

Potential Revenue Calculator | Key Terms

1. **Trips (annual)** - The total number of trips for the year
2. **Net Collection %** - This percentage is calculated by dividing straight payments received, by charges on average over a determined period of time.
3. **Average Claim** - This is the average of the claims you submit (not collect); total number of claims submitted divided by number of claims
4. **Average Collection Claim** - This number is calculated by dividing total payments received by the number of billed and paid trips over a determined period of time.
5. **Number of Billers**
6. **Claims per Biller Annually**
7. **AR>90 days (%)** - This is the percentage of your accounts that are in Accounts Receivable for more than 90 days
8. **AR>90 Days (\$)** - This is the total dollar amount of accounts receivable over 90 days.
9. **Bill Patient %** - This percentage is calculated by dividing the total amount of Bill Patient A/R over 90 by the Bill Patient Total Balance.
10. **Denial %** - This percentage is calculated by determining the number of trips billed divided by the number of trips you on which you received denials.
11. **Billing Lag Days** - This number represents the how many days it takes to bill a claim out of the billing system.

Example:

Calculating the average transports per day

Billable transports for September 2018 = 6,500

Working days* Sept 2018 = 22

Average (Avg) transports per day $6,500 / 22 = 295$

Average transports per day

Total number of transports to bill = 2,280

Previous months Avg transports per day = 295

Billing Lag = $2,280 / 295 = 7.7$

KPI for Billing Lag = 1 to 2 days



12. **Return Mail Count** - How many claims are returned each month