

MGMA Physician Compensation and Production Survey

Sample Report



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MGMA Physician Compensation and Production Survey

ValuSource's MGMA Physician Compensation and Production Survey (PCPS) contains data from the Medical Group Management Association (MGMA) *Physician Compensation and Production Survey Report* and the MGMA *Academic Practice Faculty Compensation and Production Survey Report*. In fact, PCPS contains substantially more data and tables than the printed survey reports, with data reported in deciles (percentiles 10, 20, 30, etc.) and by state.

PCPS provides detailed information on physician compensation and production for more than one hundred specialties. The data is indispensable for both medical practice valuation and medical practice consulting. The data can be quickly charted and exported to Microsoft® Excel. The benchmarking tools make it easy to compare a physician's compensation and performance to MGMA norms.

PCPS and Business Valuation

To value a medical practice, you need to normalize physician's compensation to fair market values. PCPS allows you to quickly determine fair market value compensation so you can develop and defend your adjustments. PCPS also gives you the data and benchmarking tools to compare a physician's production to industry norms, which will provide valuable insight into the physician's and practices performance.

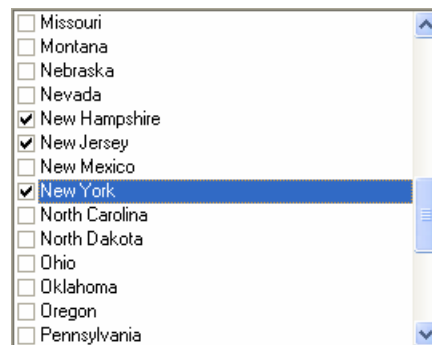
PCPS and Medical Practice Consulting

If you consult with medical practices regarding physician compensation or production, PCPS gives you the data and benchmarking tools to quickly identify key areas that need to be addressed. PCPS can help you provide an exceptional service to your medical practice clients and generate significant consulting revenue.

Customizing Tables

PCPS makes it easy to tailor a data table to your needs. For example, if you're viewing data by state, and want to focus on specific states, PCPS makes it easy to remove the states that you're not interested in. Just fill the checkboxes for the states you want to include, and empty the checkboxes for the states you want to remove (see example below).

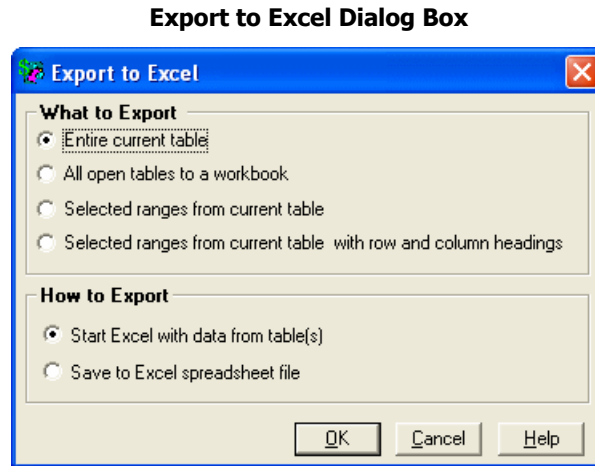
Selecting States (Example)



<input type="checkbox"/>	Missouri
<input type="checkbox"/>	Montana
<input type="checkbox"/>	Nebraska
<input type="checkbox"/>	Nevada
<input checked="" type="checkbox"/>	New Hampshire
<input checked="" type="checkbox"/>	New Jersey
<input type="checkbox"/>	New Mexico
<input checked="" type="checkbox"/>	New York
<input type="checkbox"/>	North Carolina
<input type="checkbox"/>	North Dakota
<input type="checkbox"/>	Ohio
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<input type="checkbox"/>	Oregon
<input type="checkbox"/>	Pennsylvania

Exporting Data to Excel

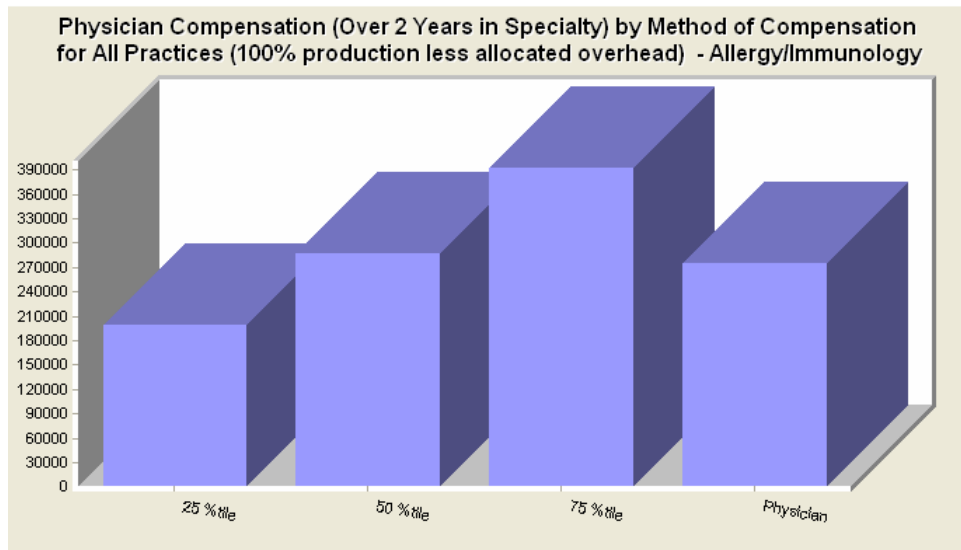
You can send PCPS data directly to Microsoft® Excel, or you can save the data to an Excel workbook file. You can export all of the data tables that are currently open, only the table that you are currently viewing, or any selected ranges within the current table. The Export to Excel Dialog Box (see diagram below) makes it easy to select the export options that you need.



Graphing Data

PCPS makes it easy to create graphs. You can graph selected data from a table, or you can graph a physician's performance against a table's data. The example below shows a physician's compensation graphed against his specialty.

Graphing a Physician and Specialty (Example)



Benchmarking Tools

PCPS provides five powerful tools for comparing a physician's performance and compensation to MGMA norms:

- The Benchmark Analysis Tool compares private sector physician compensation and production data to MGMA survey data.
- The Physician Tracking Tool graphs physicians against each other and against the MGMA survey data.
- The Compensation Analysis Tool calculates average physician compensation for a given set of criteria.
- The Compensation Estimator Tool estimates private sector physician compensation.
- The Academic Benchmark Analysis Tool compares academic sector physician compensation and production data to data from the Academic Practice Faculty Compensation and Production Survey Report.

The Benchmark Analysis Tool and the Physician Tracking Tool are explained in more detail below.

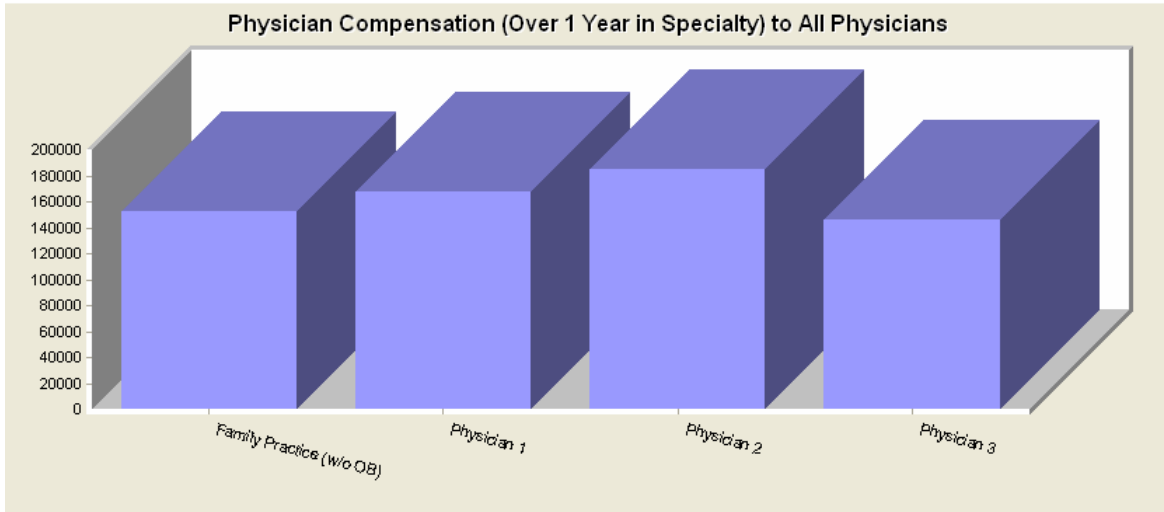
Benchmark Analysis Tool

The Benchmark Analysis Tool generates a report (see example below) that compares private sector physician compensation and production data to MGMA survey data. The physicians' data can be saved and reused later, and can be printed separately for review. Once you have created a report, you can graph the physicians' data against data items from the report (see example below). For further custom analysis, you can export the benchmark report to Excel.

Benchmark Analysis Report (Example)

Physician 1 Family Practice (w/o OB)	Sub-Category	Physician Data	Target Data	Physician Ranking	% Off Target
Physician Compensation (Over 1 Year in Specialty) - 50th %tile					
All Physicians	No Sub-Category	\$168,000	\$152,478	62%	10.18%
by State	California	\$168,000	\$150,863	64%	11.36%
by Size for All Practices	11 to 25 FTE physicians	\$168,000	\$146,315	61%	14.82%
by Geographic Section for All Practices	Western	\$168,000	\$148,053	68%	13.47%
by Method of Compensation for All Practices	100% production less allocated overhead	\$168,000	\$167,188	50%	.49%
Physician Gross Charges (TC/NPP Excluded) - 50th %tile					
All Physicians	No Sub-Category	\$502,000	\$453,062	62%	10.8%
by State	California	\$502,000	\$549,749	37%	-8.69%
by Size for All Practices	11 to 25 FTE physicians	\$502,000	\$430,251	68%	16.68%
by Geographic Section for All Practices	Western	\$502,000	\$489,827	53%	2.49%
by Method of Compensation for All Practices	100% production less allocated overhead	\$502,000	\$467,041	58%	7.49%
Physician Work RVUs (CMS RBVS Method) - 50th %tile					
All Physicians	No Sub-Category	4,000	3,996	50%	.09%
by State	California	4,000	4,362	36%	-8.3%
by Size for All Practices	11 to 25 FTE physicians	4,000	4,026	48%	-.63%
by Geographic Section for All Practices	Western	4,000	4,242	40%	-5.71%
by Method of Compensation for All Practices	100% production less allocated overhead	4,000	4,374	35%	-8.55%
Physician Ambulatory Encounters - 50th %tile					
All Physicians	No Sub-Category	4,300	4,367	48%	-1.53%
by State	California	4,300	4,723	39%	-8.96%

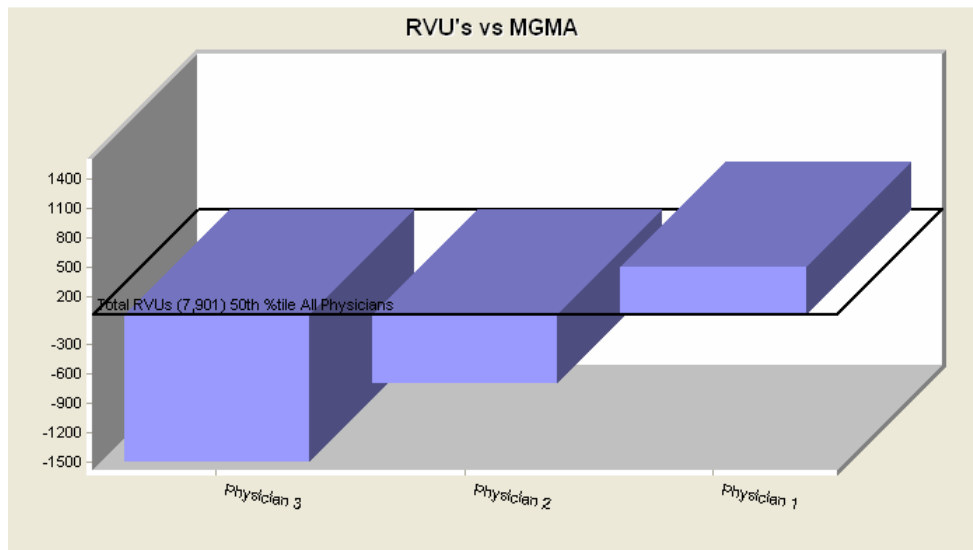
Benchmark Analysis Graph (Example)



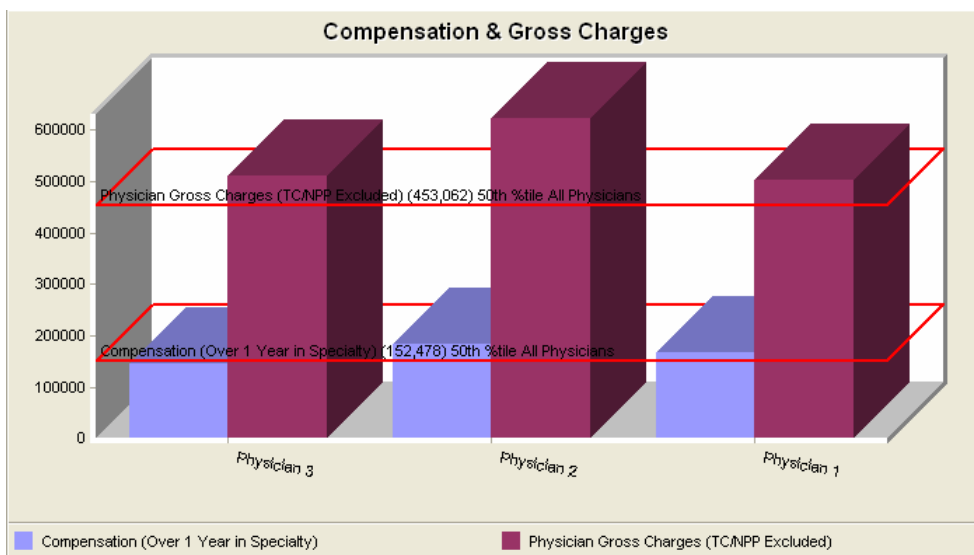
Physician Tracking Tool

The Physician Tracking Tool creates graphs that compare physicians to each other and to the MGMA survey data (see examples below). You can quickly and easily modify the predefined graphs, and you can create your own graphs from scratch. For easy use in your own documents, you can export the graphs to Microsoft® Word.

Physician Tracking Tool — Example Graph #1



Physician Tracking Tool — Example Graph #2



Physician Tracking Tool — Example Graph #3

