

<b>Benchmark</b>	<b>Calculation used to derive Benchmark</b>
<b>Section 1. Financial Receipts and Income</b>	
Professional clinical collections per FTE Ophthalmologist (MD/DO)	$\frac{[\text{Total Ophthalmologist (MD/DO) clinical net revenue}]}{[\text{Total number of FTE Ophthalmologists (MDs/DOs)}]}$
Professional clinical collections per FTE Optometrist (OD)	$\frac{[\text{Total Optometrist (OD) clinical net revenue}]}{[\text{Total number of FTE Optometrists (ODs)}]}$
Clinical revenue per encounter for Ophthalmologist (MD/DO)	$\frac{[\text{Total Ophthalmologist (MD/DO) Clinical Net Revenue}]}{[\text{Total Ophthalmologist (MD/DO) Encounters}]}$
Clinical revenue per encounter for Optometrist (OD)	$\frac{[\text{Total Optometrist (OD) clinical net revenue}]}{[\text{Total Optometrist (OD) encounters}]}$
Practice net collections per FTE staff member	$\frac{[\text{Total clinical net revenue}]}{[\text{Total number of FTE staff}]}$
Practice net collections per FTE billing office staffer	$\frac{[\text{Total clinical net revenue}]}{[\text{Total number of FTE billing staff}]}$
<b>Section 2. Financial Costs and Expenses</b>	
Clinic operating expenses per encounter by entire practice	$\frac{[\text{Total clinic operating expenses}]}{[\text{Total encounters for all providers}]}$
Clinical operating expenses as a % of net collections (Overhead Ratio)	$\frac{[\text{Total clinical operating expenses}]}{[\text{total clinical net revenues}]}$
Non MD/DO/OD clinical staff cost per encounter	$\frac{[\text{Total non-MD/DO/OD clinical staff cost}]}{[\text{Total encounters for all providers}]}$
Front office staff cost per encounter	$\frac{[\text{Total front office staff cost}]}{[\text{Total encounters for all providers}]}$
Total staff wage and benefit cost as a % of net collections	$\frac{[\text{Total staff cost}]}{[\text{Total clinical net revenue}]}$
Total front office wage and benefit cost as a % of net collections	$\frac{[\text{Total front office staff cost}]}{[\text{Total clinical net revenue}]}$
Total billing staff wage and benefit cost as a % of net collections	$\frac{[\text{Total billing staff cost}]}{[\text{Total clinical net revenue}]}$
Total non-MD/DO/OD clinical staff wage and benefit costs as a % of net collections	$\frac{[\text{Total non-MD/DO/OD clinical staff cost}]}{[\text{Total clinical net revenue}]}$
<b>Section 3. Staffing Levels</b>	
Number FTE Optometrists (ODs) per FTE Ophthalmologist (MD/DO)	$\frac{[\text{Total number of FTE Optometrists (ODs)}]}{[\text{Total number of FTE Ophthalmologists (MDs/DOs)}]}$
Number FTE front office staff per FTE MD/DO/OD	$\frac{[\text{Total number of FTE front office staff}]}{([\text{Total number of FTE Ophthalmologists (MDs/DOs)}] + [\text{Total number of FTE Optometrists (ODs)})}$
Number FTE non MD/OD clinical staff per FTE MD/DO/OD	$\frac{[\text{Total number of FTE non MD/DO/OD clinical staff}]}{([\text{Total number of FTE Ophthalmologists (MDs/DOs)}]}$

	+ [Total number of FTE Optometrists (ODs)]
Percentage of practices that employ ODs	$[\text{Number of practices employing ODs}] \div [\text{Total number of practices}]$
<b>Section 4. Accounts Receivable Management</b>	
Total days clinical A/R outstanding	$[\text{Total \$ clinical A/R}] \div ([\text{Total gross charges for fiscal year}] \div 365)$
Percentage clinical A/R in "current"	$[\text{Total \$ clinical A/R 0-30 days}] \div [\text{Total \$ clinical A/R}]$
Percentage clinical A/R in "31-60 days"	$[\text{Total \$ clinical A/R 31-60 days}] \div [\text{Total \$ clinical A/R}]$
Percentage clinical A/R in "61-90 days"	$[\text{Total \$ clinical A/R 61-90 days}] \div [\text{Total \$ clinical A/R}]$
Percentage clinical A/R in "91-120 days"	$[\text{Total \$ clinical A/R 91-120 days}] \div [\text{Total \$ clinical A/R}]$
Percentage clinical A/R in "121+ days"	$[\text{Total \$ clinical A/R 121+ days}] \div [\text{Total \$ clinical A/R}]$
<b>Section 5. Throughput and Productivity</b>	
Total encounters per FTE Ophthalmologist (MD/DO)	$[\text{Total Ophthalmologist (MD/DO) encounters}] \div [\text{Total number of FTE Ophthalmologists (MDs/DOs)}]$
Total encounters per FTE Optometrist (OD)	$[\text{Total Optometrist (OD) encounters}] \div [\text{Total number of FTE Optometrists (ODs)}]$
New patient encounters as a % of total encounters by entire practice	$[\text{Total new patient encounters}] \div [\text{Total encounters for all providers}]$
Encounters per FTE non-MD/DO/OD clinical staff	$[\text{Total encounters for all providers}] \div [\text{Total number of FTE non MD/DO/OD clinical staff}]$
Encounters per FTE front office staff	$[\text{Total encounters for all providers}] \div [\text{Total number of FTE front office staff}]$
<b>Section 6. Facility</b>	
Total clinic facility expenses as a % of total net collections	$[\text{Total clinic facility expenses}] \div [\text{Total clinical net revenue}]$
<b>Section 7. Bottom Line</b>	
Net clinical compensation per FTE Ophthalmologist (MD/DO)	$[\text{Total Ophthalmologist (MD/DO) clinical compensation}] \div [\text{Total number of FTE Ophthalmologists (MDs/DOs)}]$
Net clinical compensation per FTE Optometrist (OD)	$[\text{Total Optometrist (OD) clinical compensation}] \div [\text{Total number of FTE Optometrists (ODs)}]$
Net clinical compensation per FTE owner	$[\text{Total owner compensation from clinical operations}] \div [\text{Total number of FTE owners}]$
<b>Section 8. Optical Benchmarks</b>	
Optical collections per FTE MD/DO/OD	$[\text{Total optical net collections}] \div ([\text{Total number of FTE Ophthalmologists (MDs/DOs)}] + [\text{Total number of FTE Optometrists (ODs)}])$

	of FTE Optometrists (ODs)) )
Optical collections per FTE Optician	$[\text{Total optical net collections}] \div [\text{Total number FTE opticians}]$
Optical collections per practice encounter	$[\text{Total optical net collections}] \div [\text{Total encounters for all providers}]$
Optical cost of goods sold as % of net optical collections	$[\text{Total optical cost of goods (COG)}] \div [\text{Total optical net collections}]$
Optical operating expenses as % of net optical collections	$[\text{Total optical operating expenses}] \div [\text{Total optical net collections}]$
Optical Rx capture rate	$[\text{Total number of optical sales}] \div [\text{Total number of refractions (92015)}]$
Average revenue per sale	$[\text{Total optical net collections}] \div [\text{Total number of optical sales}]$
Average cost per sale	$( [\text{Total optical cost of goods (COG)}] + [\text{Total optical operating expenses}] ) \div [\text{Total number of optical sales}]$
Average net profit per sale	$[\text{Total optical Net Profit or Loss}] + [\text{Total number of optical sales}]$
Total optical net profit or loss	$[\text{Total optical net collections}] - ([\text{Total optical cost of goods (COG)}] + [\text{Total optical operating expenses}])$