



Version: 9.0  

Indicator	Organizational Statistics			
	Your Data	Median	MVI Model	Your Rank %
Days in AR	50.0	104.7	128	91%
Debt to Equity Ratio	0.20	0.13	0.13	24%
Org Indirect % of Hospice Revenue	52%	0%	22%	26%
Extracurricular % of Hospice Rev	2%	2%	3%	48%
Revenue Per Payroll Dollar	1.50	0.77	0.77	79%
Direct Labor as % of All Labor	72.3%	20.0%	15.3%	
Benefits %	21.0%	52.5%	64.2%	97%
Mileage Rate	0.25	0.28	0.32	87%

Indicator	Hospice				Palliative Care				IP Unit			
	Your Data	Median	MVI Model	Your Rank %	Your Data	Median	MVI Model	Your Rank %	Your Data	Median	MVI Model	Your Rank %
Average Daily Census	20.0	80.0		13%	5.0	13.2		16%	5.0	15.0		15%
Average Length of Stay	61.0	32.0	32.00	90%	45.0	32.0	0.00	69%	32.0	32.0	0.00	41%
Median Length of Stay	32.0	32.0	45.00	48%	32.0	32.0	45.00	48%	32.0	32.0	45.00	48%
Net Patient Revenue/Patient-Day	119.20	204.09		7%	124.20	82.66		100%	488.50	1025.49		11%
Direct Labor/Patient-Day	45.00	29.03	29.03	24%	41.50	88.67	88.67	0%	291.20	176.13	176.13	24%
Patient-Related/Patient-Day	25.67	19.92	19.92	16%	23.21	41.89	51.20	77%	68.40	34.40	34.40	24%
Direct Labor % of Net Revenue	37.8%	15.0%	12.2%	24%	33.4%	22.4%	22.4%	24%	59.6%	89.4%	109.3%	0%
Patient-Related % of Net Revenue	21.5%	10.1%	8.2%	9%	18.7%	12.9%	12.9%	23%	14.0%	26.8%	32.7%	83%
Net Operational Income %	14.3%	7.3%	8.9%	99%	22.5%	36.0%	44.0%	23%	11.2%	6.0%	7.4%	99%

Indirect % of Net Revenue	30.0%	86.6%	86.6%	0%
Indirect Labor	18.0%	74.7%	74.7%	0%
Operations	8.0%	28.8%	28.8%	89%
Facility-Related	4.0%	2.4%	2.0%	10%

IP Unit(s) Building Cost Statistics				
IP Unit(s) Building Cost	550,000	550,000	1,000,000	52%
IP Unit(s) Cost Square Foot	0	0	0	63%
IP Unit(s) Cost per Bed	2	8	4	90%

Est Weekly Visits For Each Patient	Hospice				Palliative Care				IP Unit			
	Your Data	Median	MVI Model	Your Rank %	Your Data	Median	MVI Model	Your Rank %	Your Data	Median	MVI Model	Your Rank %
RN	1.8	5.8	5.8	14%	1.8	5.9	5.8	0%	1.4	1.8	1.5	23%
LPN	0.5	0.2	0.2	99%	0.5	0.2	0.2	100%	0.0	0.3	0.3	0%
Hospice Aide	1.8	5.8	5.8	12%	1.8	5.9	5.8	0%	1.2	2.2	2.5	12%
SW	0.8	0.3	0.2	97%	0.8	0.3	0.2	100%	0.5	0.5	0.7	39%
Spiritual Care	0.3	0.8	0.8	6%	0.3	0.8	0.8	0%	0.4	0.3	0.3	79%
Physician	0.2	0.1	0.1	99%	0.2	0.1	0.1	100%	0.2	0.1	0.1	73%
On-Call	0.2	0.7	0.7	21%	0.2	0.7	0.7	0%	0.2	0.2	0.1	96%
Admissions	0.1	0.0	0.0	76%	0.1	0.0	0.0	100%	0.3	0.1	0.0	69%
Bereavement	0.2	0.7	0.7	11%	0.2	0.7	0.7	0%	0.3	0.3	0.3	55%
Volunteer	0.1	0.0	0.0	76%	0.1	0.0	0.0	100%	0.3	0.2	0.2	61%

Est Weekly Visit-Hours For Each Patient	Hospice				Palliative Care				IP Unit			
RN	2.0	6.6	6.6	6%	2.0	6.7	6.6	0%	1.6	2.0	1.8	16%
LPN	0.9	0.4	0.3	99%	0.9	0.4	0.3	100%	0.1	0.4	0.7	5%
Hospice Aide	2.0	6.6	6.6	9%	2.0	6.7	6.6	0%	1.4	2.6	3.0	16%
SW	0.9	0.4	0.3	89%	0.9	0.4	0.3	100%	0.5	0.6	0.9	24%
Spiritual Care	0.3	1.0	1.0	16%	0.3	1.0	1.0	0%	0.5	0.3	0.3	97%
Physician	0.2	0.1	0.1	99%	0.2	0.1	0.1	100%	0.3	0.0	0.0	72%
On-Call	0.2	0.7	0.7	6%	0.2	0.7	0.7	0%	0.3	0.2	0.2	73%
Admissions	0.2	0.1	0.1	76%	0.2	0.1	0.1	100%	0.6	0.3	0.1	76%
Bereavement	0.3	1.0	1.0	14%	0.3	1.0	1.0	0%	0.5	0.2	0.2	73%
Volunteer	0.2	0.1	0.1	76%	0.2	0.1	0.1	100%	0.5	0.3	0.5	79%

Median Visit Duration	Hospice				Palliative Care				IP Unit			
RN	60.0	198.5	198.5	0%	60.0	202.4	198.5	0%	68.7	67.8	72.6	52%
LPN	60.0	24.1	19.7	76%	60.0	24.1	19.7	100%	114.7	74.2	121.5	70%
Hospice Aide	60.0	198.3	198.3	0%	70.0	234.8	230.3	0%	69.6	71.4	71.4	42%
SW	65.0	26.1	21.4	82%	65.0	26.1	21.4	100%	55.7	61.8	73.2	36%
Spiritual Care	45.0	149.2	149.2	0%	45.0	152.1	149.2	0%	75.6	55.7	54.4	90%
Physician	40.0	16.2	13.3	86%	40.0	16.2	13.3	100%	36.1	36.1	36.1	25%
On-Call	45.0	149.2	149.2	0%	45.0	152.1	149.2	0%	95.7	107.1	107.8	42%
Admissions	90.0	36.0	29.4	85%	90.0	36.0	29.4	100%	126.4	87.5	87.5	71%
Bereavement	82.6	273.0	273.0	18%	82.6	273.0	273.0	0%	58.4	49.6	37.7	64%
Volunteer	0.0	85.2	0.0	0%	0.0	0.0	0.0	0%	127.3	98.6	144.5	63%

Computed Weekly Visits	Hospice				Palliative Care				IP Unit			
RN	60.0	60.0	0.0	31%	72.0	60.0	0.0	82%	72.0	60.0	0.0	86%
LPN	72.0	60.0	0.0	86%	60.0	60.0	0.0	32%	60.0	66.0	0.0	29%
Hospice Aide	60.0	60.0	0.0	31%	72.0	60.0	0.0	82%	72.0	60.0	0.0	87%
SW	72.0	72.0	0.0	0%	72.0	60.0	0.0	80%	60.0	60.0	0.0	34%
Spiritual Care	72.0	60.0	0.0	82%	72.0	60.0	0.0	82%	72.0	66.0	0.0	82%
Physician	60.0	60.0	0.0	31%	66.0	60.0	0.0	61%	60.0	60.0	0.0	33%
On-Call	60.0	60.0	0.0	34%	60.0	60.0	0.0	35%	60.0	60.0	0.0	32%
Admissions	60.0	60.0	0.0	31%	72.0	66.0	0.0	81%	60.0	60.0	0.0	33%
Bereavement	72.0	60.0	0.0	86%	72.0	60.0	0.0	83%	72.0	66.0	0.0	86%
Volunteer	60.0	60.0	0.0	31%	60.0	66.0	0.0	29%	60.0	60.0	0.0	33%

Computed Caseload	Hospice				Palliative Care				IP Unit			
RN	10.5	13.0	10.5	5%	8.0	4.0	0.0	82%	6.0	12.0	6.0	20%
LPN	10.5	15.0	10.5	6%	8.0	4.0	0.0	81%	6.0	15.0	6.0	5%
Hospice Aide	8.0	10.0	8.0	5%	4.0	4.0	0.0	47%	6.0	10.0	6.0	5%
SW	35.0	41.0	35.0	33%	4.0	4.0	0.0	47%	15.0	41.0	15.0	5%
Spiritual Care	65.0	65.0	65.0	48%	8.0	4.0	0.0	81%	65.0	45.0	65.0	63%
Physician	125.0	120.0	125.0	65%	4.0	4.0	0.0	49%	120.0	120.0	0.0	47%
On-Call	50.0	55.0	50.0	25%	8.0	4.0	0.0	82%	66.0	66.0	0.0	61%
Admissions	50.0	55.0	50.0	33%	3.0	4.0	0.0	16%	40.0	55.0	40.0	5%
Bereavement	100.0	89.0	100.0	61%	3.0	4.0	0.0	23%	102.0	89.0	0.0	80%
Volunteer	100.0	100.0	100.0	48%	3.0	4.0	0.0	19%	88.0	96.0	0.0	13%



	<b>Caseload</b>											
	<b>Hospice</b>				<b>Palliative Care</b>				<b>IP Unit</b>			
	<b>Your Data</b>	<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>	<b>Your Data</b>	<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>	<b>Your Data</b>	<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>
RN	20.0	20.0	20.0	20.0	10.0	10.0	10.0	10.0	20.0	20.0	20.0	20.0
LPN	20.0	20.0	20.0	20.0	10.0	10.0	10.0	10.0	20.0	20.0	20.0	20.0
Hospice Aide	30.0	30.0	30.0	30.0	10.0	10.0	10.0	10.0	30.0	30.0	30.0	30.0
SW	70.0	70.0	70.0	70.0	10.0	10.0	10.0	10.0	70.0	70.0	70.0	70.0
Spiritual Care	70.0	70.0	70.0	70.0	10.0	10.0	10.0	10.0	70.0	70.0	70.0	70.0
Physician	500.0	500.0	500.0	500.0	10.0	10.0	10.0	10.0	500.0	500.0	500.0	500.0
On-Call	500.0	500.0	500.0	500.0	10.0	10.0	10.0	10.0	500.0	500.0	500.0	500.0
Admissions	500.0	500.0	500.0	500.0	10.0	10.0	10.0	10.0	500.0	500.0	500.0	500.0
Bereavement	500.0	500.0	500.0	500.0	10.0	10.0	10.0	10.0	500.0	500.0	500.0	500.0
Volunteer	500.0	500.0	500.0	500.0	10.0	10.0	10.0	10.0	500.0	500.0	500.0	500.0

	<b>Hourly Rate</b>											
	<b>Hospice</b>				<b>Palliative Care</b>				<b>IP Unit</b>			
		<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>		<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>		<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>
RN		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
LPN		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
Hospice Aide		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
SW		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
Spiritual Care		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
Physician		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
On-Call		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
Admissions		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
Bereavement		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00
Volunteer		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00		\$ 125.00	\$ 125.00	\$ 125.00

	<b>Weekly Visits</b>											
	<b>Hospice</b>				<b>Palliative Care</b>				<b>IP Unit</b>			
	<b>Your Data</b>	<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>	<b>Your Data</b>	<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>	<b>Your Data</b>	<b>Your Model</b>	<b>Median Model</b>	<b>MVI Model</b>
RN	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
LPN	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
Hospice Aide	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
SW	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
Spiritual Care	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
Physician	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
On-Call	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
Admissions	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
Bereavement	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0
Volunteer	0.0	50.0	50.0	0.0	0.0	50.0	50.0	0.0	0.0	350.0	350.0	0.0

	Visit Duration											
	Hospice				Palliative Care				IP Unit			
	Your Data	Your Model	Median Model	MVI Model	Your Data	Your Model	Median Model	MVI Model	Your Data	Your Model	Median Model	MVI Model
RN	0.0	180.0	180.0	60.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
LPN	0.0	180.0	180.0	60.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
Hospice Aide	0.0	180.0	180.0	60.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
SW	0.0	180.0	180.0	65.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
Spiritual Care	0.0	180.0	180.0	45.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
Physician	0.0	180.0	180.0	40.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
On-Call	0.0	180.0	180.0	45.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
Admissions	0.0	180.0	180.0	90.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
Bereavement	0.0	180.0	180.0	82.6	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0
Volunteer	0.0	180.0	180.0	0.0	0.0	180.0	180.0	0.0	240.0	180.0	180.0	240.0

# Hospice Visits

Sunny Day Hospice Demo 2009 - YTD December

Count: 269 Locations: 379



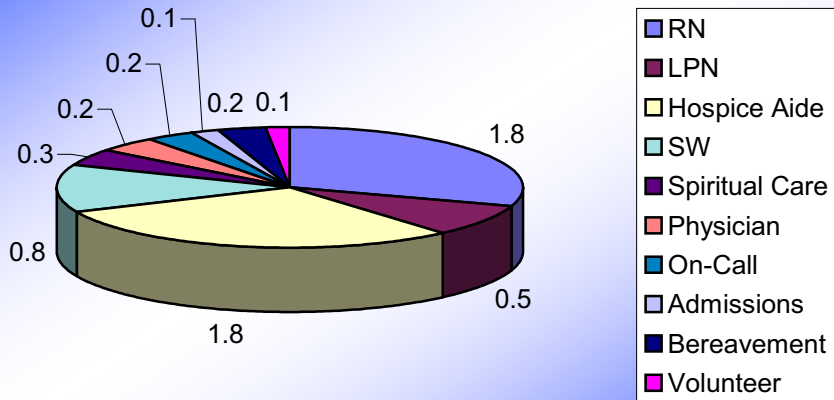
Version: 9.0



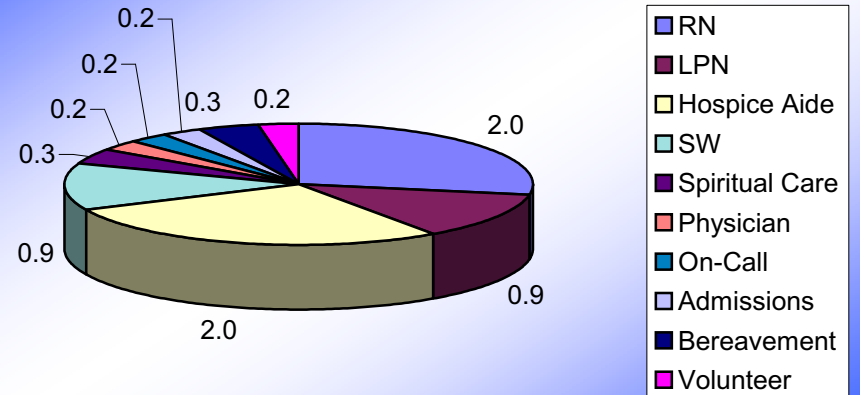
	Estimated Visits For Each Patient Per Week			Estimated Visit-Hours For Each Patient Per Week			Median Visit Duration		
	Your Data	Median	Your Rank %	Your Data	Median	Your Rank %	Your Data	Median	Your Rank %
RN	1.8	5.8	14%	2.0	6.6	6%	60.0	198.5	0%
LPN	0.5	0.2	99%	0.9	0.4	99%	60.0	24.1	76%
Hospice Aide	1.8	5.8	12%	2.0	6.6	9%	60.0	198.3	0%
SW	0.8	0.3	97%	0.9	0.4	89%	65.0	26.1	82%
Spiritual Care	0.3	0.8	6%	0.3	1.0	16%	45.0	149.2	0%
Physician	0.2	0.1	99%	0.2	0.1	99%	40.0	16.2	86%
On-Call	0.2	0.7	21%	0.2	0.7	6%	45.0	149.2	0%
Admissions	0.1	0.0	76%	0.2	0.1	76%	90.0	36.0	85%
Bereavement	0.2	0.7	11%	0.3	1.0	14%	82.6	273.0	18%
Volunteer	0.1	0.0	76%	0.2	0.1	76%	0.0	85.2	0%
<b>Total</b>	<b>5.8</b>	<b>14.4</b>		<b>7.2</b>	<b>16.8</b>				

	Direct Labor Cost Per Visit			Total Cost Per Visit			Combined Visit and Visit Cost Rank %		
	Your Data	Median	Your Rank %	Your Data	Median	Your Rank %	Est. Visits Rank %	Visit Cost Rank %	Combined Rank %
RN	\$ 75.00	\$ 247.81	0%	\$ 175.00	\$ 578.23	91%	14%	91%	53%
LPN	\$ 66.93	\$ 26.96	24%	\$ 132.80	\$ 53.48	24%	99%	24%	62%
Hospice Aide	\$ 22.00	\$ 72.69	97%	\$ 45.00	\$ 148.69	0%	12%	0%	6%
SW	\$ 60.00	\$ 24.16	24%	\$ 100.00	\$ 40.27	24%	97%	24%	61%
Spiritual Care	\$ 50.00	\$ 165.21	98%	\$ 120.00	\$ 396.50	86%	6%	86%	46%
Physician	\$ -	\$ 109.59	0%	\$ -	\$ 104.63	0%	99%	0%	50%
On-Call	\$ 200.00	\$ 660.83	94%	\$ 200.00	\$ 660.83	94%	21%	94%	58%
Admissions	\$ -	\$ 190.20	0%	\$ -	\$ 160.42	0%	76%	0%	38%
Bereavement	\$ 140.28	\$ 463.50	0%	\$ 56.67	\$ 190.88	0%	11%	0%	6%
Volunteer	\$ -	\$ 79.26	0%	\$ -	\$ 148.03	0%	76%	0%	38%

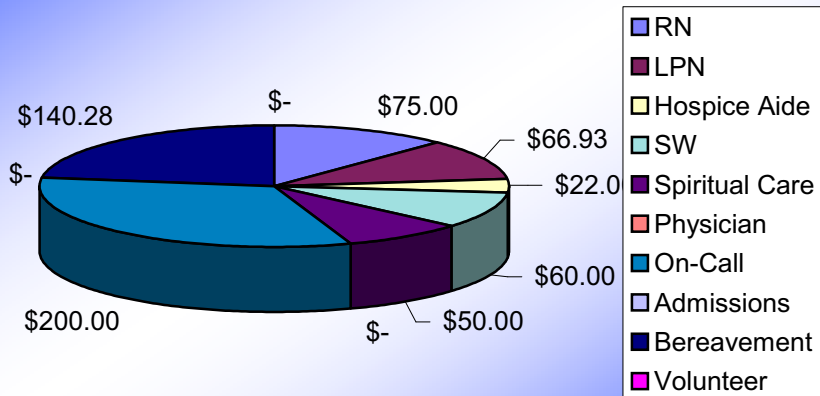
**Est. Visits For Each Patient Per Week**



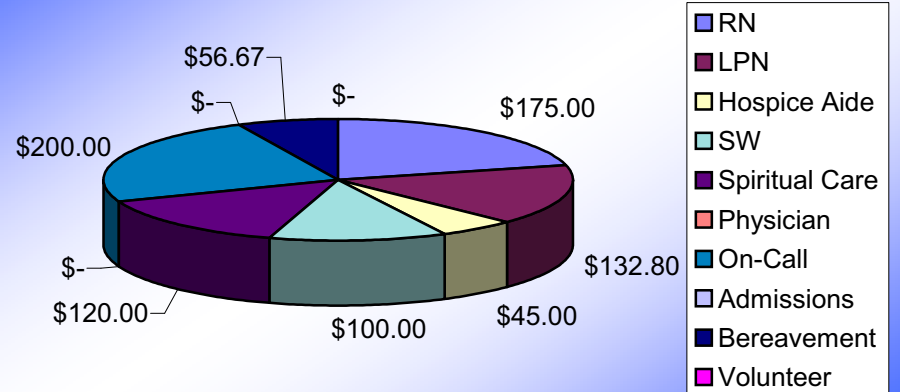
**Est. Visit-Hours For Each Patient Per Week**



**Direct Labor Cost Per Visit**



**Total Cost Per Visit**



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%
<b>Total</b>	<b>100.00%</b>		<b>100.00%</b>			<b>100.00%</b>	

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%
<b>Total</b>	<b>51.81%</b>	<b>-27%</b>	<b>41.88%</b>	<b>18.26%</b>	<b>71.32%</b>	<b>38.00%</b>	<b>80%</b>

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%
<b>Total</b>	<b>11.53%</b>	<b>-66%</b>	<b>20.20%</b>	<b>6.33%</b>	<b>33.64%</b>	<b>22.00%</b>	<b>30%</b>

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

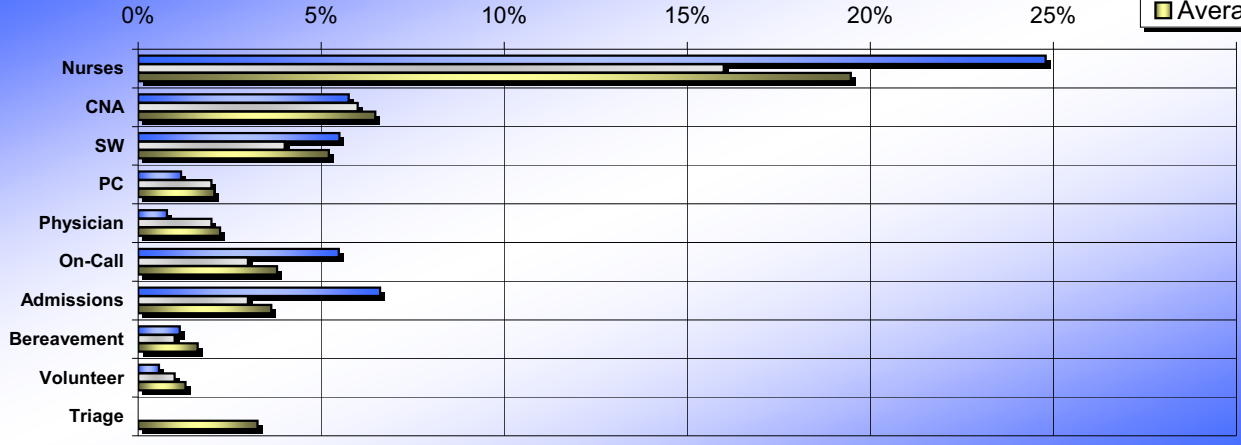
37.66% -32% 34.23% 14.45% 55.32% 30.00% 60%

Net Segment Income

-1.00% -101% 6.98% -41.31% 77.02% 10.00% 40%

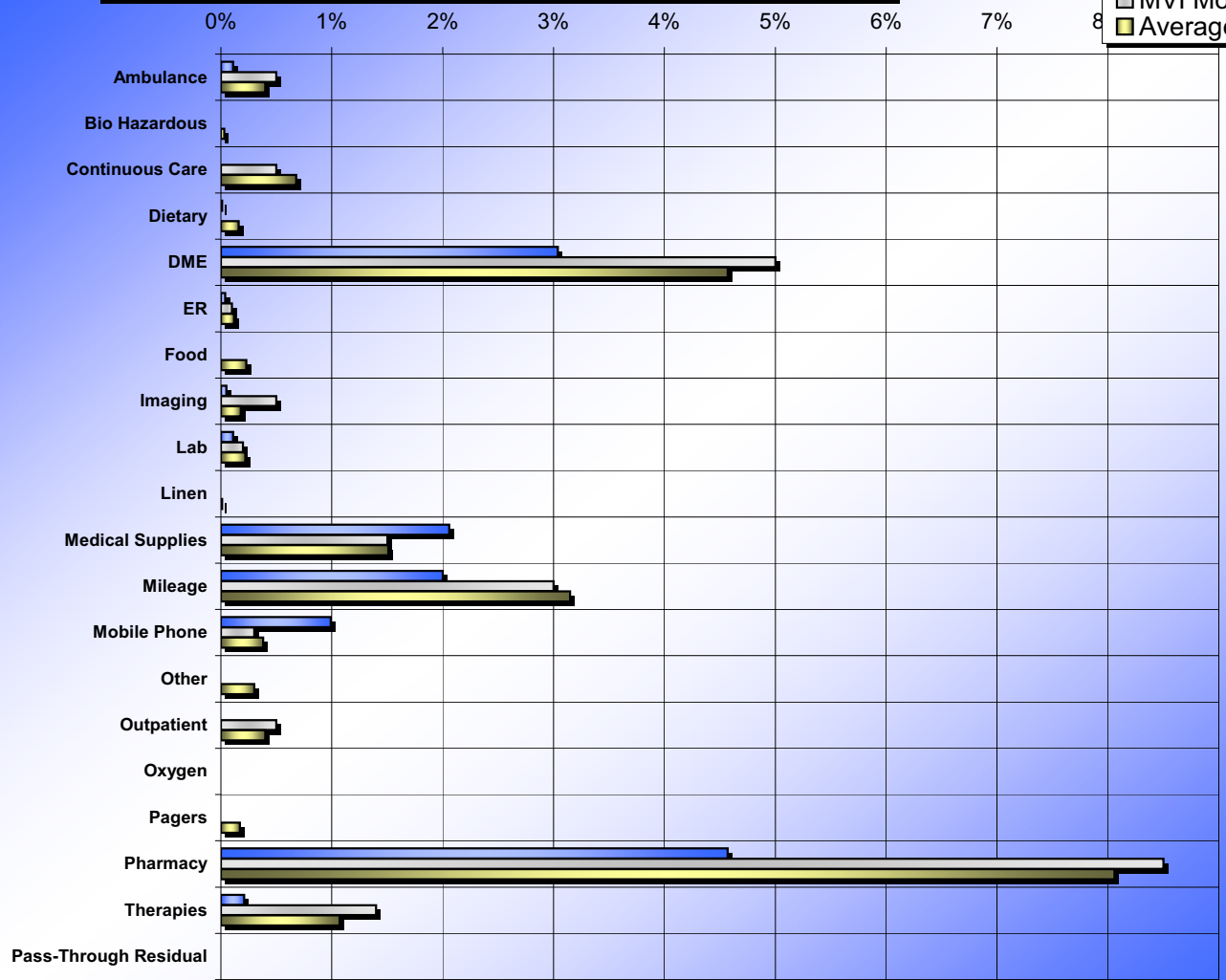
### Hospice Direct Labor Percent of Net Revenue

■ Your Data  
■ MVI Model  
■ Average



### Hospice Direct Patient-Related Percent of Net Revenue

■ Your Data  
■ MVI Model  
■ Average



Hospice Home Care Patient-Day Comparison

MVIB

Region: West  
ADC Range: 0-30



Average Daily Census: 167  
2007 - YTD June

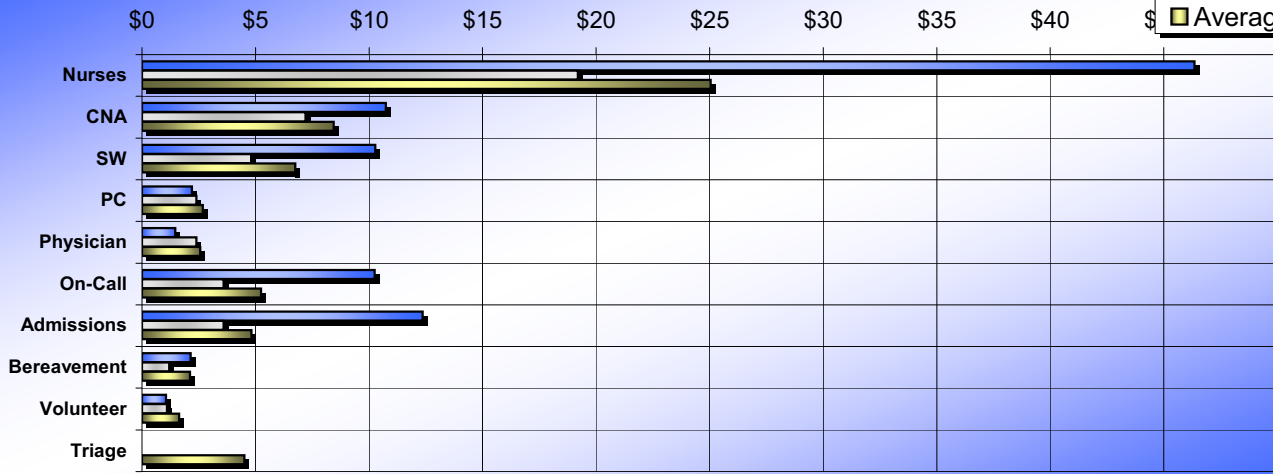
Composition - IP Unit(s): Yes Palliative: Yes



Count 200	Your Data	Ninetieth Percentile % Variance	Average	10th Percentile	90th Percentile	MVI Model	Your % Rank
Alerts:		20%					50%
<b>Revenue</b>							
Medicare	170.89	-8%	121.40	84.55	186.33	118.00	40%
Medicaid	6.05	-79%	5.92	0.01	29.23	6.00	30%
Commercial Benefit	9.57	-65%	7.93	0.06	27.51	8.00	20%
Commercial FFS	0.00	0%	0.95	0.02	1.21	0.00	10%
Medicaid RB (own unit)	0.00	0%	0.00	0.00	0.00	0.00	90%
Other RB (own unit)	0.00	0%	0.00	0.00	0.00	0.00	80%
Physician Billing	0.25	-94%	1.17	0.00	4.36	0.00	70%
Self Pay	0.00	0%	1.00	0.00	12.50	1.00	60%
Other Charity Rev	0.99	-93%	1.48	-0.17	14.42	1.00	50%
Adjustments	-0.83	-99%	-11.71	0.19	-67.74	-10.50	-80%
<i>Total</i>	186.92	-9%	127.02	98.43	205.76	123.50	
<b>Direct Labor</b>							
Nurses	46.35	-1%	25.05	12.64	46.70	19.20	60%
CNA	10.74	-49%	8.44	1.82	21.15	7.20	50%
SW	10.28	-26%	6.75	1.15	13.81	4.80	40%
PC	2.19	-68%	2.68	0.49	6.81	2.40	30%
Physician	1.47	-77%	2.56	0.04	6.52	2.40	20%
On-Call	10.25	-36%	5.25	0.30	16.06	3.60	10%
Admissions	12.36	-28%	4.82	0.46	17.17	3.60	90%
Bereavement	2.14	-66%	2.12	0.16	6.22	1.20	80%
Volunteer	1.06	-75%	1.63	0.16	4.27	1.10	70%
Triage	0.00	0%	4.50	1.15	8.82	0.00	60%
<i>Total</i>	96.84	-4%	54.22	30.22	101.16	45.50	50%
<b>Direct Patient Related Expenses</b>							
Ambulance	0.21	-94%	0.52	0.01	3.53	0.60	20%
Bio Hazardous	0.00	0%	0.04	0.00	0.71	0.01	70%
Continuous Care	0.00	0%	0.91	0.01	3.45	1.00	40%
Dietary	0.02	-99%	0.24	0.00	1.75	0.00	60%
DME	5.69	-53%	5.85	2.18	12.14	6.00	56685%
ER	0.07	-98%	0.18	0.00	4.85	0.14	20%
Food	0.00	0%	0.29	0.00	1.69	0.00	50%
Imaging	0.09	-93%	0.24	0.00	1.40	0.60	40%
Lab	0.21	-88%	0.32	0.01	1.73	0.50	50%
Linen	0.00	0%	0.02	0.01	0.02	0.00	30%
Medical Supplies	3.84	-7%	1.97	0.66	4.11	2.00	40%
Mileage	3.75	-62%	4.02	1.26	9.82	3.00	80%
Mobile Phone	1.86	-9%	0.50	0.01	2.04	0.35	20%
Other	0.00	0%	0.32	0.00	6.23	0.00	90%
Outpatient	0.00	0%	0.51	0.00	3.46	0.70	90%
Oxygen	0.00	0%	0.00	0.00	0.00	0.00	30%
Pagers	0.01	-100%	0.19	0.00	1.63	0.00	30%
Pharmacy	8.54	-63%	10.34	3.92	23.17	10.20	13122%
Therapies	0.39	-96%	1.45	0.00	9.81	2.40	10%
Pass-Through Residual	-3.11	-136%	-0.39	-8.88	8.68	0.00	70%
<i>Total</i>	21.56	-51%	25.67	10.60	44.04	27.50	60%
<b>Total Direct Expense</b>	118.40	-8%	79.55	41.64	128.17	73.00	50%
<b>Contribution Margin</b>	68.52	-39%	47.21	11.52	112.83	50.50	40%
<b>Indirect Expense</b>	70.39	0%	43.10	17.13	70.39	36.00	30%
<b>Net Segment Income</b>	(1.87)	-102%	9.28	(45.89)	86.95	14.50	20%

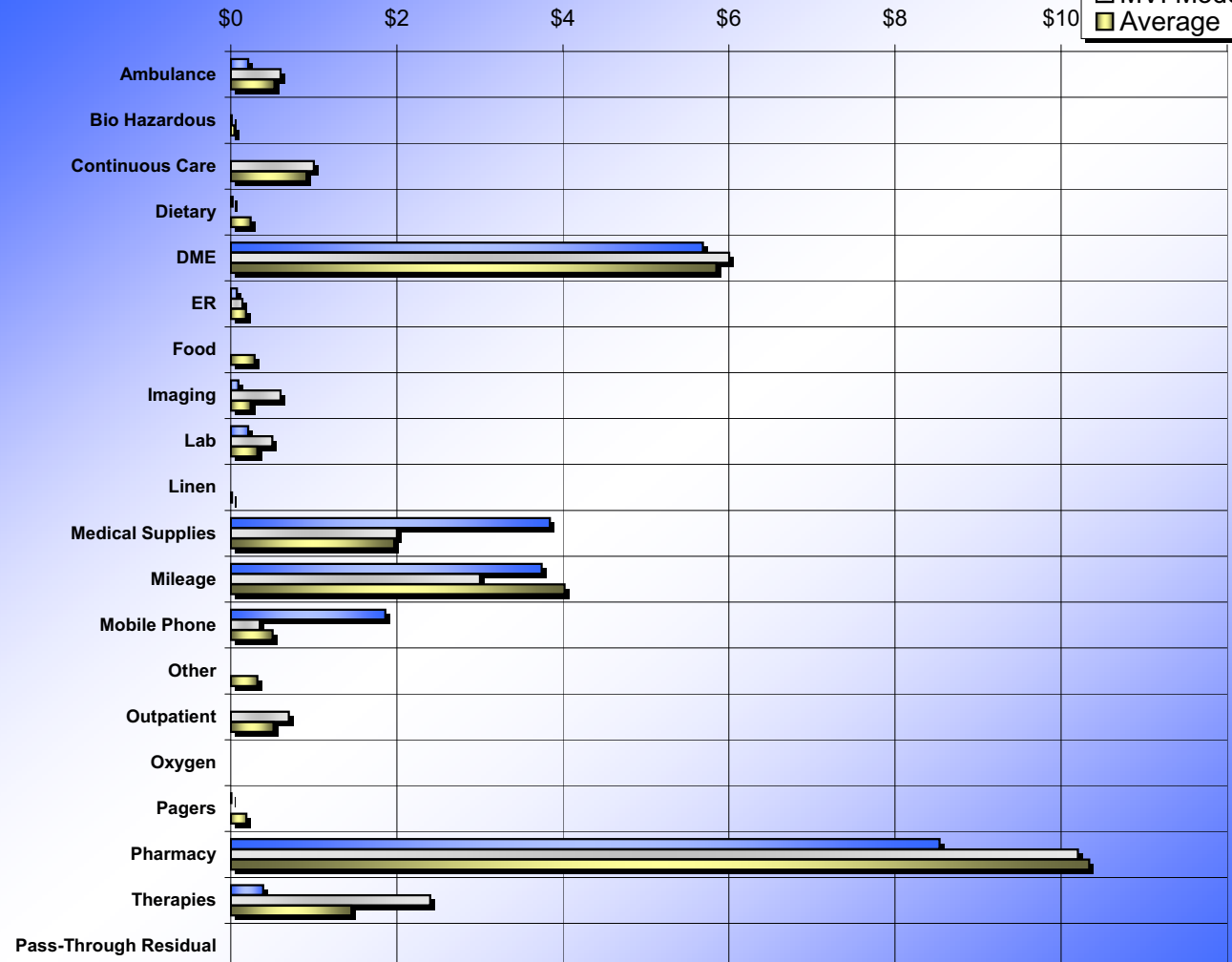
### Hospice Direct Labor Patient-Day Amount

■ Your Data  
 ■ MVI Model  
 ■ Average



### Hospice Direct Patient-Related Patient-Day Amount

■ Your Data  
 ■ MVI Model  
 ■ Average



**Analysis of Indirect Costs**

**MVIB**

**Region: West  
ADC Range: 0-30**

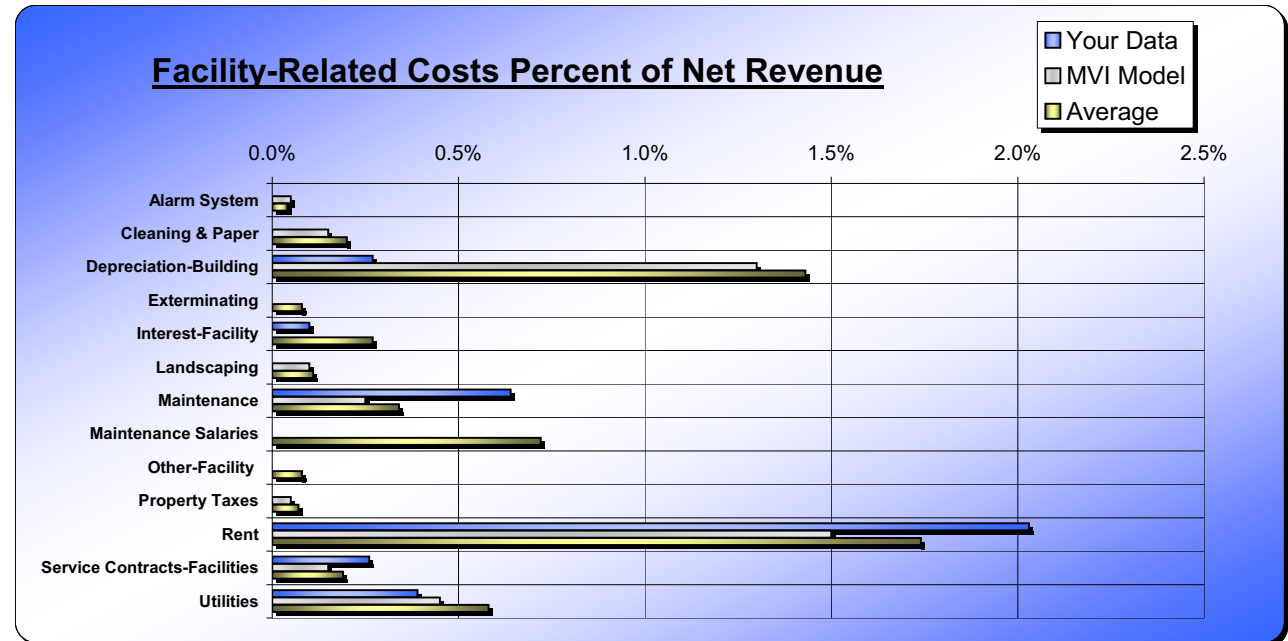
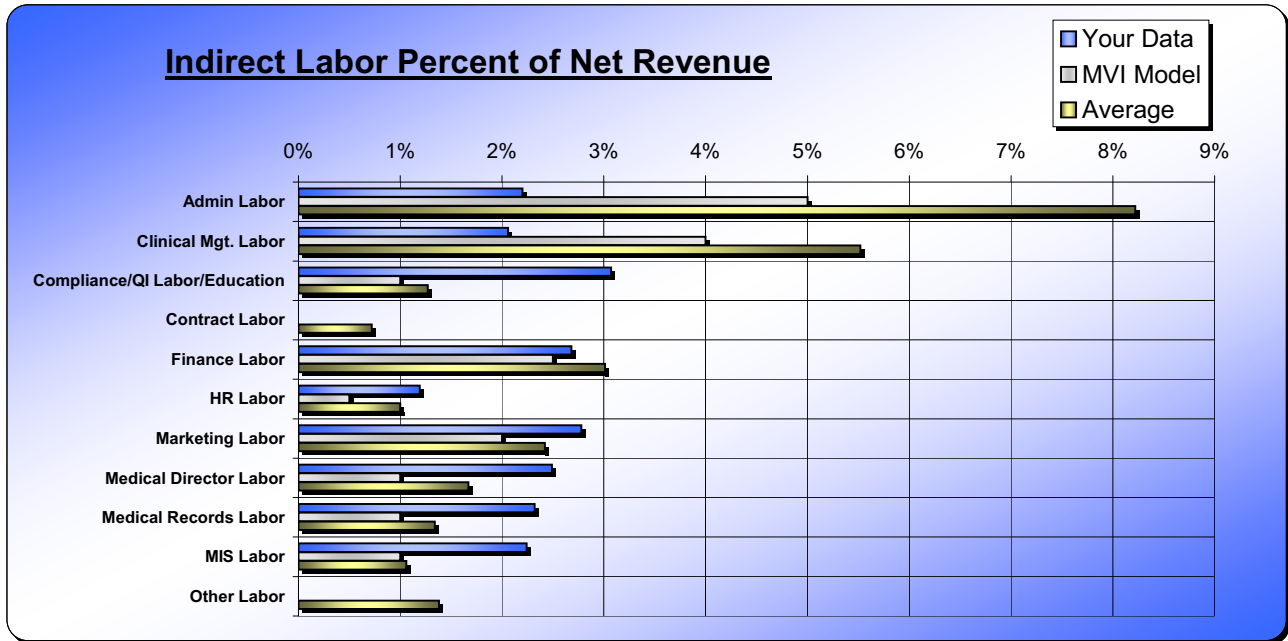


**Average Daily Census: 172  
2007 - YTD June**

**Composition - IP Unit(s): Yes Palliative: Yes**



Count 200	Your Data	MVI Model % Variance	Average	10th Percentile	90th Percentile	MVI Model	Your % Rank
<i>Alerts:</i>		<b>20%</b>					<b>50%</b>
<b>Indirect Labor</b>							
Admin Labor	2.20%	-56%	8.22%	1.40%	29.70%	5.00%	40%
Clinical Mgt. Labor	2.06%	-49%	5.52%	0.01%	14.80%	4.00%	30%
Compliance/QI Labor/Education	3.07%	207%	1.27%	0.09%	4.20%	1.00%	50%
Contract Labor	0.00%	0%	0.72%	0.01%	3.44%	0.00%	30%
Finance Labor	2.68%	7%	3.01%	0.13%	9.23%	2.50%	10%
HR Labor	1.19%	138%	1.00%	0.04%	2.51%	0.50%	60%
Marketing Labor	2.78%	39%	2.42%	0.01%	6.71%	2.00%	80%
Medical Director Labor	2.49%	149%	1.67%	0.08%	6.89%	1.00%	20%
Medical Records Labor	2.32%	132%	1.34%	0.02%	4.06%	1.00%	70%
MIS Labor	2.24%	124%	1.06%	0.01%	3.92%	1.00%	90%
Other Labor	0.00%	0%	1.38%	0.01%	6.26%	0.00%	40%
<i>Total</i>	25.34%	41%	21.59%	9.22%	35.73%	18.00%	20%
<b>Operational Costs</b>							
Answering Service	0.00%	0%	0.12%	0.00%	0.41%	0.05%	10%
Accounting/Audit	0.14%	-72%	0.61%	0.05%	4.59%	0.50%	90%
Bank Service	0.01%	-80%	0.07%	0.00%	1.05%	0.05%	80%
Computer Expenses	0.03%	-96%	0.78%	0.03%	3.87%	0.70%	70%
Consulting/Professional Fees	0.28%	-7%	0.52%	0.00%	8.70%	0.30%	60%
Continuing Education	0.67%	-55%	0.52%	0.01%	4.02%	1.50%	50%
Copier Expense	0.24%	-4%	0.22%	0.00%	0.85%	0.25%	30%
Depreciation-Major Moveable	1.33%	0%	1.23%	0.05%	4.16%	0.00%	20%
Dues, Licenses & Subscriptions	0.38%	-24%	0.49%	0.03%	2.10%	0.50%	40%
Insurance	0.77%	93%	0.76%	0.07%	4.02%	0.40%	20%
Interest-Operating	0.00%	0%	0.41%	0.00%	2.00%	0.30%	10%
Lease/Rent Equipment	0.00%	0%	0.20%	0.00%	0.99%	0.10%	90%
Legal	0.00%	0%	0.19%	0.00%	3.40%	0.10%	80%
Marketing Other	0.67%	-33%	0.88%	0.08%	4.49%	1.00%	40%
Meeting Expense	0.01%	-93%	0.21%	0.01%	1.76%	0.15%	70%
Mileage-Non-Patient	0.06%	-70%	0.29%	0.01%	2.01%	0.20%	60%
Minor Equipment	0.29%	190%	0.14%	0.00%	0.89%	0.10%	50%
Miscellaneous	0.04%	0%	0.32%	0.01%	1.44%	0.00%	40%
Office Supplies	0.73%	46%	0.64%	0.05%	2.99%	0.50%	30%
Other Expenses	0.00%	0%	0.30%	0.00%	5.95%	0.00%	30%
Pagers (Non-Patient)	0.00%	0%	0.04%	0.00%	0.24%	0.00%	20%
Postage/Mailings	0.09%	-55%	0.26%	0.01%	0.86%	0.20%	10%
Printing	0.25%	-50%	0.41%	0.00%	1.91%	0.50%	90%
Service Contracts-Operating	0.68%	580%	0.14%	0.01%	1.28%	0.10%	80%
Telephone	0.33%	-34%	0.63%	0.02%	2.12%	0.50%	70%
Training-Groups	0.00%	0%	0.12%	0.00%	0.84%	0.00%	50%
Vehicle Exp-Owned/Lease	0.00%	0%	0.13%	0.00%	1.22%	0.00%	60%
<i>Total</i>	7.00%	-13%	8.70%	3.20%	18.81%	8.00%	10%
<b>Facility-Related Costs</b>							
Alarm System	0.00%	0%	0.04%	0.00%	0.23%	0.05%	80%
Cleaning & Paper	0.00%	0%	0.20%	0.00%	0.92%	0.15%	70%
Depreciation-Building	0.27%	-79%	1.43%	0.02%	4.79%	1.30%	90%
Exterminating	0.00%	0%	0.08%	0.00%	0.80%	0.00%	60%
Interest-Facility	0.10%	0%	0.27%	0.00%	3.02%	0.00%	50%
Landscaping	0.00%	0%	0.11%	0.00%	0.48%	0.10%	10%
Maintenance	0.64%	156%	0.34%	0.00%	1.94%	0.25%	90%
Maintenance Salaries	0.00%	0%	0.72%	0.08%	2.10%	0.00%	0%
Other-Facility	0.00%	0%	0.08%	0.00%	1.31%	0.00%	20%
Property Taxes	0.00%	0%	0.07%	0.00%	1.95%	0.05%	80%
Rent	2.03%	35%	1.74%	0.03%	8.13%	1.50%	70%
Service Contracts-Facilities	0.26%	73%	0.19%	0.00%	1.36%	0.15%	60%
Utilities	0.39%	-13%	0.58%	0.00%	1.98%	0.45%	50%
<i>Total</i>	3.69%	-8%	3.95%	0.89%	12.42%	4.00%	40%
<b>Total Indirect Costs</b>	36.02%	20%	34.28%	15.62%	59.99%	30.00%	30%



## Operational Costs Percent of Net Revenue

