

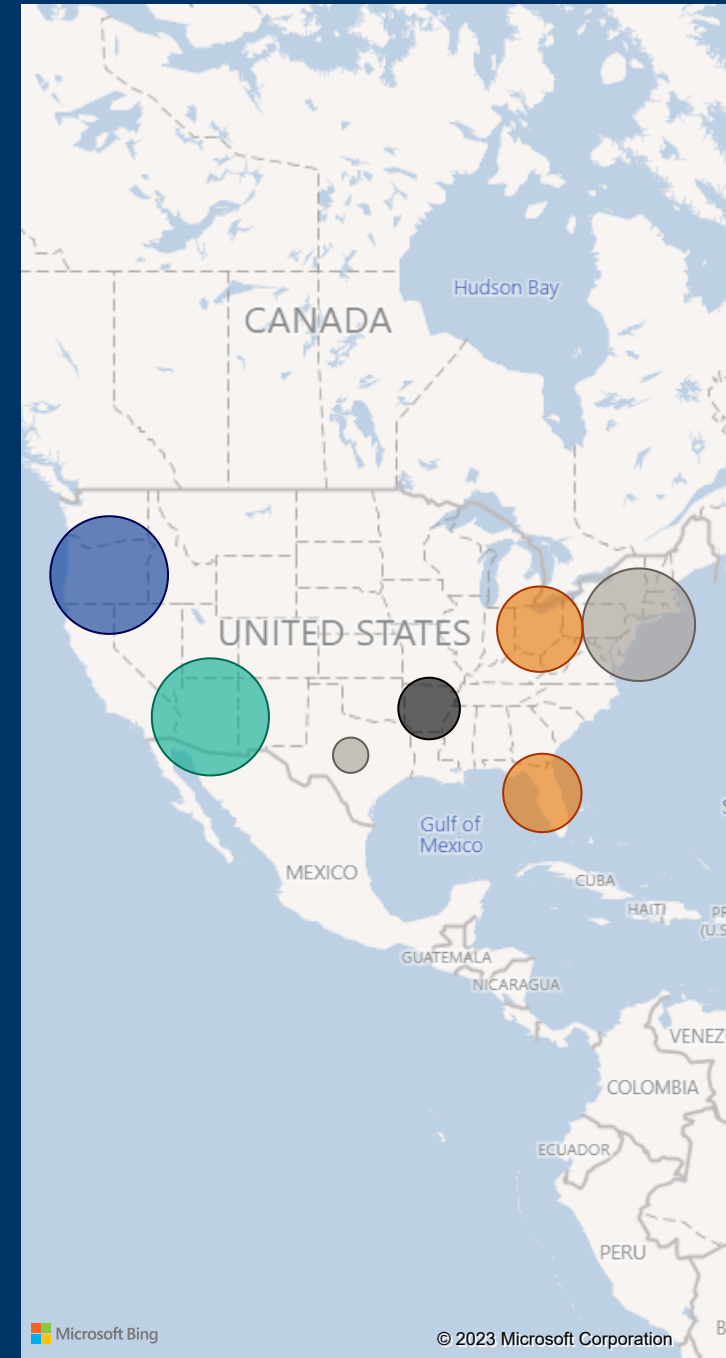
FINANCE & OPERATIONS PERFORMANCE ANALYSIS: HEALTHCARE PRACTICE DEMO

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

Map

Financials:
Overview

Financials:
Location

Financials:
Expenses

Financials:
KPI Trends

Operations:
Patients &
Visits

Operations:
Loc 7
Referrals

Operations:
Visits
Analysis

Operations:
Medicaid %

Operations:
CPT

Dec
CM

2021
CY

\$11,182,207
Revenue Amount

\$11,535,336
Production Amount

Map View
Production

Location
All

YTD / CM
YTD

Cover

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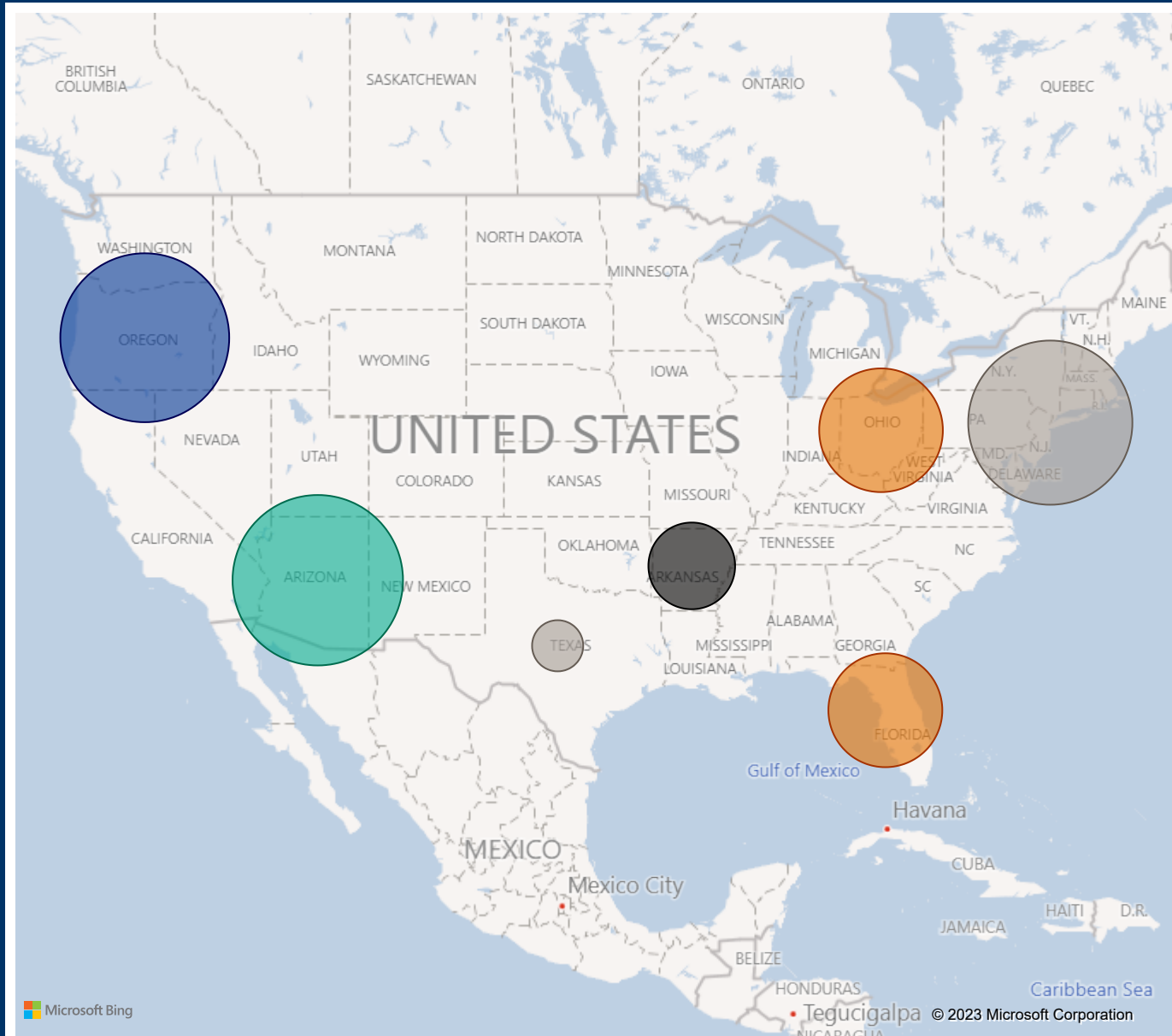
Operations:
Patients & Visits

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Loc 7 Referrals

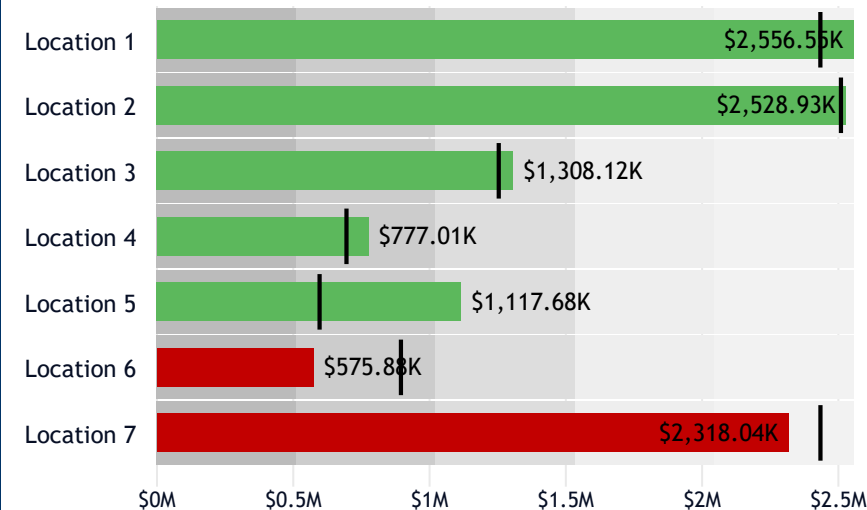
Operations:
Visits Analysis

Operations:
Medicaid %

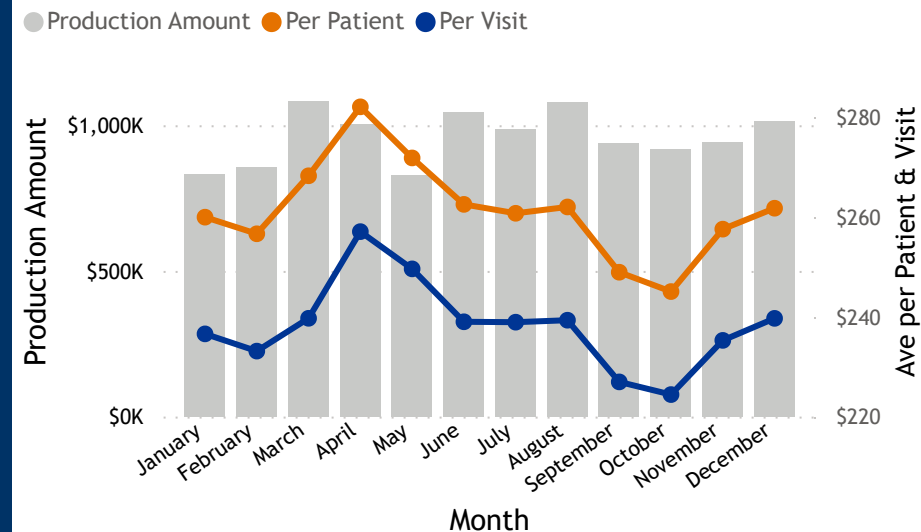
Operations:
CPT



Revenue and Target



Production



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%

Dec
CM

2021
CY

Location
All

View
YTD

Buff...
0.07

Cover

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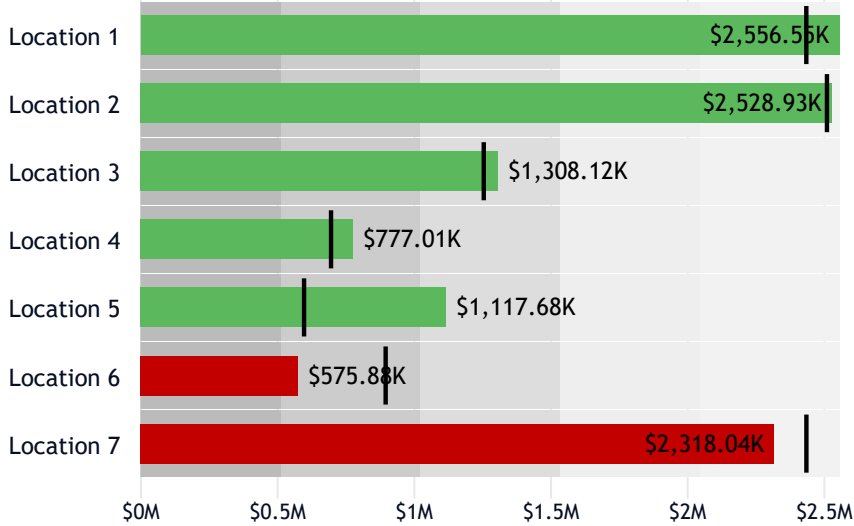
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Loc 7 Referrals

Operations:
Visits Analysis

Operations:
Medicaid %

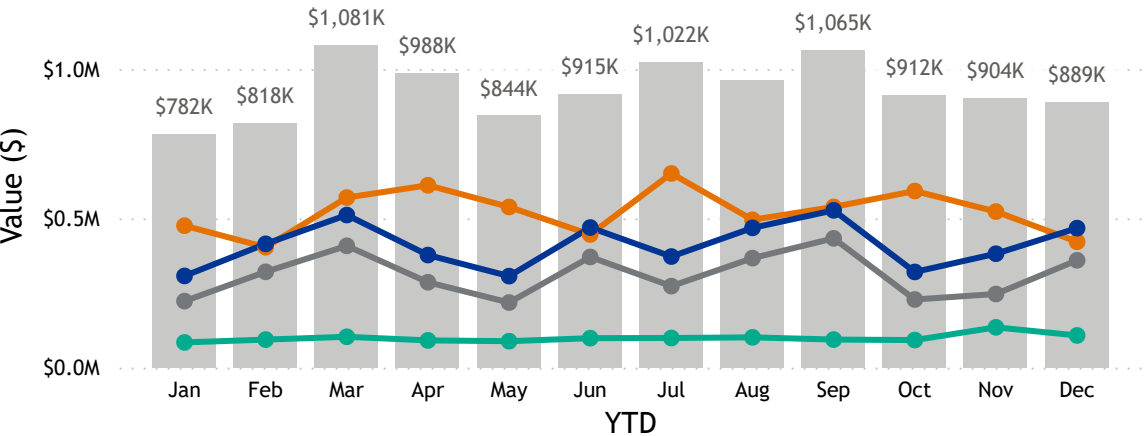
Operations:
CPT

Revenue and Target



KPI Trends

● Revenue ● Cost of Services ● Gross Profit ● SG&A ● Operating Profit



KPI Overview by Location

Location	Revenue	COS % Rev	GP % Rev	SG&A % Rev	OP % Rev	EBITDA
Location 1	\$2,556,552	62.52%	37.48%	14.87%	22.60%	22.00%
Location 2	\$2,528,934	↓ 55.49%	↑ 44.51%	↓ 8.12%	↑ 36.39%	41.97%
Location 3	\$1,308,121	↓ 54.54%	↑ 45.46%	11.12%	↑ 34.33%	35.55%
Location 4	↑ \$777,009	68.70%	31.30%	16.28%	15.02%	13.50%
Location 5	↑ \$1,117,676	↓ 54.80%	↑ 45.20%	↑ 23.42%	21.78%	20.76%
Location 6	↓ \$575,880	↓ 56.90%	↑ 43.10%	11.38%	↑ 31.71%	28.85%
Location 7	\$2,318,035	↓ 46.27%	↑ 53.73%	↓ 0.16%	↑ 53.57%	53.57%
Total	\$11,182,207	56.00%	44.00%	10.63%	33.37%	34.28%

Location
All

Tile V...
YTD

Buff...
0.02

Revenue

\$11,182,207

Prior YTD 36.52% ↑ Target 3.27% ↑

Gross Profit

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Operating Profit

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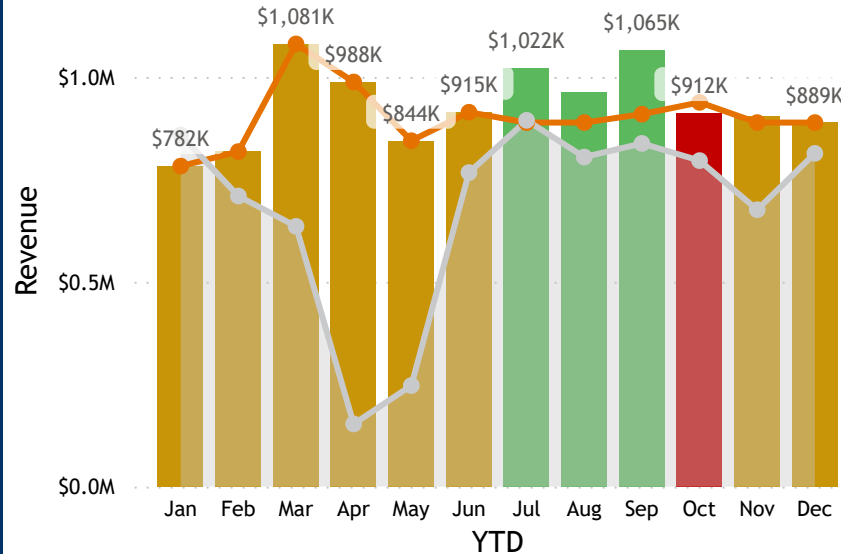
EBITDA

\$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%
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	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

Map

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Patients & Visits

Operations:
Loc 7 Referrals

Operations:
Visits Analysis

Operations:
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

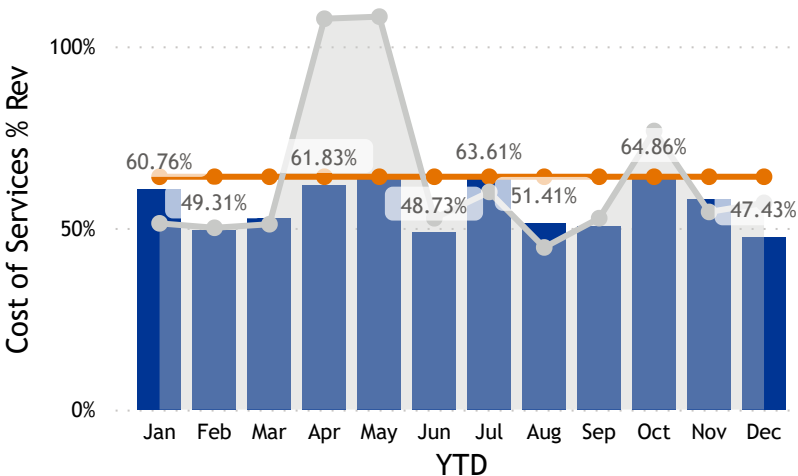
Item	Location 1	Location 2	Location 3	Location 4	Location 5	Location 6	Location 7
61 PROVIDER COMPENSATION	26.59%	28.98%	28.79%	30.69%	27.22%	35.94%	33.12%
62 STAFF COMPENSATION	25.16%	17.60%	16.94%	27.73%	20.53%	11.07%	18.45%
63 PRACTICE	8.22%	7.81%	7.37%	8.36%	5.71%	8.31%	7.12%
65 LAB EXPENSE	0.23%	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%	1.21%
Total Cost of Goods Sold	62.52%	55.49%	54.54%	68.70%	54.80%	56.90%	49.85%

SG&A: KPI % Revenue

Item	Location 1	Location 2	Location 3	Location 4	Location 5	Location 6	Location 7
71 PROFESSIONAL		0.00%					
72 ADVERTISING & PROMOTION	0.25%	0.52%	0.32%	0.50%	3.81%		0.00%
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%		10.00%
74 OTHER OCCUPANCY	2.72%	0.75%	1.63%	3.79%	1.31%		0.00%
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%		0.00%
Total Expenses	14.87%	8.12%	11.12%	16.28%	23.42%		11.00%

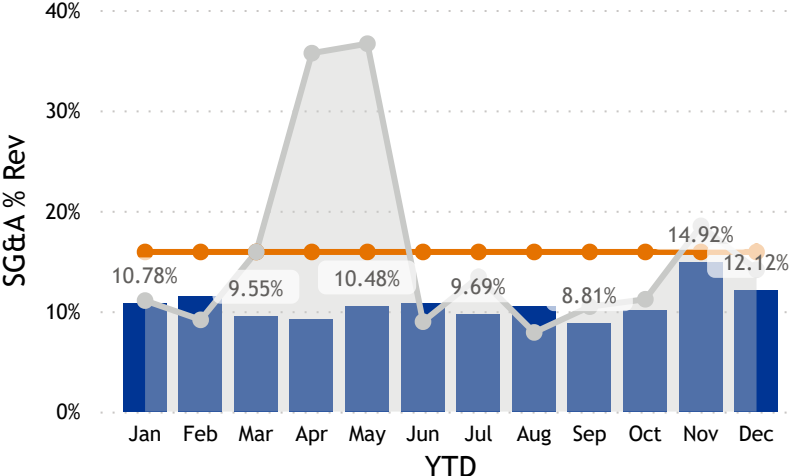
Cost of Services Trends and CY Target

● 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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KPI Trends

Operations:
Patients & Visits

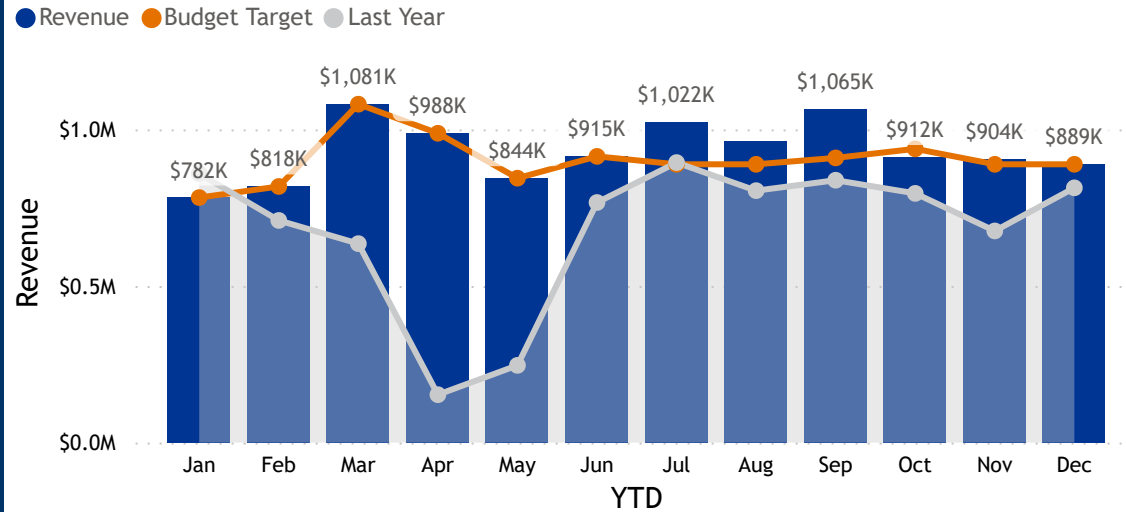
Operations:
Loc 7 Referrals

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Visits Analysis

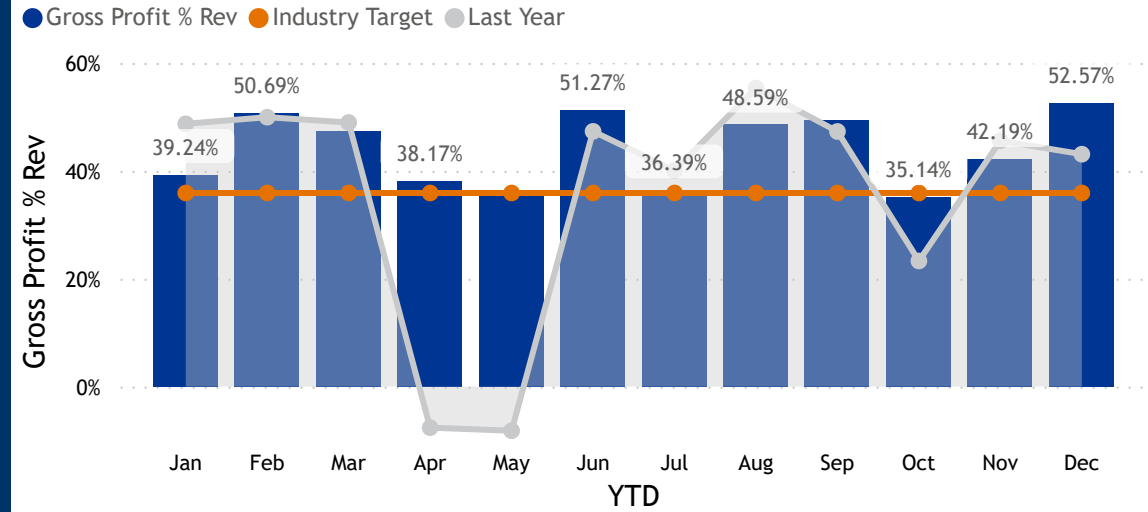
Operations:
Medicaid %

Operations:
CPT

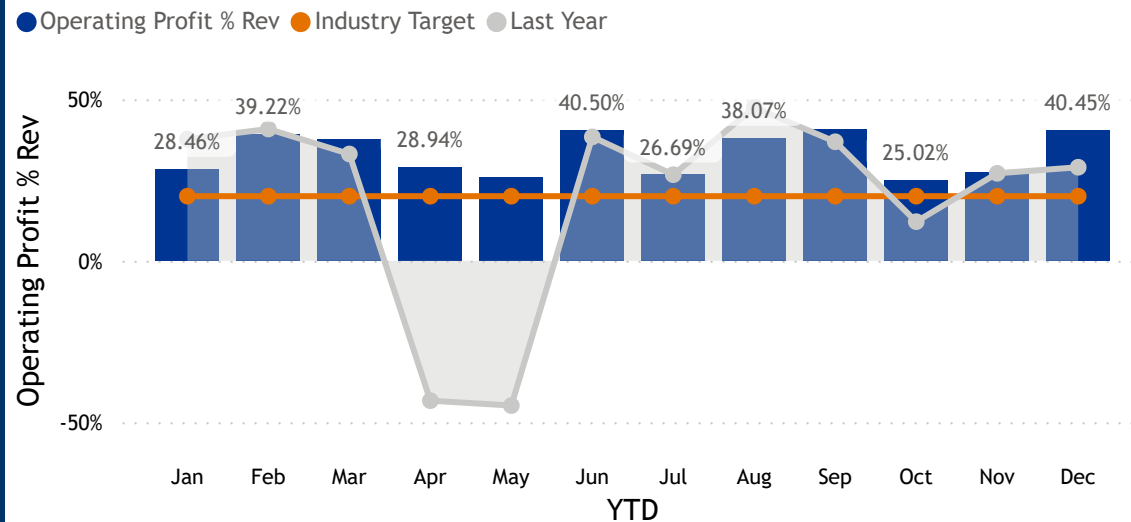
Revenue Trends and CY Target



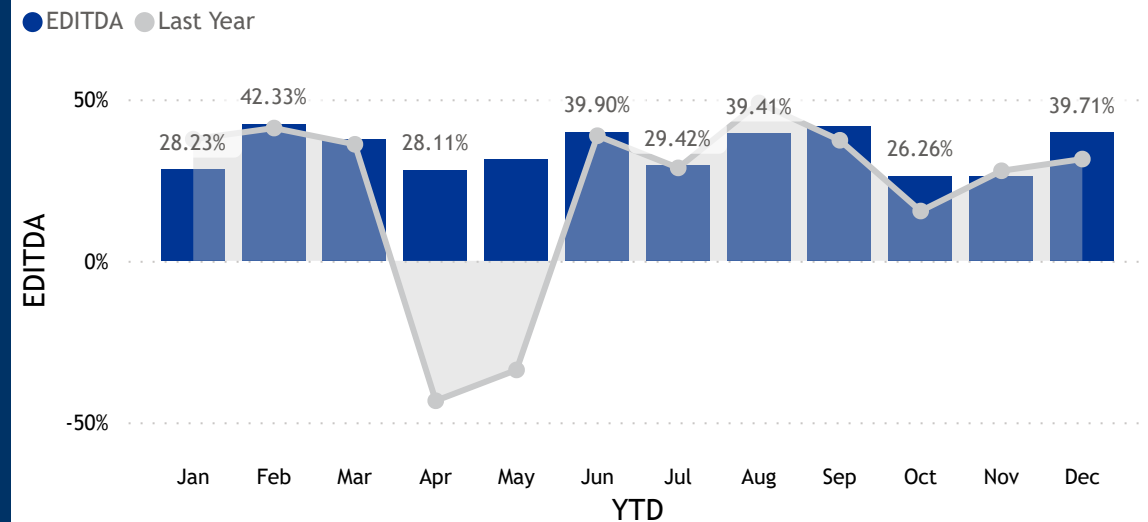
Gross Profit Trends and CY Target



Operating Profit Trends and CY Target



EBITDA Trend



Clinic

All

Provider

All

Unique Patients

058183

Unique Visits

134179

View

Clinic

Provider

Calculation Value

Production per Patient

Production per Visit

Total Production

\$11,535,336

Production Amount

\$198

Per Patient (by provider)

\$460

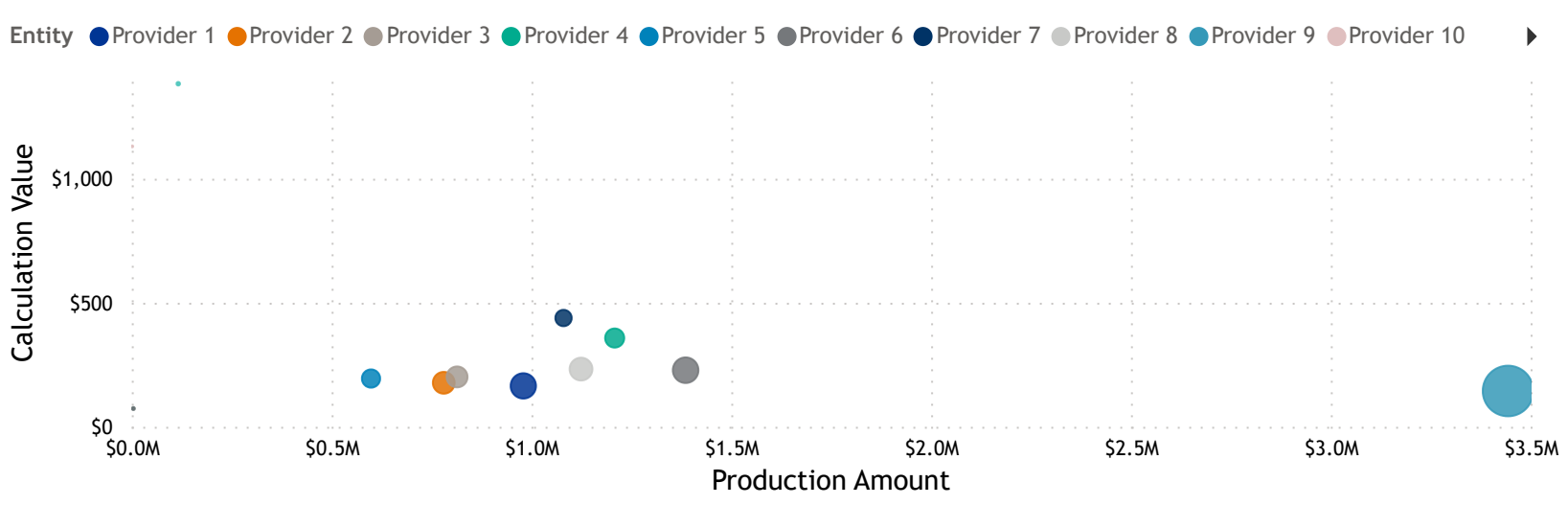
Per Patient (with all)

\$140

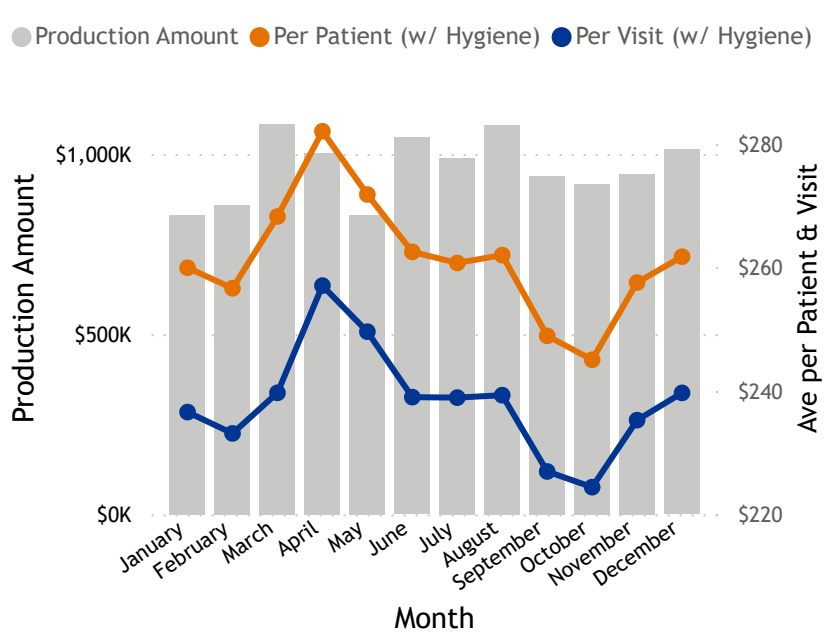
Per Visit (by provider)

\$238

Per Visit (with all)



Provider	Location 1	Location 2	Location 3	Location 4	Location 5	Location 6	Location 7	Total
Provider 1	\$133		\$135				\$1,578	\$165
Provider 2	\$108	\$116	\$52	\$113	\$172	\$114	\$1,664	\$177
Provider 3	\$897		\$199			\$188	\$1,011	\$201
Provider 4	\$84	\$155	\$142	\$164			\$1,597	\$358
Provider 5	\$135	\$136	\$177			\$236	\$1,739	\$195
Provider 6		\$208	\$305				\$1,691	\$228
Provider 7	\$164				\$184		\$1,688	\$439
Provider 8	\$104	\$124		\$258			\$2,022	\$233
Provider 9	\$130	\$142	\$168	\$95	\$184	\$125	\$16	\$144
Provider 10	\$1,130							\$1,130
Provider 11	\$1,130					\$1,399		\$1,383
Provider 12	\$48	\$47	\$31		\$61	\$50	\$154	\$74
Total	\$302	\$366	\$387	\$361	\$383	\$442	\$1,705	\$460



Cover

Map

Financials: Overview

Financials: Location

Financials: Expenses

Financials: KPI Trends

Operations: Patients & Visits

Operations: Loc 7 Referrals

Operations: Visits Analysis

Operations: Medicaid %

Operations: CPT

\$2,414,871

Location 7 Production

\$2,243,949

Referred from Locations

92.92%

Referred from Locations % Total

\$170,923

Only Loc 7 (not referred)

1,431

Unique Location 7 Patients

1,333

Referred from Locations

93.15%

Referred from Locations % Total

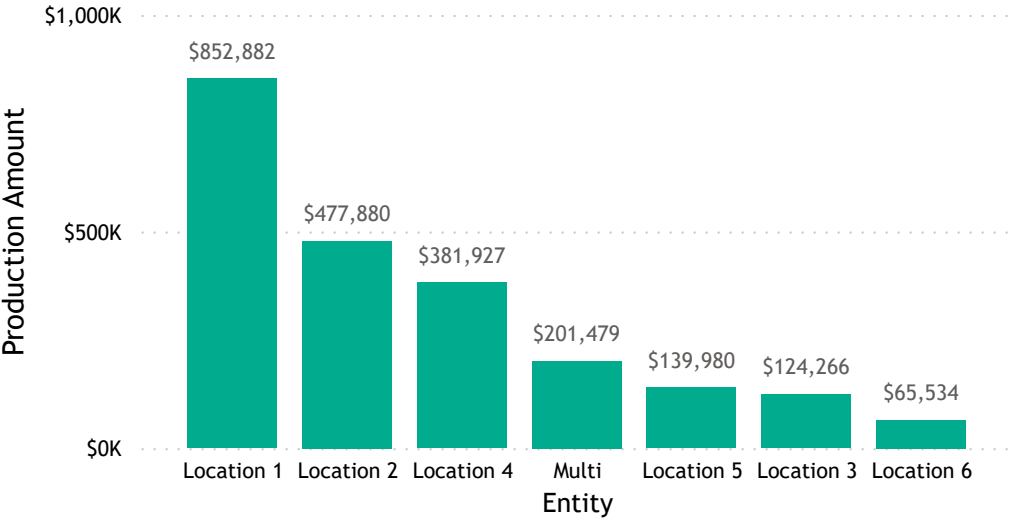
98

Only Loc 7 (not referred)

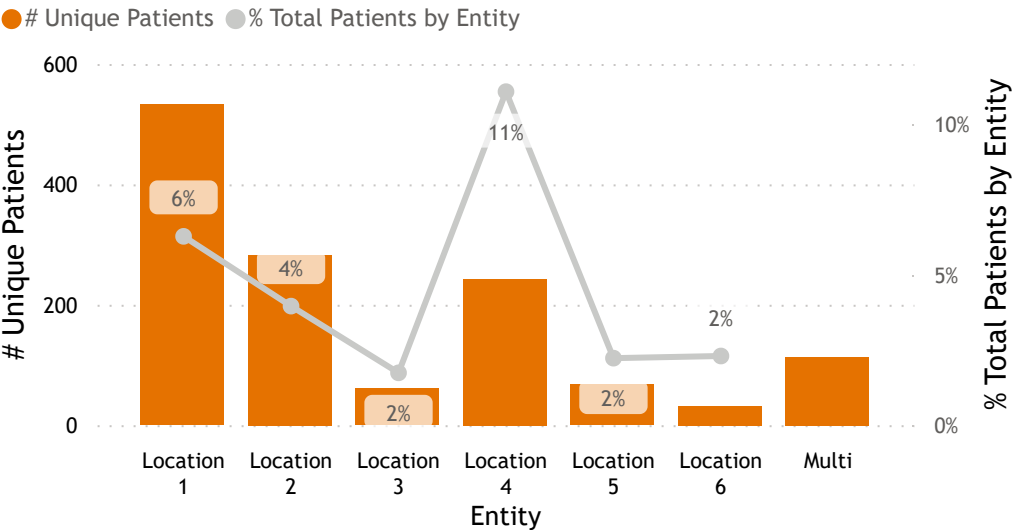
Entity
All

View
☒ Clinic
☐ Provider

Production Amount Breakdown



Unique Patients Breakdown



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

Cover

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Entity

All

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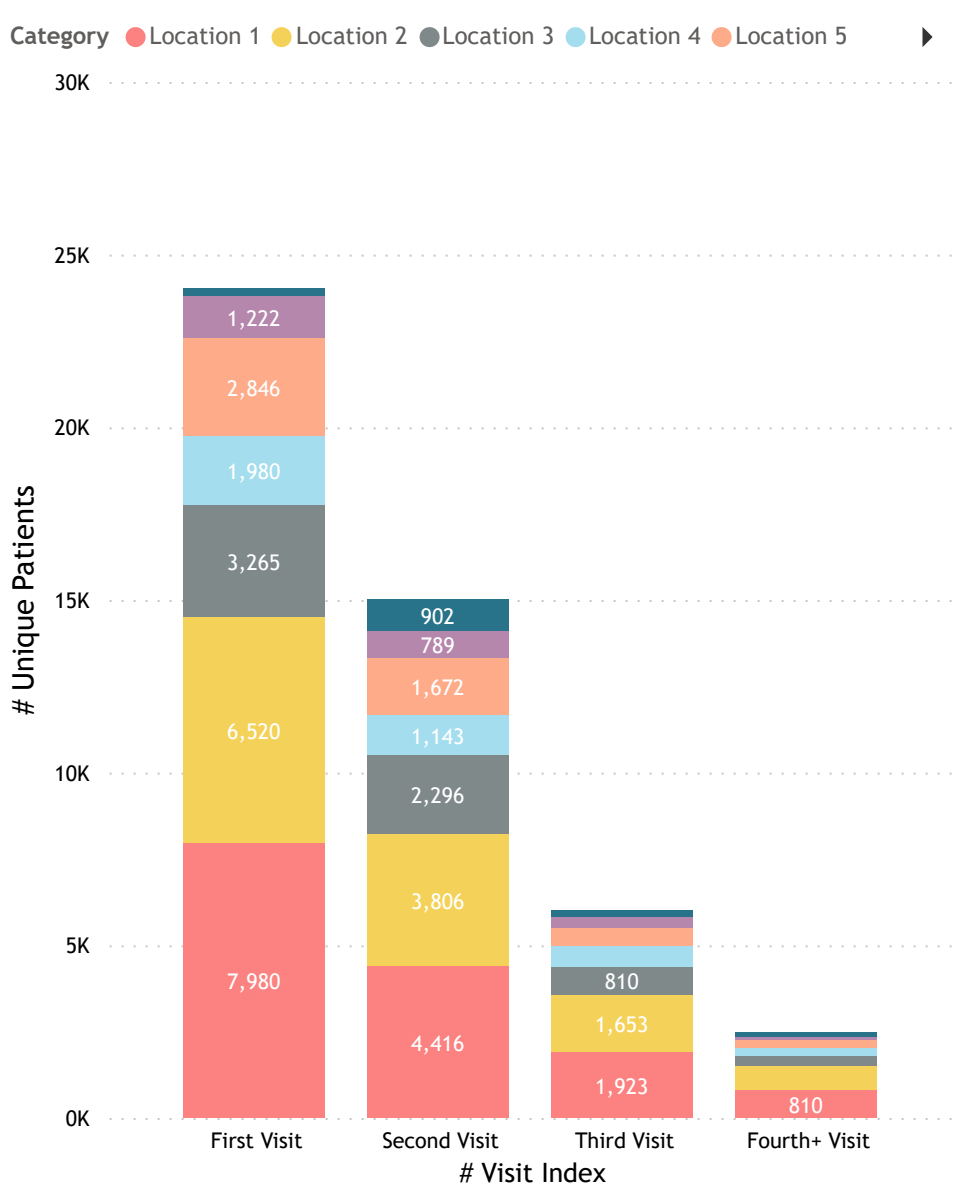
☒ Clinic

☐ Provider

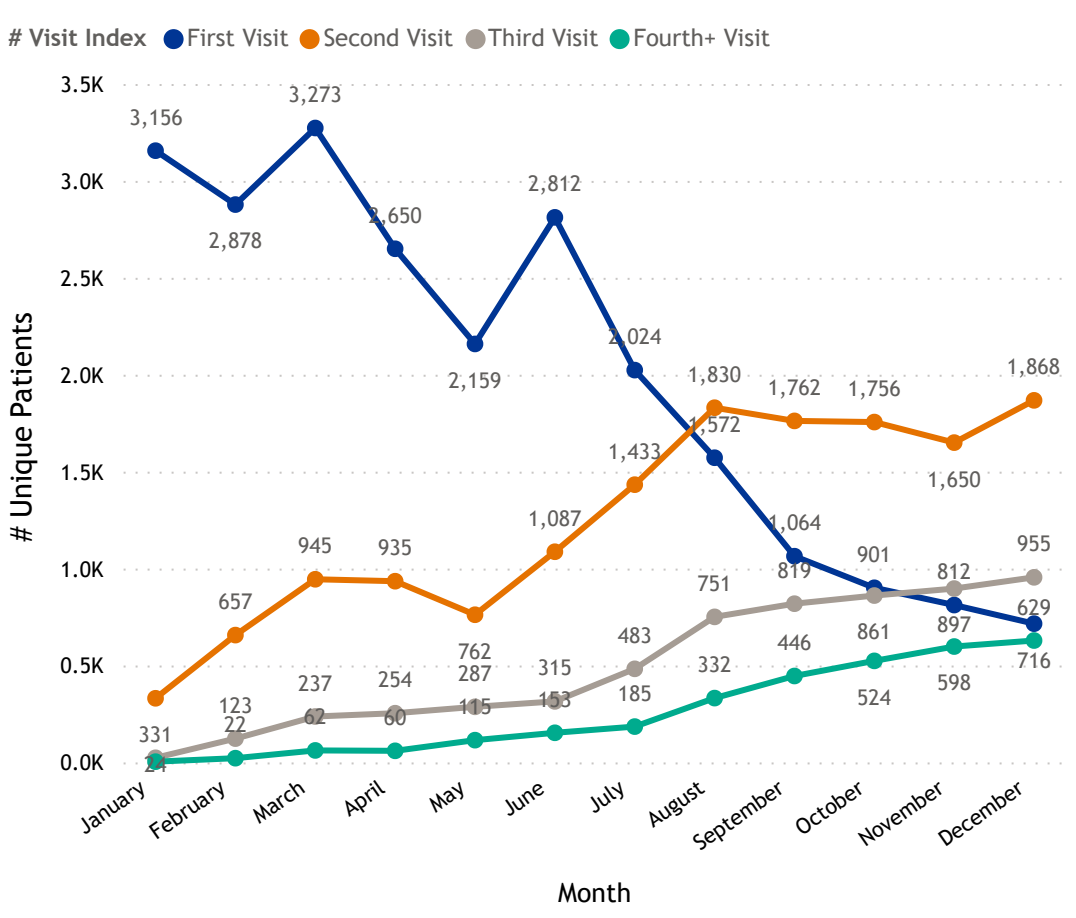
Visits per Patient

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
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- 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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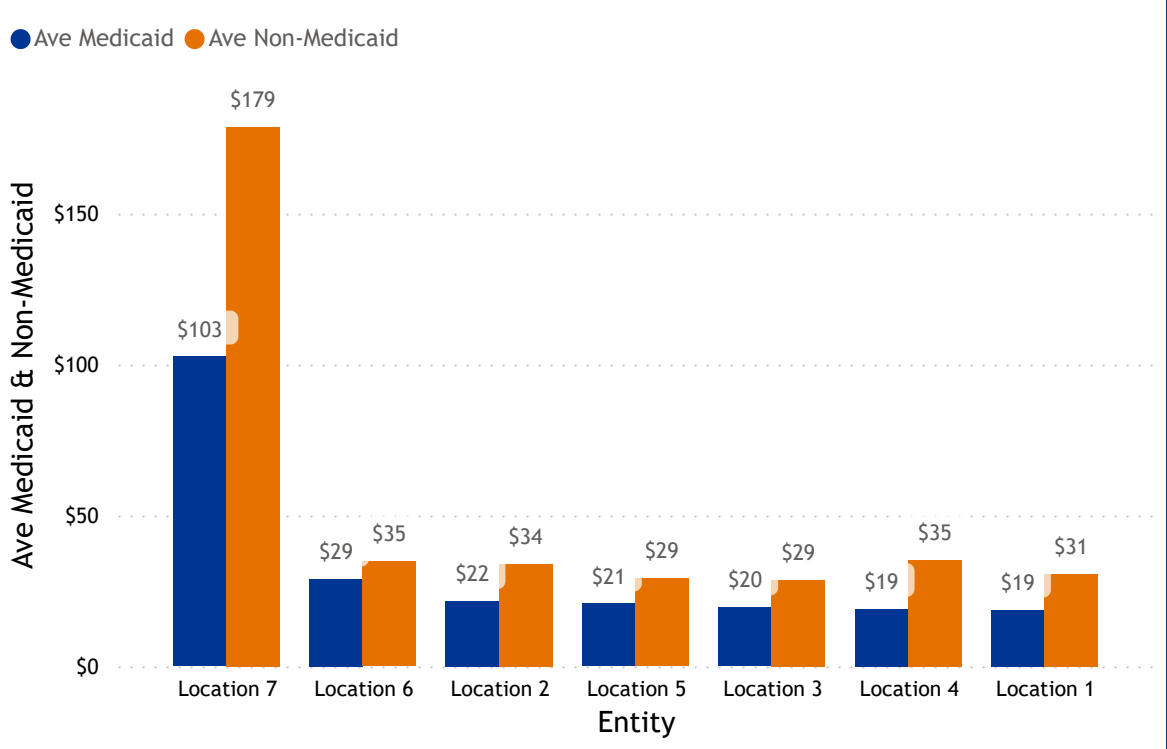
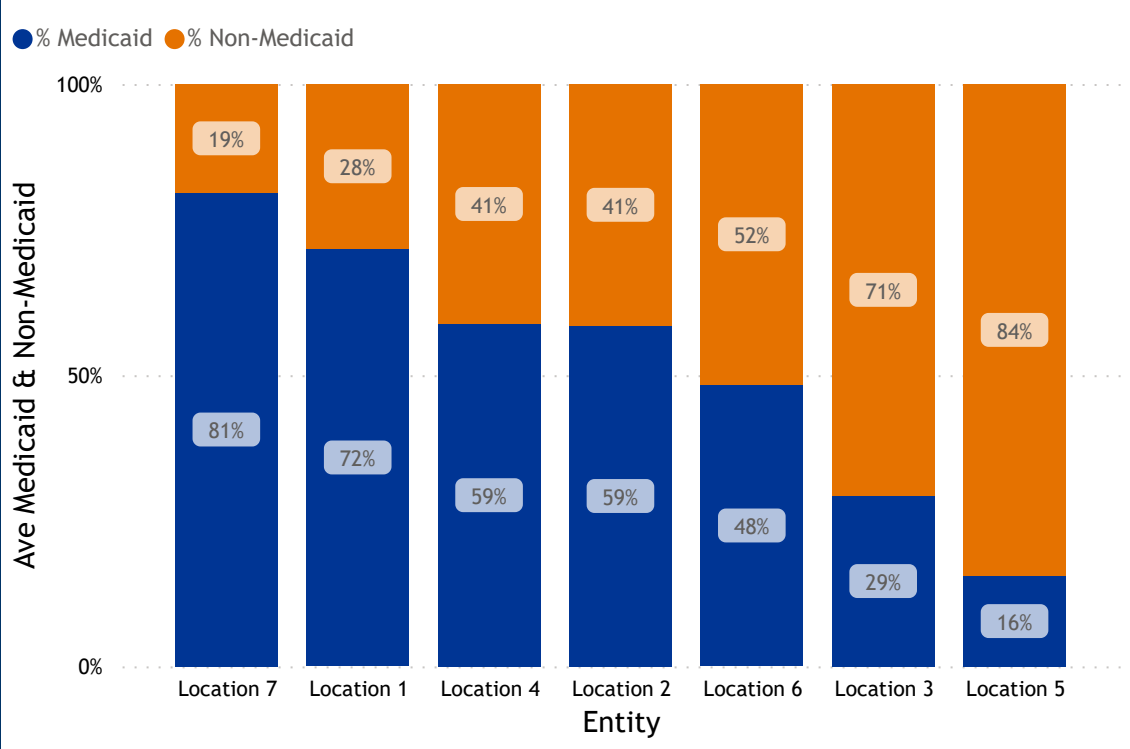
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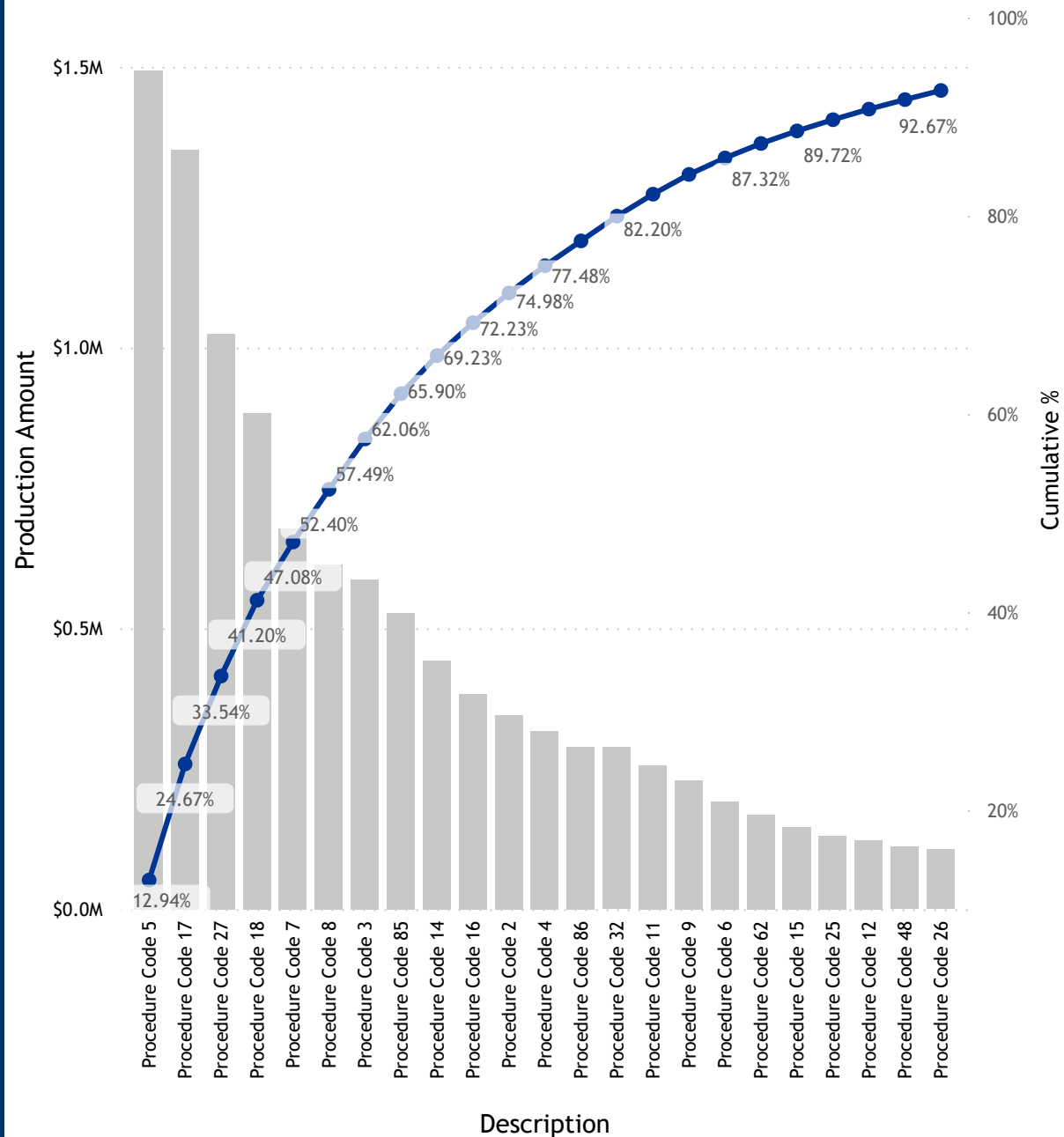
Operations: CPT



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
Location 1	68.69%	76.50%		79.27%	82.49%		83.88%	76.06%	68.93%	100.00%	80.00%	11.27%
Location 2		68.85%		61.77%	68.86%	59.35%		65.10%	54.86%			67.97%
Location 3	100.00%	16.85%	31.65%	29.00%	37.84%	100.00%			24.84%			41.85%
Location 4		60.96%		59.30%				57.94%	60.69%			
Location 5		18.92%					15.02%		13.26%			
Location 6		39.57%	43.78%		44.35%				37.01%		78.65%	
Location 7	84.72%	70.19%	60.08%	86.09%	80.99%	71.11%	82.09%	76.04%	100.00%			56.71%
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%

● Production Amount ● Cumulative %



\$11,535,336

Production Amount

Clinic

All

Provider

All

Cover

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CPT

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%	