

Benchmark	Calculation used to derive benchmark
Section 1. Financial Receipts and Income	
Professional clinical collections per FTE Ophthalmologist (MD/DO)	$\frac{[\text{Total Ophthalmologist (MD/DO) Clinical Net Revenue}]}{[\text{total number of FTE Ophthalmologists (MDs/DOs)}]}$
Professional clinical collections per FTE Optometrist (OD)	$\frac{[\text{Total Optometrist (OD) Clinical Net Revenue}]}{[\text{total number of FTE Optometrists (ODs)}]}$
Clinical revenue per encounter for Ophthalmologist (MD/DO)	$\frac{[\text{Total Ophthalmologist (MD/DO) Clinical Net Revenue}]}{[\text{Total Ophthalmologist (MD/DO) Encounters}]}$
Clinical revenue per encounter for Optometrist (OD)	$\frac{[\text{Total Optometrist (OD) Clinical Net Revenue}]}{[\text{Total Optometrist (OD) Encounters}]}$
Practice Net Collections per FTE staff member	$\frac{[\text{Total Clinical Net Revenue}]}{[\text{total number of FTE staff}]}$
Practice Net Collections per FTE billing office staffer	$\frac{[\text{Total Clinical Net Revenue}]}{[\text{total number of FTE billing staff}]}$
Section 2. Financial Costs and Expenses	
Clinic Operating Expenses per encounter by entire practice	$\frac{[\text{Total Clinic Operating Expenses}]}{[\text{Total Encounters for All Providers}]}$
Clinical operating expenses as a % of net collections (Overhead Ratio)	$\frac{[\text{Total clinical operating expenses}]}{[\text{total clinical net revenues}]}$
Non MD/DO/OD Clinical Staff cost per encounter	$\frac{[\text{Total Non-MD/DO/OD Clinical Staff Cost}]}{[\text{Total Encounters for All Providers}]}$
Front office staff cost per encounter	$\frac{[\text{Total Front Office Staff Cost}]}{[\text{Total Encounters for All Providers}]}$
Total staff wage and benefit cost as a % of net collections	$\frac{[\text{Total Staff Cost}]}{[\text{Total Clinical Net Revenue}]}$
Total front office wage and benefit cost as a % of net collections	$\frac{[\text{Total Front Office Staff Cost}]}{[\text{Total Clinical Net Revenue}]}$
Total Billing Staff wage and benefit cost as a % of net collections	$\frac{[\text{Total Billing Staff Cost}]}{[\text{Total Clinical Net Revenue}]}$
Total Non-MD/DO/OD Clinical Staff wage and benefit costs as a % of net collections	$\frac{[\text{Total Non-MD/DO/OD Clinical Staff Cost}]}{[\text{Total Clinical Net Revenue}]}$
Section 3. Staffing Levels	
Number FTE Optometrists (ODs) per FTE Ophthalmologist (MD/DO)	$\frac{[\text{total number of FTE optometrists (ODs)}]}{[\text{total number of FTE Ophthalmologists (MDs/DOs)}]}$
Number FTE front office staff per FTE MD/DO/OD	$\frac{[\text{total number of FTE front office staff}]}{([\text{total number of FTE Ophthalmologists (MDs/DOs)}] + [\text{total number of FTE Optometrists (ODs)})]}$
Number FTE non MD/DO/OD clinical staff per FTE MD/DO/OD	$\frac{[\text{total number of FTE non MD/DO/OD clinical staff}]}{([\text{total number of FTE Ophthalmologists (MDs/DOs)}] + [\text{total number of FTE Optometrists (ODs)})]}$
Number FTE staff per FTE MD/DO	$\frac{[\text{Total Number of FTE Staff}]}{[\text{total number of FTE Ophthalmologists (MDs/DOs)}]}$
Number FTE staff per FTE	$\frac{[\text{Total Number of FTE Staff}]}{([\text{total number of FTE$

MD/DO/OD	Ophthalmologists (MDs/DOs)] + [total number of FTE Optometrists (ODs)]
Section 4. Accounts Receivable Management	
Total Days Clinical A/R Outstanding	$[\text{total } \$ \text{ clinical A/R}] \div ([\text{total gross charges for fiscal year}] \div 365)$
Percentage Clinical A/R in "Current"	$[\text{Total } \$ \text{ Clinical A/R 0-30 days}] \div [\text{Total } \$ \text{ Clinical A/R}]$
Percentage Clinical A/R in "31-60 days"	$[\text{Total } \$ \text{ clinical A/R 31-60 days}] \div [\text{Total } \$ \text{ clinical A/R}]$
Percentage Clinical A/R in "61-90 days"	$[\text{Total } \$ \text{ clinical A/R 61-90 days}] \div [\text{Total } \$ \text{ clinical A/R}]$
Percentage Clinical A/R in "91-120 days"	$[\text{Total } \$ \text{ clinical A/R 91-120 days}] \div [\text{Total } \$ \text{ clinical A/R}]$
Percentage Clinical A/R in "121+ days"	$[\text{Total } \$ \text{ clinical A/R 121+ days}] \div [\text{Total } \$ \text{ clinical A/R}]$
Section 5. Throughput and Productivity	
Total encounters per FTE Ophthalmologist (MD/DO)	$[\text{Total Ophthalmologist (MD/DO) Encounters}] \div [\text{total number of FTE Ophthalmologists (MDs/DOs)}]$
Total encounters per FTE Optometrist (OD)	$[\text{Total Optometrist (OD) Encounters}] \div [\text{total number of FTE Optometrists (ODs)}]$
New patient encounters as a % of total encounters by entire practice	$[\text{Total New Patient Encounters}] \div [\text{Total Encounters for All Providers}]$
Encounters per FTE Non-MD/DO/OD Clinical Staff	$[\text{Total Encounters for All Providers}] \div [\text{total number of FTE non MD/DO/OD clinical staff}]$
Encounters per FTE Front office staff	$[\text{Total Encounters for All Providers}] \div [\text{total number of FTE front office staff}]$
Section 6. Facility	
Total clinic facility expenses as a % of total net collections	$[\text{Total Clinic Facility Expenses}] \div [\text{Total Clinical Net Revenue}]$
Section 7. Bottom Line	
Net clinical compensation per FTE Ophthalmologist (MD/DO)	$[\text{total ophthalmologist (MD/DO) clinical compensation}] \div [\text{total number of FTE Ophthalmologists (MDs/DOs)}]$
Net clinical compensation per FTE Optometrist (OD)	$[\text{total Optometrist (OD) clinical compensation}] \div [\text{total number of FTE Optometrists (ODs)}]$
Net clinical compensation per FTE owner	$[\text{total owner compensation from Clinical Operations}] \div [\text{total number of FTE owners}]$
Section 8. Optical Benchmarks	
Optical collections per FTE MD/DO/OD	$[\text{Total Optical Net Collections}] \div ([\text{total number of FTE Ophthalmologists (MDs/DOs)}] + [\text{total number of FTE Optometrists (ODs)}])$
Optical collections per FTE Optician	$[\text{Total Optical Net Collections}] \div [\text{total number FTE opticians}]$
Optical collections per practice encounter	$[\text{Total Optical Net Collections}] \div [\text{Total Encounters for All Providers}]$

Optical cost of goods sold as % of Net Optical Collections	$[\text{total optical cost of goods (COG)}] \div [\text{Total Optical Net Collections}]$
Optical Operating Expenses as % of Net Optical Collections	$[\text{Total Optical Operating Expenses}] \div [\text{Total Optical Net Collections}]$
Optical Rx capture rate (not all practices capture refractions in the same manner)	$[\text{Total number of optical sales}] \div [\text{Total number of refractions (92015)}]$
Average revenue per sale	$[\text{Total Optical Net Collections}] \div [\text{total number of optical sales}]$
Average cost per sale	$([\text{total optical cost of goods (COG)}] + [\text{Total Optical Operating Expenses}]) \div [\text{total number of optical sales}]$
Average net profit per sale	$[\text{Total Optical Net Profit or Loss}] \div [\text{total number of optical sales}]$
Total Optical Net Profit or Loss	$[\text{total optical net collections}] - ([\text{total optical cost of goods (COG)}] + [\text{total optical operating expenses}])$