

Expense Summary: In-House Billing

<i>Description:</i>	<i>Expense:</i>
<hr/> - 1 FTE @ \$17.00/hr (salary, benefits, and taxes)	-\$45,000
- Vacation / Sick Pay (2 wks vacation / 5 days sick pay)	-\$1,700
-Training & Reference Materials (seminars, training materials, coding books & subscriptions)	-\$2,000
- Software / Hardware Expenses (billing software, PC support, upgrades, maintenance, minimum etc.)	-\$4,000
- Office Supplies for Billing (insurance forms, paper, toner, etc.)	-\$400
- Patient Statement Expenses (postage, paper, envelopes, toner, etc.)	-\$1,800
- Clearinghouse Fees	-\$1,500
<hr/> APPROXIMATE ANNUAL EXPENSE:	<hr/> -\$1,500
<hr/> RETURN ON INVESTMENT (ROI): (An in-house staff in a busy medical office is subjected to many distractions, causing lost productivity and ultimately lost revenue)	<hr/> -\$56,400 <hr/> .00

Approximate Annual Total

-\$56,400

Expense Summary: Outsourcing with UMB

<i>Description:</i>	<i>Expense:</i>
<hr/> - 1 FTE @ \$17.00/hr (salary, benefits, and taxes)	-\$45,000
- Vacation / Sick Pay (2 wks vacation / 5 days sick pay)	N/A
-Training & Reference Materials (seminars, training materials, coding books & subscriptions)	N/A
- Software / Hardware Expenses (billing software, PC support, upgrades, maintenance, minimum etc.)	N/A
- Office Supplies for Billing (insurance forms, paper, toner, etc.)	N/A
- Patient Statement Expenses (postage, paper, envelopes, toner, etc.)	-\$1,080.00
- Clearinghouse Fees	-\$1,080.00
<hr/> APPROXIMATE ANNUAL EXPENSE:	<hr/> N/A
<hr/> RETURN ON INVESTMENT (ROI): (ROI based on proven 5-25% increase in revenue by direct result of better billing and collections performance)	<hr/> -\$46,080 <hr/> +\$25,000 (at 5% better performance)

Approximate Annual Total

-\$21,080

Outsourcing Total Added Revenue **\$35,320**