

Onsite Scorecard 2021  
AASD/COA

ROI	January	February	March	April	May	June	July	August	September	October	November	December
Provider FTE	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Provider Hours Off	30.0	15.5	61.5	39.5	46.0	61.5	89.0	79.5	82.5	101.5	80.0	45.0
Monthly Contract Expense	\$ 69,317	\$ 69,317	\$ 69,317	\$ 69,317	\$ 69,317	\$ 69,302	\$ 60,861	\$ 63,651	\$ 65,271	\$ 57,301	\$ 54,956	\$ 65,149
Monthly ROI	\$ 16,759	\$ 7,976	\$ 19,829	\$ 21,644	\$ 14,416	\$ 38,412	\$ 42,386	\$ 46,261	\$ 14,523	\$ 51,336	\$ 30,103	\$ 34,849
YTD ROI	\$ 16,759	\$ 24,735	\$ 44,564	\$ 66,208	\$ 80,624	\$ 119,036	\$ 161,422	\$ 207,683	\$ 222,206	\$ 273,542	\$ 303,645	\$ 338,494
Provider Visits: Monthly Break Even	83	127	89	73	110	41	43	44	99	-37	71	104
Provider Office Visit Value	\$ 211.79	\$ 213.57	\$ 198.54	\$ 255.06	\$ 219.69	\$ 247.98	\$ 197.27	\$ 242.70	\$ 191.31	\$ 202.96	\$ 183.40	\$ 180.86
Provider Office Visits: Month	162	164	189	158	176	196	258	235	175	216	235	297
Provider Office Visit Savings: Month	\$ 34,310	\$ 35,025	\$ 37,525	\$ 40,300	\$ 38,665	\$ 48,605	\$ 50,895	\$ 57,035	\$ 33,480	\$ 43,840	\$ 43,100	\$ 53,715
Provider Office Visits: YTD	162	326	515	673	849	1,045	1,303	1,538	1,713	1,929	2,164	2,461
Provider Office Visit Savings: YTD	\$ 34,310	\$ 69,335	\$ 106,860	\$ 147,160	\$ 185,825	\$ 234,430	\$ 285,325	\$ 342,360	\$ 375,840	\$ 419,680	\$ 462,780	\$ 516,495
PT Visits: Month	111	123	126	156	144	142	150	148	125	126	147	129
PT Visits: YTD	111	234	360	516	660	802	952	1,100	1,225	1,351	1,498	1,627
Procedure Savings: Month	\$ 43,591	\$ 34,752	\$ 43,327	\$ 44,626	\$ 38,673	\$ 48,148	\$ 44,668	\$ 44,248	\$ 38,827	\$ 59,109	\$ 35,846	\$ 38,803
Procedure Savings: YTD	\$ 43,591	\$ 78,343	\$ 121,670	\$ 166,296	\$ 204,969	\$ 253,117	\$ 297,785	\$ 342,033	\$ 380,860	\$ 439,969	\$ 475,815	\$ 514,618
Labs: Month	298	269	244	218	223	361	283	296	243	203	220	258
Lab Savings: Month	\$ 8,175	\$ 7,516	\$ 8,294	\$ 6,035	\$ 6,395	\$ 10,961	\$ 7,684	\$ 8,629	\$ 7,487	\$ 5,688	\$ 6,113	\$ 7,480
Labs: YTD	298	567	811	1,029	1,252	1,613	1,896	2,192	2,435	2,638	2,858	3,116
Lab Savings: YTD	\$ 8,175	\$ 15,691	\$ 23,985	\$ 30,020	\$ 36,415	\$ 47,376	\$ 55,060	\$ 63,689	\$ 71,176	\$ 76,864	\$ 82,977	\$ 90,457
Month E&M	January	February	March	April	May	June	July	August	September	October	November	December
# New ThedaCare Patient Code	4	4	6	5	5	0	7	7	6	1	6	7
Office Visit: No Charge	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Office Visit: Level I	0%	0%	0%	1%	1%	0%	0%	0%	1%	6%	2%	0%
Office Visit: Level II	1%	3%	3%	0%	1%	0%	0%	1%	5%	6%	0%	1%
Office Visit: Level III	46%	48%	54%	45%	38%	29%	49%	36%	51%	52%	60%	61%
Office Visit: Level IV	46%	45%	37%	50%	58%	61%	45%	56%	36%	29%	33%	34%
Office Visit: Level V	4%	4%	6%	4%	3%	10%	6%	7%	7%	7%	3%	4%
Utilization/Service	January	February	March	April	May	June	July	August	September	October	November	December
Unfilled Provider Slots	365	352	351	384	336	195	156	224	316	171	202	342
% of Provider Slots Unfilled (<35%)	65%	64%	61%	66%	61%	58%	35%	44%	62%	40%	45%	52%
% of Provider Time Available	81%	80%	75%	79%	77%	74%	61%	69%	67%	61%	60%	84%
Work Injuries - Month	0	0	0	0	0	0	0	0	0	0	0	0
Unique Patients: Month	147	156	177	153	169	194	136	243	135	218	207	250
Unique Patients: YTD	147	219	329	412	517	628	754	869	941	1,049	1,154	1,230
Satisfaction	January	February	March	April	May	June	July	August	September	October	November	December
# of Surveys Collected	31	40	22	18	15	20	11	7	0	1	0	28
Likelihood to Recommend (>9.0)	9.8	10.0	10.0	10.0	9.8	9.9	10.0	10.0	0.0	10.0	0.0	10.0
I was seen when I wanted to be seen?	4.0	3.8	3.7	3.9	3.8	3.8	4.0	4.0	0.0	4.0	0.0	4.0

## 2021 ROI SUMMARY

### AASD/COA

Month	Contracted Expense	Office Visit Savings	Lab Savings	Procedure Savings	Total Savings	ROI
January	\$ 69,317	\$ 34,310	\$ 8,175	\$ 43,591	\$ 86,076	\$ 16,759
February	\$ 69,317	\$ 35,025	\$ 7,516	\$ 34,752	\$ 77,293	\$ 7,976
March	\$ 69,317	\$ 37,525	\$ 8,294	\$ 43,327	\$ 89,146	\$ 19,829
April	\$ 69,317	\$ 40,300	\$ 6,035	\$ 44,626	\$ 90,961	\$ 21,644
May	\$ 69,317	\$ 38,665	\$ 6,395	\$ 38,673	\$ 83,733	\$ 14,416
June	\$ 69,302	\$ 48,605	\$ 10,961	\$ 48,148	\$ 107,714	\$ 38,412
July	\$ 60,861	\$ 50,895	\$ 7,684	\$ 44,668	\$ 103,247	\$ 42,386
August	\$ 63,651	\$ 57,035	\$ 8,629	\$ 44,248	\$ 109,912	\$ 46,261
September	\$ 65,271	\$ 33,480	\$ 7,487	\$ 38,827	\$ 79,794	\$ 14,523
October	\$ 57,301	\$ 43,840	\$ 5,688	\$ 59,109	\$ 108,637	\$ 51,336
November	\$ 54,956	\$ 43,100	\$ 6,113	\$ 35,846	\$ 85,059	\$ 30,103
December	\$ 65,149	\$ 53,715	\$ 7,480	\$ 38,803	\$ 99,998	\$ 34,849
YTD	\$ 783,076	\$ 516,495	\$ 90,457	\$ 514,618	\$ 1,121,570	\$ 338,494

#### Notes:

Lab, procedure and office visit savings estimated based on insurance cost.