AcadeMetrics™:
The Academy’s Free Benchmarking Tool

An Overview of Seven Benchmarking Reports to Increase Your Practice Efficiency
Interpreting and Using this Report

To protect your practice identity only aggregate data will be displayed. Demographic information is never displayed and users are not be able to filter by state, only region and population.

As you review these statistics, keep in mind that every practice is unique. Your office being particularly high or low on a given ratio may be normal for your situation.

Percentiles
Percentiles are used to help you to gauge how your practice’s results compare to the entire dataset or the subset you selected as identified in the filters above. The 50th percentile is the point at which half of the practices are below and half are above. The 25th percentile is the figure where 25% of the practices are below and 75% are above, etc.

Using Filters
If filters are applied, your comparisons are benchmarked against a subset of the practices that participated each year. We suggest you use them sparingly. Comparison data will only be shown when we have 10 or more responses that match your filter selection (if applied).

2019 Data
The 2019 data column is a duplicate of 2018 data. 2019 data entry opened April 15th, 2020 and will be reported in the fall once the platform is closed.

If you have questions, comments or feedback, please contact us at acadedemetrics@aao.org.
Productivity Ratios and Definitions

The following ratios show the trends for provider productivity:

- Collections per full time equivalent Ophthalmologist or Optometrist by specialty:
  - Total Collections by Ophthalmologist divided by Total MD FTE
  - Total Collections by Optometrist divided by Total OD FTE

- Encounters (i.e. exams) per full time equivalent physician by specialty:
  - Total Encounters Ophthalmologist divided by Total MD FTE
  - Total Encounters Optometrist divided by Total OD FTE

These figures can be used to determine whether your providers are producing collections similar to what other providers of similar specialty are producing. If your providers’ collections are low, you can review the number of encounters and collections per encounter to assess whether the provider is seeing fewer patients than normal or is receiving less per patient in average collections.

- NOTE: Full-time FTE equals 10 half day sessions per week
Clinical Collections per FTE Optometrist

- **Legend**
  - My Practice
  - 25th Percentile
  - 50th Percentile
  - 75th Percentile

- **Collections per FTE ($)**
  - $0
  - $100,000
  - $200,000
  - $300,000
  - $400,000
  - $500,000

- **Fiscal Years**
  - FY2014
  - FY2015
  - FY2016
  - FY2017
  - FY2018
  - FY2019
The following ratios show the trends in accounts receivable.

• A/R days outstanding tells you the number of days of charges that are in your accounts receivable balance. The lower this figure, the quicker your payers are making payments, although if you do a significant volume of patient-paid work that is collected prior to services being rendered, this figure may mask some collection problems.

• Total accounts receivable divided by (total charges divided by 365 days).

• Net collection ratio indicates the percentage of total allowed collections you collected during the year and should generally be above 95%.

• Net Collections = Gross charge less contractual adjustments:  Gross Charges do not include retina drugs, facility fees, non-MD services

• Accounts receivable by aging period (e.g. 0-30 days, 31-60 days, etc.) shows what percentage of your A/R is in each aging bucket. High percentages in the older buckets can be an indication of collection problems or a lack of writing off bad debt.
Reboot Your Practice: Post-COVID-19 Recovery Roadmap for the Ophthalmic Practice

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