



Top 5 Signs You Need Better Costing Information

5

YOU DON'T KNOW YOUR COST PER CPT CODE

Most teams are using flawed methodologies (i.e. the wrong denominator) to determine cost per hour or event. Others cannot break down staff production to this level. All of this contributes to **underestimating true costs**.



4

YOU DON'T KNOW YOUR TRUE OVERHEAD RATE

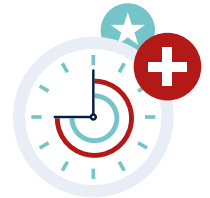
Required overhead percentages in contracts are usually much lower than actual costs. The average **actual overhead rate is 3 - 4 times higher** than the standard targets set in contracts.



3

YOU CANNOT IDENTIFY COST PER HOUR FOR DIFFERENT PROGRAMS OR STAFF TYPES

Many teams do not know this. And **they don't have a way to break out what they paid staff by the hours** they delivered in each program. This should be an automated function in every payroll system.



2

YOUR TEAM'S COLLECTION RATES ARE LACKING

You might have the best clinical staff working hard and delivering excellent care. But if you are not able to collect for their work, then what is the point! **If you are not getting paid, then you can't pay your staff.**



1

YOUR TEAM IS NOT HITTING THEIR DIRECT SERVICE TARGETS

The average team sees **only 20% of their staff actually hit their production target**... regardless of the target. Poorly functioning EHRs, overbearing paperwork and missed appointments keep teams from hitting targets.

