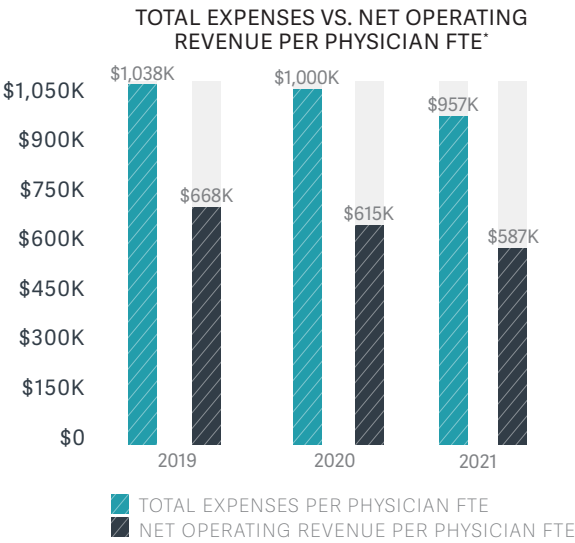


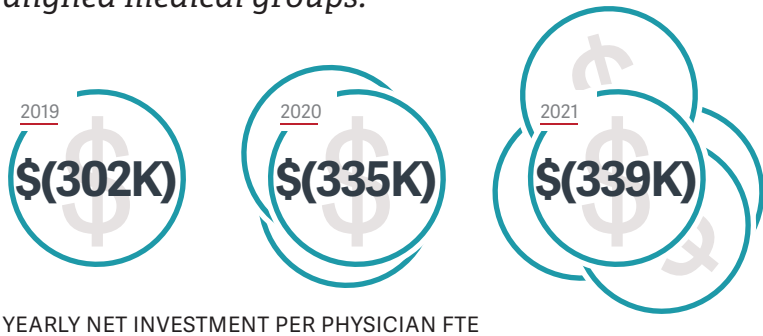
MEDICAL GROUP PERFORMANCE SURVEY



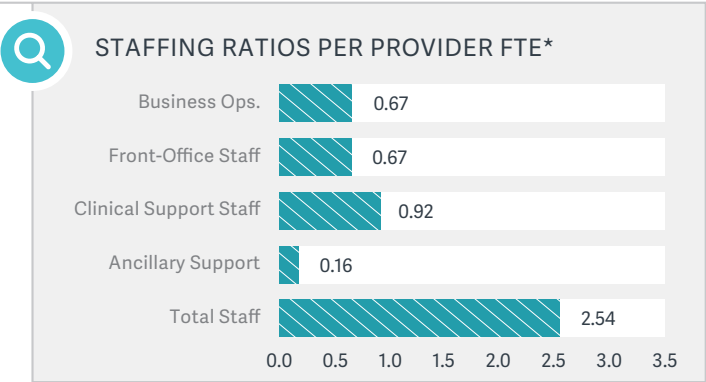
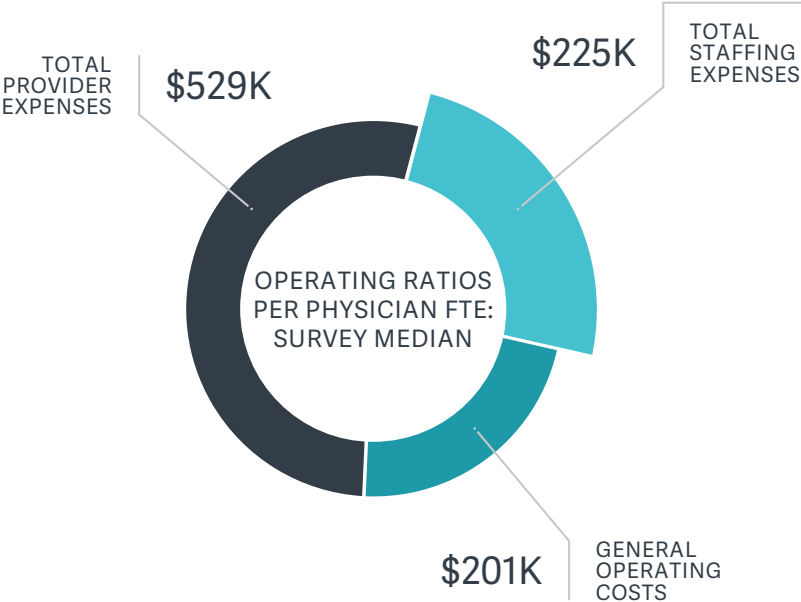
AM I INVESTING TOO MUCH IN MY PROVIDER ENTERPRISE?



Decreasing revenue and expenses result in flattened net investment per physician in system-aligned medical groups.



WHERE SHOULD WE BE DIRECTING RESOURCES TO IMPROVE CURRENT PERFORMANCE?



Measuring and understanding expenses by category allows medical group leaders to appropriately direct improvement resources and drive financial performance.



HOW DOES OUR HEALTH SYSTEM SERVICE LINE STRATEGY IMPACT OUR MEDICAL GROUP'S FINANCIAL PERFORMANCE?

Service line mix impacts overall medical group profitability.

	NET INVESTMENT BY SERVICE LINE*		
	Per Physician FTE	Per Provider FTE	Per WRVU
Cardiology	\$(510,496)	\$(333,414)	\$(47.41)
Hospitalist	\$(297,231)	\$(248,735)	\$(61.08)
Orthopedic Surgery	\$(526,414)	\$(325,929)	\$(56.07)
Primary Care	\$(274,639)	\$(206,781)	\$(48.23)

*Includes all professional services affiliated with the medical group.

ECG's Medical Group Performance Survey includes results for 55 different service lines.

Benchmark data shown is for illustrative purposes only. Contact ECG for more information.

There's more.

Get in-depth insights: ECG's survey includes 75 revenue, cost, and staffing performance benchmark metrics for 55 unique service lines.

For more information on how to compare your medical group's performance to large, system-aligned medical groups, visit www.ecgmc.com/cost, or contact Maria Hayduk at 469-729-2600/mhayduk@ecgmc.com.