

Data-Driven Technology as Dynamic as Health Care Itself

Powered by SullivanCotter's proprietary benchmarking information, Benchmarks360™ is a suite of intelligent, web-based products that enables health care organizations to analyze and visualize workforce compensation and clinical productivity.

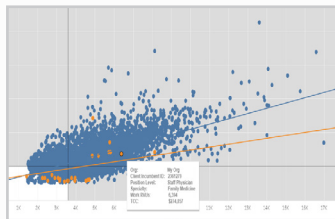
Designed to address enterprise-wide benchmarking needs for **executives, physicians, advanced practice providers and other clinical and non-clinical staff positions**, Benchmarks360™ provides critical industry-leading data, analyses and reporting to support the compensation decision-making process in an increasingly complex operating environment.

Workforce Compensation and Clinical Productivity Manager

Compare your organization's compensation and clinical productivity benchmarks to the nation's largest health systems and medical groups. Utilize SullivanCotter's proprietary data, representing over one million total incumbents, and other third party sources.

Scatterplots

- Plot your individual incumbents against market benchmarks
- Visually identify where outliers exist
- View regression data



Quantitative Reviews

- Model your incumbent compensation levels against client-established and common industry standard quantitative reviews
- Visually assess incumbents that fall outside of review threshold
- Define custom regulatory parameters for your organization
- Engage SullivanCotter consultants for detailed review

Custom Analysis

- Perform "what-if" analyses and evaluate against standard quantitative reviews and organization-specific parameters
- Generate multiple pro-forma scenarios
- Quickly assess compensation changes

Incumbent	Current Data	Proposed 1
Salary	1445 - Psychiatry - Child and Ad.	1445 - Psychiatry -
Position Level	Staff Physician	Staff Physician
Salary	\$223,000	\$150,000
k RVUs	2,516	1,600
Actions	\$184,305	\$250,000
Effective Date	1/1/2018	5/1/2019
IS	Processed	Processed
Rank	36	46
k RVUs Rank	16	23
Actions Rank	23	99
in SC Standard?	Yes	Yes

Clinical CPT Manager

Analyze and compare your organization's CPT coding distribution against national physician and APP clinical benchmarks at the specialty, work RVU and CPT level.

Coding Distribution

- Custom benchmarks for your organization
- Automation to remove data and reporting errors
- Multi-year coding profiles and trends
- Filter and configure views of APP and physician coding details for clearer insights

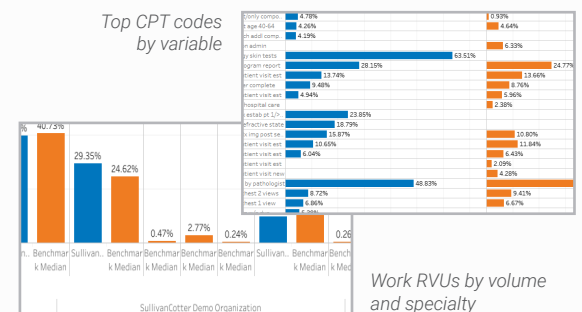
Annual CMS Changes

- Annual updates to codes and benchmarking data
- Analyze Evaluation and Management (E&M) code changes

Custom Analysis

- Assess impact of volume and full-time equivalent (FTE) changes

Top CPT codes by variable



Strengthening Workforce Analysis Through Data-Driven Insights

As one of the most comprehensive products of its kind, Benchmarks360™ comes with two distinct modules to help balance pay and clinical productivity across your organization.

	STANDARD	PRO
Workforce Compensation and Clinical Productivity Manager	<i>(See licensing information below)</i>	
Access to organization-wide benchmark data at 25th, 50th and 75th percentile increments	●	●
Create and save customized reports leveraging numerous available filters	●	●
Age data to common effective dates to improve reporting quality	●	●
Export data to PowerPoint, PDF, Excel and CSV	●	●
Leverage across entire organization with enterprise license		●
Visualize incumbents against market benchmarks		●
Optimize analyses with expanded benchmark percentiles from 1% - 99% for certain data		●
Exclusive access to data cuts not included in published survey reports		●
Real-time access to upload and update your organization's data		●
Monitor standard system quantitative reviews to identify incumbents for additional analysis		●
Add system quantitative reviews specific to your organization		●
Perform custom 'what-if' analyses		●
*Access to benchmarking data from the Medical Group Management Association (MGMA)		●
Load data from additional survey sources your organization has licensed (with appropriate NDAs)		●
Access to SullivanCotter consultants for formal opinions and recommendations (consulting fees apply)		●

**with appropriate licensing in place*

Clinical CPT Manager	<i>(See licensing information below)</i>
Assess CPT coding distribution against national physician and APP clinical benchmarks at the specialty, work RVU and CPT level	
Filter and configure views of APP and physician coding details for clearer insights	
Analyze changes to Evaluation and Management (E&M) codes	
Assess impact of volume and full-time equivalent (FTE) changes	
Create and save customized reports leveraging numerous available filters	
Leverage across entire organization with enterprise license	
Export data to PowerPoint, PDF, Excel and CSV	

Licensing Information

Benchmarks 360™ is offered exclusively to health care organizations who purchase one or more SullivanCotter survey reports.

Workforce Compensation and Clinical Productivity Manager comes in both a Standard (included with your survey purchase) and Pro version (upgrade available for additional licensing fee). **Clinical CPT Manager** can be purchased as a separate module.



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