National Provider Compensation, Production, and Benefits Survey

YEAR 2013
Based on 2012 Data

NATIONAL

ECG MANAGEMENT CONSULTANTS

LEADING HEALTHCARE FORWARD

Introduction

We are pleased to announce the 2013 ECG *National Provider Compensation, Production, and Benefits Survey*, commencing February 2013.

ECG is a national leader in the business and strategy of healthcare organizations. We are committed to delivering smart and practical resolutions to critical issues, on time and on budget, across the spectrum of healthcare organizations. In addition to our consulting practice, ECG conducts national compensation and production surveys, which are respected industry sources for comprehensive provider performance benchmarks.

In 2013, ECG continues to expand the geographic focus of our surveys to include organizations from across the nation. This expansion has provided member organizations with enhanced national, state, and region-specific data and benchmarks.

The 2012 ECG surveys included data from over 100 physician specialties and nine advanced practice provider specialties from 120 physician organizations, representing over 18,000 practitioners. Together, they contributed to what was our most comprehensive report to date.

ECG reports state and regional data separately, as well as in a combined national data set, which provides broad sample sizes and allows for year-to-year specialty-specific comparisons that would not otherwise be available within each state, given our stringent data standards.

Select Members of ECG's 2012 National Survey

Advocate Medical Group Oak Brook, IL

Aurora Health Care Milwaukee, WI

Carilion Clinic Roanoke, VA

Cambridge Health Alliance Physician Organization Cambridge, MA

Colorado Permanente Medical Group, P.C. Denver, CO

DuPage Medical Group Downers Grove, IL

The Everett Clinic Everett, WA

Geisinger Health System Danville, PA

Group Health Permanente Seattle, WA

Intermountain Healthcare Salt Lake City, UT

The Iowa Clinic, P.C. West Des Moines, IA

MultiCare Health System Tacoma, WA

Northwest Permanente, P.C. Portland, OR

Orlando Health Orlando, FL

Providence Medical Group Beaverton, OR

Scripps Clinic San Diego, CA

Springfield Clinic, LLP Springfield, IL

Spectrum Health Medical Group Grand Rapids, MI

Sutter Medical Group Sacramento, CA

SSM Physicians' Organization St. Louis, MO

University of Wisconsin Medical Foundation Madison, WI

UT Medical Group, Inc. Memphis, TN

Virginia Mason Medical Center Seattle, WA

Wellstar Medical Group Marietta, GA

Member Benefits

As members of ECG's *National Provider Compensation, Production, and Benefits Survey*, participants receive exclusive access to reports and online benchmarking tools that provide in-depth analyses of state, regional, and national market trends, including the following:

- Detailed analysis of provider trends, issues, and opportunities by ECG's experts, including an analysis of important compensation, production, benefits, and recruiting statistics.
- Summary graphs, charts, and detailed tables of relevant compensation and production statistics.
- Detailed compensation and production metrics by specialty, including compensation, gross revenue, net collections, net professional collections, and work and total RVUs.
- Benefits information, including benefits expense by specialty, benefits as a percentage of compensation, benefit plan composition, continuing medical education (CME) days and dollars, and paid time off (PTO).
- Additional metrics, such as primary care panel size, clinical weeks worked by specialty, recruiting efforts by specialty, malpractice premiums by specialty, work standards, and other operating statistics.
- Access to ECG**Vault** (*www.ECGVault.com*), the online data portal that contains current and historical survey benchmarks at the market, organization, and provider level. ECG**Vault** allows for robust organization and market trending of provider performance benchmarks by specialty, standard and custom reporting, and downloading of benchmarks and related materials (e.g., graphs, tables).

Survey Methodology

ECG's survey methodology uses clear, uniformly applied definitions and a structured data validation process to transform participant responses into useful information. We calculate RVUs from CPT-level data and are thus able to eliminate the RVU data consistency issues that exist in other industry surveys. RVUs and compensation-to-RVU metrics will be calculated and published using the 2012 and 2013 CMS Medicare Physician Fee Schedule. To ensure data accuracy, each provider's clinical and nonclinical full-time equivalents (FTEs) are defined in detail by ECG.

> *"ECG's commitment to quality is reflected in its annual surveys. We have been a member in the survey since its initiation in 2000 and rely on the complete and comprehensive information it provides to assess our competitiveness. I encourage all of our peer organizations to participate in ECG's survey and believe other markets would benefit from working with ECG to customize a survey in their local market."*
>
> Mr. Richard H. Cooper
> Chief Executive Officer
> The Everett Clinic (Everett, WA), a nationally recognized 300-physician locally owned and operated multispecialty physician group practice.

Survey Period and Report Date

Survey instruments will be distributed February 2013, with submissions accepted through mid-March. Preliminary data will be available via *www.ECGVault.com* in July. The final report will be published October 2013.

About ECG

ECG offers a broad range of strategic, financial, operational, and technology-related consulting services to healthcare providers. With over 110 consultants, ECG is a national leader in the industry, providing specialized expertise to community hospitals, academic medical centers, health systems, and medical groups. For nearly 40 years, our consultants have played an instrumental role in developing and implementing innovative and customized solutions that effectively address the issues confronting healthcare providers.

ECG's annual provider performance surveys include the *National Pediatric Subspecialty Physician Compensation, Production, and Benefits Survey* and the *National Provider Compensation, Production, and Benefits Survey*. In 2012, these surveys included data for more than 18,000 providers. ECG also conducts custom studies, including the *Cardiac Service Line Best Practices Survey* and the *Faculty Practice Plan Physician Reimbursement Survey*.

CONTACT INFORMATION

Jim Lord, Principal
jlord@ecgmc.com

Maria Hayduk, Senior Manager
mhayduk@ecgmc.com