

## AAOE Benchmarking Results Data Year 2022

### Sample Report

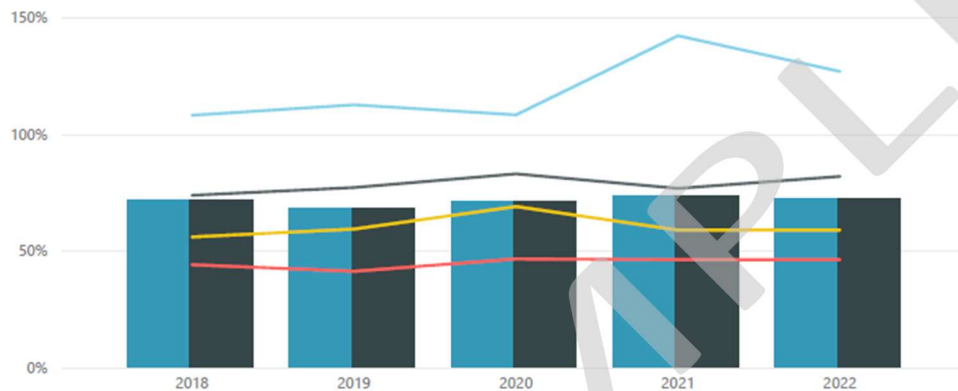
#### Compensation per Net Collections

*Specialty = Total Joints*

*Region = All (National Results)*

#### Compensation Per Net Collections

● Industry Average ● My Practice ● 25th ● Median ● 75th ● 90th



#### Compensation Per Net Collections

Survey Period	Industry Average	My Practice	25th	Median	75th	90th	Practices	Providers	My Percentile
2022	72.5%	72.5%	46.1%	58.8%	81.8%	126.8%	61	206	50.0%
2021	73.5%	73.5%	46.1%	58.8%	76.7%	142.1%	49	159	50.0%
2020	71.1%	71.1%	46.5%	68.9%	82.9%	108.2%	46	175	50.0%
2019	68.4%	68.4%	41.2%	59.3%	77.1%	112.5%	83	261	50.0%
2018	71.4%	71.4%	44.0%	55.9%	73.7%	108.0%	93	282	50.0%



## Compensation per Net Collections – Example Detail by Practice Size

*Specialty = All*

*Region = All (National Results)*

Note: Could do similar detail table by Region or customize using other available filters.

Survey Period	Practices	Industry Average	25th Percentile	Median	75th Percentile	90th Percentile
2022	89	76.2%	45.1%	60.6%	83.3%	116.4%
2021	91	70.1%	40.7%	56.5%	76.3%	107.6%
2020	72	78.3%	45.0%	63.0%	81.9%	110.6%
2019	118	63.2%	40.6%	53.7%	71.7%	94.6%
2018	132	82.0%	39.5%	53.5%	68.6%	94.8%
Practice Size	Practices	Industry Average	25th Percentile	Median	75th Percentile	90th Percentile
<b>A) 1 to 5</b>						
2022	19	57.3%	43.9%	54.0%	65.5%	90.3%
2021	25	57.1%	37.4%	50.4%	68.1%	93.0%
2020	9	65.6%	43.7%	58.3%	74.4%	129.4%
2019	27	56.0%	37.5%	51.3%	66.4%	84.6%
2018	26	58.6%	35.9%	50.9%	61.3%	79.4%
<b>B) 6 to 12</b>						
2022	24	65.8%	40.4%	56.8%	76.2%	123.4%
2021	22	74.1%	43.2%	56.2%	74.6%	102.3%
2020	13	57.3%	34.7%	46.7%	68.1%	90.2%
2019	31	59.4%	39.3%	51.1%	69.6%	89.7%
2018	42	70.5%	38.4%	52.2%	67.4%	95.1%
<b>C) 13 to 20</b>						
2022	20	89.9%	47.1%	65.3%	85.9%	109.8%
2021	23	75.5%	46.3%	61.7%	84.7%	127.7%
2020	20	69.4%	45.8%	65.1%	84.0%	109.3%
2019	27	61.8%	40.3%	52.2%	70.1%	89.1%
2018	25	101.0%	44.0%	58.7%	79.9%	100.8%
<b>D) &gt; 20</b>						
2022	26	75.2%	45.6%	62.0%	83.9%	118.1%
2021	21	67.8%	36.7%	54.9%	75.4%	101.2%
2020	30	84.2%	45.9%	64.2%	82.8%	113.4%
2019	32	66.0%	42.0%	56.7%	74.0%	103.6%
2018	38	83.6%	40.4%	53.4%	66.7%	91.4%



## Customized Report Options (i.e., Filters Available in AAOE Reports)

### State

### Regions

- I – New England
- II – Mid-Atlantic
- III – E. North Central
- IV – W. North Central
- V – S. Atlantic
- VI – E. South Central
- VII – W. South Central
- IX – Pacific

### Population Size

- Non-Metro (<50K)
- Metro 1 (50K – 250K)
- Metro 2 (250K – 1M)
- Metro 3 (>1M)

### Practice Size by Physician

- 1 to 5
- 6 to 12
- 13 to 20
- > 20

### Practice Size by Provider (includes physicians, physician assistants, and nurse practitioners)

- 1 to 7
- 8 to 16
- 17 to 30
- > 30

### Provider Specialty (top 6 reported; survey includes additional options)

- Hand & Upper Extremity
- Sports Medicine
- Spine
- Total Joints
- General Orthopedics
- Foot & Ankle



## AAOE Most Viewed/Core Reports

*Custom data points could be selected from this list. AAOE Benchmarking Results include approximately 50 additional reports.*

- Physician Compensation per FTE Physician
- Practice Administrator Compensation
- Cost per Patient Visit
- Revenue per Patient Visit
- Net Collections per Provider
- Overhead by Net Patient Revenue
- Overhead by Total Revenue
- Surgeries per Total New Visits
- Surgical Cases per FTE Physician
- Percentage of Accounts Receivable Aging
- Payer Mix Percentage – Gross Charges and Net Collections
- Staff Cost as a Percentage of Revenue
- FTE Employees per Physician