

ABC Health Performance Story

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ROI: Savings/Revenue

ROI: OSTEOPOROSIS CLINIC	Assume: 1320 referrals/year
<i>Savings/Revenue</i>	
Physician time saved (80:20 PCP + Rheumatology)	294,840
Support Staff time saved	79,380
340B utilization	117,700
Prolia billing correction (60 mg vs 1 mg)	30,751
Optimized insurance utilization	94,178
Indirect cost avoidance (interventions)	231,540
Managed Care/ACO savings	168,758
MD FFS billing	65,986
Therapeutic Interchange (Prolia to alternative)	147,400
Gross Savings/Revenue	\$1,230,533

ROI: Operating Expenses

ROI: OSTEOPOROSIS CLINIC

Assume: 1320
referrals/year

Operating expenses

Expenses (non-salary)	1,000
Pharm salary + benefits	235,000
Tech salary + benefits	63,000
Scheduling Specialist salary + benefits	22,050
Total Expenses	\$321,050

ROI: Putting It All Together

110 referrals/mo =
1320 referrals/yr

ROI APP OSTEOPOROSIS

Savings/Revenue

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Support Staff time saved	79,380
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Operating expenses

Expenses (non-salary)	1,000
Pharm salary + 26% benefits	235,000
Tech salary + 26% benefits	63,000
Scheduling Specialist Salary + 26% benefits	22,050
Total Expenses	\$321,050

Total Cash Flow \$909,483

ROI = +2.83

Discount

12%

Total Cash flows

\$909,483

\$\$

Total incoming revenue/savings (sum of line 17)

Net Present Value

\$800,345

\$\$

Present value of future cash flow (NPV[Line 18, Line 19])

ROI

2.83

\$\$

Net Profit relative to investments over a period of time [(Line 19/Sum of Line 16)]