

Hospice Home Care – Percentage of Net Revenue Comparison

MVIB

Region: West

ADC Range: 0-30



Average Daily Census: 167

2007 - YTD June

IP Unit(s): Yes Palliative: Yes



Count 200	Your Data	Ninetieth Percentile	Average	10th Percentile	90th Percentile	MVI Model	Your % Rank
		% Variance					
Alerts:		3%					50%

Revenue

Medicare	91.42%	-33%	96.30%	75.43%	136.16%	95.00%	70%
Medicaid	3.24%	-87%	4.54%	0.08%	25.65%	5.00%	60%
Commercial Benefit	5.12%	-79%	6.09%	0.06%	24.55%	5.00%	50%
Commercial FFS	0.00%	0%	0.38%	0.02%	1.23%	0.00%	40%
Medicaid RB (own unit)	0.00%	0%	0.00%	0.00%	0.00%	0.00%	30%
Other RB (own unit)	0.00%	0%	0.00%	0.00%	0.00%	0.00%	20%
Physician Billing	0.14%	-96%	1.17%	0.00%	3.75%	0.00%	10%
Self Pay	0.00%	0%	0.74%	0.00%	10.40%	0.50%	90%
Other Charity Rev	0.53%	-96%	1.22%	-0.14%	12.95%	1.00%	80%
Adjustments	-0.45%	-99%	-8.86%	0.13%	-55.37%	-6.50%	70%
Total	100.00%		100.00%			100.00%	

Direct Labor

Nurses	24.79%	-38%	19.47%	9.15%	39.99%	16.00%	90%
CNA	5.75%	-65%	6.48%	1.38%	16.21%	6.00%	80%
SW	5.50%	-52%	5.21%	1.07%	11.47%	4.00%	70%
PC	1.17%	-78%	2.08%	0.37%	5.41%	2.00%	60%
Physician	0.79%	-86%	2.24%	0.04%	5.74%	2.00%	50%
On-Call	5.48%	-39%	3.79%	0.38%	9.01%	3.00%	40%
Admissions	6.61%	-31%	3.64%	0.31%	9.64%	3.00%	30%
Bereavement	1.14%	-79%	1.63%	0.02%	5.53%	1.00%	20%
Volunteer	0.57%	-85%	1.29%	0.14%	3.69%	1.00%	10%
Triage	0.00%	0%	3.26%	0.83%	6.68%	0.00%	90%
Total	51.81%	-27%	41.88%	18.26%	71.32%	38.00%	80%

Direct Patient Related Expenses

Ambulance	0.11%	-96%	0.40%	0.01%	2.58%	0.50%	50%
Bio Hazardous	0.00%	0%	0.03%	0.00%	0.30%	0.00%	40%
Continuous Care	0.00%	0%	0.68%	0.01%	2.95%	0.50%	30%
Dietary	0.01%	-99%	0.16%	0.00%	1.48%	0.00%	20%
DME	3.04%	-68%	4.57%	1.03%	9.64%	5.00%	10%
ER	0.04%	-99%	0.12%	0.00%	3.65%	0.10%	90%
Food	0.00%	0%	0.23%	0.00%	1.43%	0.00%	80%
Imaging	0.05%	-95%	0.18%	0.00%	1.07%	0.50%	70%
Lab	0.11%	-93%	0.22%	0.01%	1.49%	0.20%	60%
Linen	0.00%	0%	0.01%	0.01%	0.01%	0.00%	50%
Medical Supplies	2.06%	-44%	1.51%	0.48%	3.67%	1.50%	40%
Mileage	2.00%	-72%	3.15%	0.70%	7.06%	3.00%	30%
Mobile Phone	0.99%	-26%	0.38%	0.01%	1.34%	0.30%	20%
Other	0.00%	0%	0.30%	0.00%	5.46%	0.00%	10%
Outpatient	0.00%	0%	0.40%	0.00%	2.57%	0.50%	90%
Oxygen	0.00%	0%	0.00%	0.00%	0.00%	0.00%	80%
Pagers	0.00%	0%	0.17%	0.00%	1.28%	0.00%	70%
Pharmacy	4.57%	-74%	8.06%	1.72%	17.46%	8.50%	60%
Therapies	0.21%	-97%	1.07%	0.00%	7.64%	1.40%	50%
Pass-Through Residual	-1.66%	-128%	-0.25%	-6.79%	5.92%	0.00%	40%
Total	11.53%	-66%	20.20%	6.33%	33.64%	22.00%	30%

Total Direct Expense

Contribution Margin

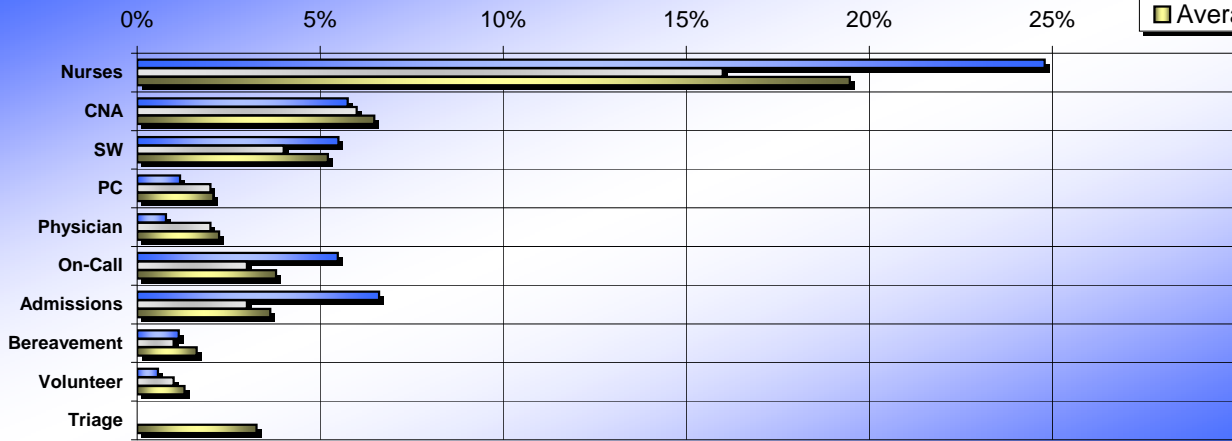
Indirect Expense

Net Segment Income

Total Direct Expense	63.34%	-32%	61.89%	26.46%	92.82%	60.00%	10%
Contribution Margin	36.66%	-46%	36.73%	10.67%	67.88%	40.00%	80%
Indirect Expense	37.66%	-32%	34.23%	14.45%	55.32%	30.00%	60%
Net Segment Income	-1.00%	-101%	6.98%	-41.31%	77.02%	10.00%	40%

Hospice Direct Labor Percent of Net Revenue

■ Your Data
■ MVI Model
■ Average



Hospice Direct Patient-Related Percent of Net Revenue

■ Your Data
■ MVI Model
■ Average

