

2017 BENCHMARKS

Vital to any ambulatory surgery center's (ASC) sustained success is the consistent use of benchmarking to drive decision making. And vital to effective benchmarking is the use of current, credible data. This Special Report from Avanza Healthcare Strategies provides a compilation of some of the most recently published ASC benchmarks. We encourage you to use these to help with your ASC strategic planning and to identify areas for immediate and long-term improvement.

Always keep in mind to use these benchmarks as a guide, and always take into account factors specific to you (e.g., cost of labor, facility size, regional variations in reimbursement) that may positively or negatively impact the metrics for your ASC. Our hope is that this Special Report will provide you a roadmap to begin, or continue, improving your ASC operations. If you have questions about how to establish a benchmarking process for your ASC, we are here to help.

Contact us at avanzastrategies.com.

SURGERY CENTER REVENUE PER CASE

BENCHMARK

	LOW	HIGH	YOURS
Gastroenterology, Revenue Per Case	\$630	\$1,590	
General Surgery, Revenue Per Case	\$1,050	\$3,670	
Gynecology, Revenue Per Case	\$1,300	\$3,783	
Ophthalmology, Revenue Per Case	\$1,050	\$1,475	
Orthopedic, Revenue Per Case	\$1,880	\$5,082	
Otolaryngology, Revenue Per Case	\$1,790	\$4,886	
Pain Management, Revenue Per Case	\$770	\$2,169	
Plastic Surgery, Revenue Per Case	\$1,355	\$3,261	
Podiatry, Revenue Per Case	\$1,781	\$3,687	
Urology, Revenue Per Case	\$1,677	\$5,697	

SURGERY CENTER FINANCIAL METRICS

BENCHMARK

	LOW	HIGH	YOURS
Salaries, Wages & Benefits as Percent of Net Revenue	17.8%	30.4%	
Supply Cost as Percent of Net Revenue	15.0%	32.7%	
Total Operating Expenses as Percent of Revenue	60.0%	85.0%	
Cash as Percent of Total Assets	10%	28%	
Bad Debt Percent	1.0%	2.8%	
Medicaid Reimbursement as a % of Medicare Reimbursement	50.0%	75.0%	
Commercial Reimbursement as a % of Medicare Reimbursement	105.0%	130.0%	
Medicare ASC Reimbursement as Percent of HOPD Reimbursement	56.0%	56.0%	
Cash as Days of Operating Expenses	30	75	
Days in Accounts Receivable	26	54	

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SURGERY CENTER OPERATIONAL METRICS

BENCHMARK

	LOW	HIGH	YOURS
Surgical Cases per Operating Room per Day	3.2	8.0	
Non-Surgical Cases per Operating Room per Day	3.4	12.6	
Operating Room Time per Case (minutes)	40	60	
Procedure Room Time per Case (minutes)	30	40	
Average Room Turnover (minutes)	6.0	10.0	
RN Time per Case (hours)	5.6	9.8	
Tech Time per Case (hours)	2.0	4.7	
Administrative Time per Case (hours)	3.2	6.6	
Total Staff Time per Case (hours)	11.3	19.6	

SURGERY CENTER SUPPLY COST METRICS

BENCHMARK

	LOW	HIGH	YOURS
ENT, Supply Costs Per Case	\$300	\$400	
General Surgery, Supply Costs Per Case	\$350	\$500	
Gastroenterology, Supply Costs Per Case	\$85	\$200	
Gynecology, Supply Costs Per Case	\$300	\$525	
Urology, Supply Costs Per Case	\$200	\$300	
Ophthalmology, Supply Costs Per Case	\$400	\$750	
Orthopedic, Supply Costs Per Case	\$600	\$800	
Pain Management, Supply Costs Per Case	\$50	\$100	

Supply costs do not include surgical implants or devices.

SURGERY CENTER ROOM UTILIZATION METRICS

BENCHMARK

	LOW	HIGH	YOURS
ENT, Annual Cases Per Room	1,000	1,200	
General Surgery, Annual Cases Per Room	1,000	1,200	
GI, Annual Cases Per Room	1,400	1,600	
GYN, Annual Cases Per Room	1,000	1,200	
Urology, Annual Cases Per Room	1,000	1,300	
Ophthalmology, Annual Cases Per Room	1,200	1,600	
Ortho, Annual Cases Per Room	750	850	
Pain Management, Annual Cases Per Room	1,300	1,500	

Sources: Beckers ASC Review, Accreditation Association for Ambulatory Health Care, Ambulatory Surgical Centers of America, HealthCare Appraisers, Provista, RemitData, MedPAC, Objective Health, VMG Health, The Advisory Board Company, Boulder Associate Architects, Avanza Client Database. Based on data available as of January 1 2017.

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