\$443,176	3.84%	3.84%
Procedure Code 16	\$63	\$383,451	3.32%	3.32%
Procedure Code 2	\$165	\$346,183	3.00%	3.00%
Procedure Code 4	\$108	\$317,501	2.75%	2.75%
Procedure Code 86	\$79	\$288,740	2.50%	2.50%
Procedure Code 32	\$60	\$288,293	2.50%	2.50%
Procedure Code 11	\$213	\$256,151	2.22%	2.22%
Procedure Code 9	\$161	\$229,733	1.99%	1.99%
Procedure Code 6	\$111	\$191,836	1.66%	1.66%
Procedure Code 62	\$56	\$168,870	1.46%	1.46%
Procedure Code 15	\$20	\$146,172	1.27%	1.27%
Procedure Code 25	\$250	\$130,740	1.13%	1.13%
Procedure Code 12	\$27	\$123,112	1.07%	1.07%
Procedure Code 48	\$46	\$111,026	0.96%	0.96%
Procedure Code 26	\$15	\$106,373	0.92%	0.92%
Procedure Code 30	\$128	\$104,473	0.91%	0.91%
Total	\$56	\$11,535,336	100.00%	

Cover

Financials: Overview

Financials: Location

Financials: Expenses

Financials: KPI Trends

Operations: Patients & Visits

Operations: Loc 7 Referrals

Operations: Visits Analysis

Operations: Medicaid %

Operations: CPT