

## Benchmark Indicator Analysis

Prepared: January 6, 2006  
Sample Hospital Sample Hospital

### Your Information:

Facility Bed Size:	250
Average Daily Census:	41.9
Total Accounts Receivable:	\$7,722,450
Cash Receipts per Month:	\$1,808,374
Gross Revenue per Month:	\$2,843,505
A/R Over 90 Days:	\$3,840,899
Monthly Cost of Admissions Office:	\$45,000
Monthly Cost of B.O. (billing/collections):	\$40,000
Write Offs per Month - Administrative:	\$135,675
Write Offs per Month - Bad Debt:	\$207,817
Write Offs per Month - Charity:	\$86,487
Write Offs per Month - TOTAL:	\$429,979
Number of Open Accounts:	9,250
Percent A/R in Self Pay:	20.00%
Discharged Not Final Billed:	\$1,500,000

Data Provided: January 1, 2006  
Name of provider: Jane Doe, CFO

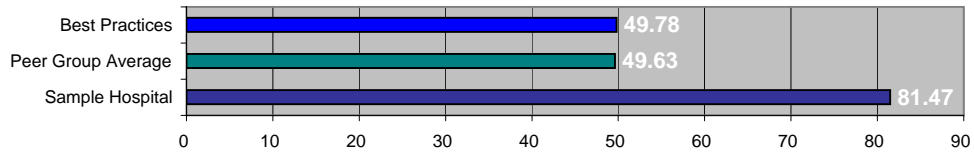
For additional  
information:

**re|solution**  
P.O. Box 27090  
Louisville, CO 8002  
800.355.0410  
[www.ereso.com](http://www.ereso.com)

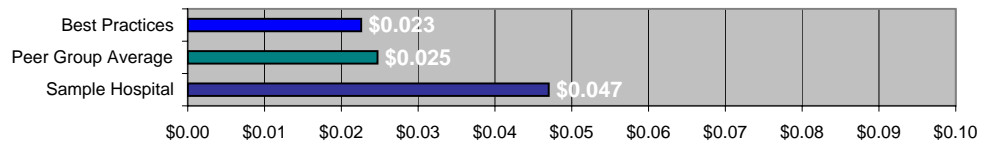
Robin Bradbury  
CEO  
303.318.4292 direct  
[robin@ereso.com](mailto:robin@ereso.com)

### Sample Hospital

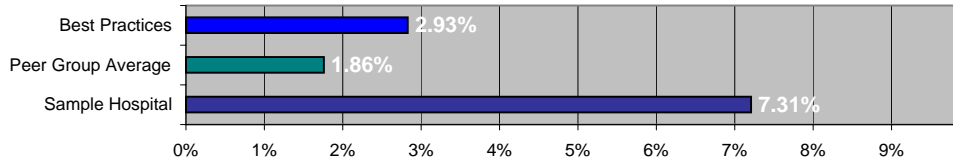
Gross Days in A/R Outstanding



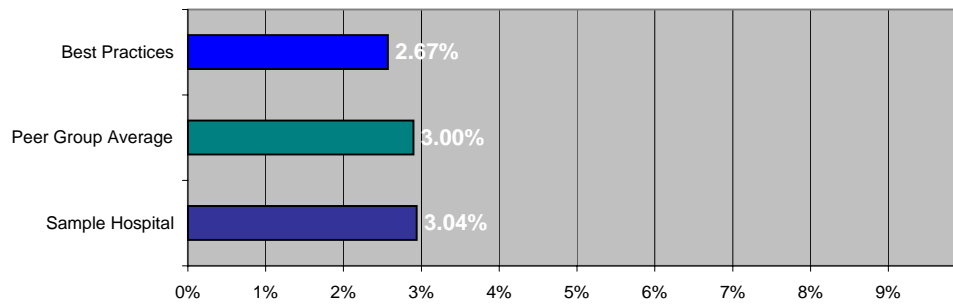
Cost to Collect per Dollar



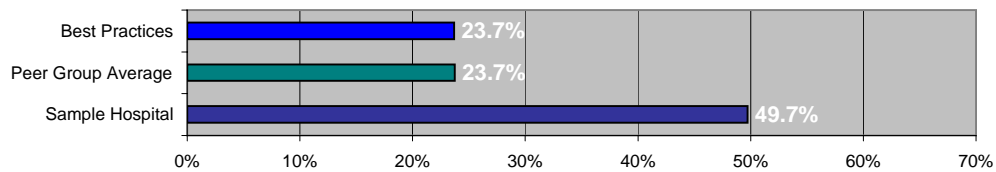
BAD DEBT Write-Offs as a Percentage of Revenue



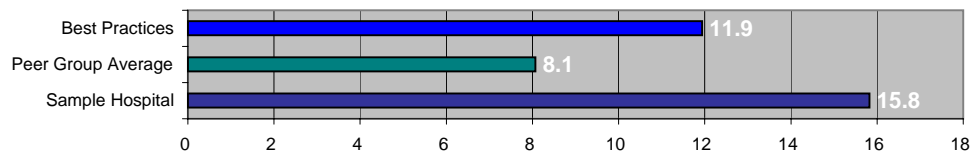
CHARITY Write-Offs as a Percentage of Revenue



A/R Greater than 90 Days as a Percentage of Total A/R



Days in Discharged Not Final Billed



## Opportunity Analysis

Sample Hospital

January 6, 2006

	Hospital	Peer Group	Difference	Cash Opportunity
AR Days Reduction	81	50	32	\$1,919,566
Days over 90 Reduction	49.7%	23.7%	26.0%	\$1,004,181
DNFB Reduction	15.8	8.1	7.76	\$467,497
Cost to Collect Reduction	\$ 0.047	\$ 0.025	\$ 0.022	\$256,234
Bad DebtWrite off Reduction	7.3%	1.9%	5.4%	\$929,567
Charity Write off Reduction	3.0%	3.0%	0.0%	\$7,091

	Hospital	Best Practices	Difference	Cash Opportunity
AR Days Reduction	81	50	32	\$1,910,524
Days over 90 Reduction	49.7%	23.7%	26.0%	\$1,005,725
DNFB Reduction	15.8	11.9	3.89	\$234,217
Cost to Collect Reduction	\$ 0.047	\$ 0.023	\$ 0.024	\$280,360
Bad DebtWrite off Reduction	7.3%	2.9%	4.4%	\$747,014
Charity Write off Reduction	3.0%	2.7%	0.4%	\$63,392