

## Financial Benchmarking indicators include:

- \* Revenue per patient day (ppd)
- \* Net Revenue (ppd)
- \* Average Days Receivable/Revenue Outstanding (Receivable Management)
- \* Pharmacy/Medication Cost - (ppd)
- \* DME/O2 Concentrator Cost -(ppd)
- \* Other Direct Care Costs- (ppd)
- \* Salary Cost - Direct Care -(ppd)
- \* Benefits Cost - Direct Care -(ppd)
- \* Total Salary & Benefit Cost - Direct Care- (ppd)
- \* Salary Cost -Support/G & A-(ppd)
- \* Benefit Cost - Support/G&A-(ppd)
- \* Total Salary & Benefit Cost- Support/G&A- (ppd)
- \* Total Support/G & A Cost(ppd)
- \* Other income (ppd):
  - \* Fundraising (non-profit only)
  - \* Donations/Memorials (non-profit only)
  - \* Planned Giving (non-profit only)
- \* Inpatient Units (ppd):
  - \* Salary Cost
  - \* Benefit Cost
  - \* Pharmacy/Medications/Infusions
  - \* Shift differential (by shift)
  - \* Revenue (Net Fee-for-service)
  - \* Support Cost (including support salaries and benefits)
- \* Other pertinent Data Collection and Statistics
  - \* ADC
  - \* Total patient days (Routine Home Care & General Inpatient)
  - \* ALOS (Routine Home Care & General Inpatient)
  - \* MLOS
  - \* Total Continuous Care days ( we will calculate % of total days for the sampling)

### Special Notes:

1. *Freestanding vs. hospital/facility-based segregation relative to costs as numbers can get skewed by per diem reimbursement for Hospital contracted arrangements*
2. *In addition, we will calculate percent of Net Revenue for each of the categories above*
3. *Calculations will be predicated upon "average" revenue and "average" cost*

QAPI Coach is a data collection and benchmarking project offered by the



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