

Provider compensation Trends & tools of today.

Presented by: Andrew Walker

Vice President of Product Growth & Client Success



introduction & background | nice to meet you

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Simpliphy

Andrew Walker

Vice President of Product Growth & Client Success at Simpliphy

Previously:

- National Director of Organizational Membership at Medical Group Management Association (MGMA)
- Senior Director of Physician Recruitment & Contracting – CarePoint Health
- Director of Physician Recruitment & Contracting – Centura Health
- Manager of Physician Recruitment – HCA Physician Services Group (HCAPSG)



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Andrew Walker

A bit about me:

I grew up in the St. Louis area. I currently live in Denver, CO with my wife Heather, our 9-year-old son, Chase, and our twin 4-month-old daughters, Aubrie & Brielle. And our two mutts, Luke and Ellie.



introduction & background | nice to meet you

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Let's take a look at
Total compensation trends.



provider compensation | a look at the trends

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What a Few Years ;)

Let's take a look at some facts and figures that show where we are. MGMA recently released a report titled "Provider Pay and the Pandemic: Realizing the Road to Recovery" which was launched as a supplemental item with the release of the MGMA's 2022/2021 Provider Compensation data set.



Let's take a quick look at
National compensation trends.



provider compensation | a look at the trends

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2.13% Increase in primary care physician total compensation

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2021 Report



provider compensation | a look at the trends

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2.13% Increase in primary care physician total compensation

3.89% Increase in surgical specialist total compensation

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2021 Report



provider compensation | a look at the trends

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2.13% Increase in primary care physician total compensation

3.89% Increase in surgical specialist total compensation

3.12% Increase in nonsurgical specialist physician total compensation

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2021 Report



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2.13% Increase in primary care physician total compensation

3.89% Increase in surgical specialist total compensation

3.12% Increase in nonsurgical specialist physician total compensation

3.98% Increase in advanced practice provider (APP) total compensation

Source: 2021 and 2022 MGMA DataDive Provider Compensation

*Comparing 2022 Report to 2021 Report

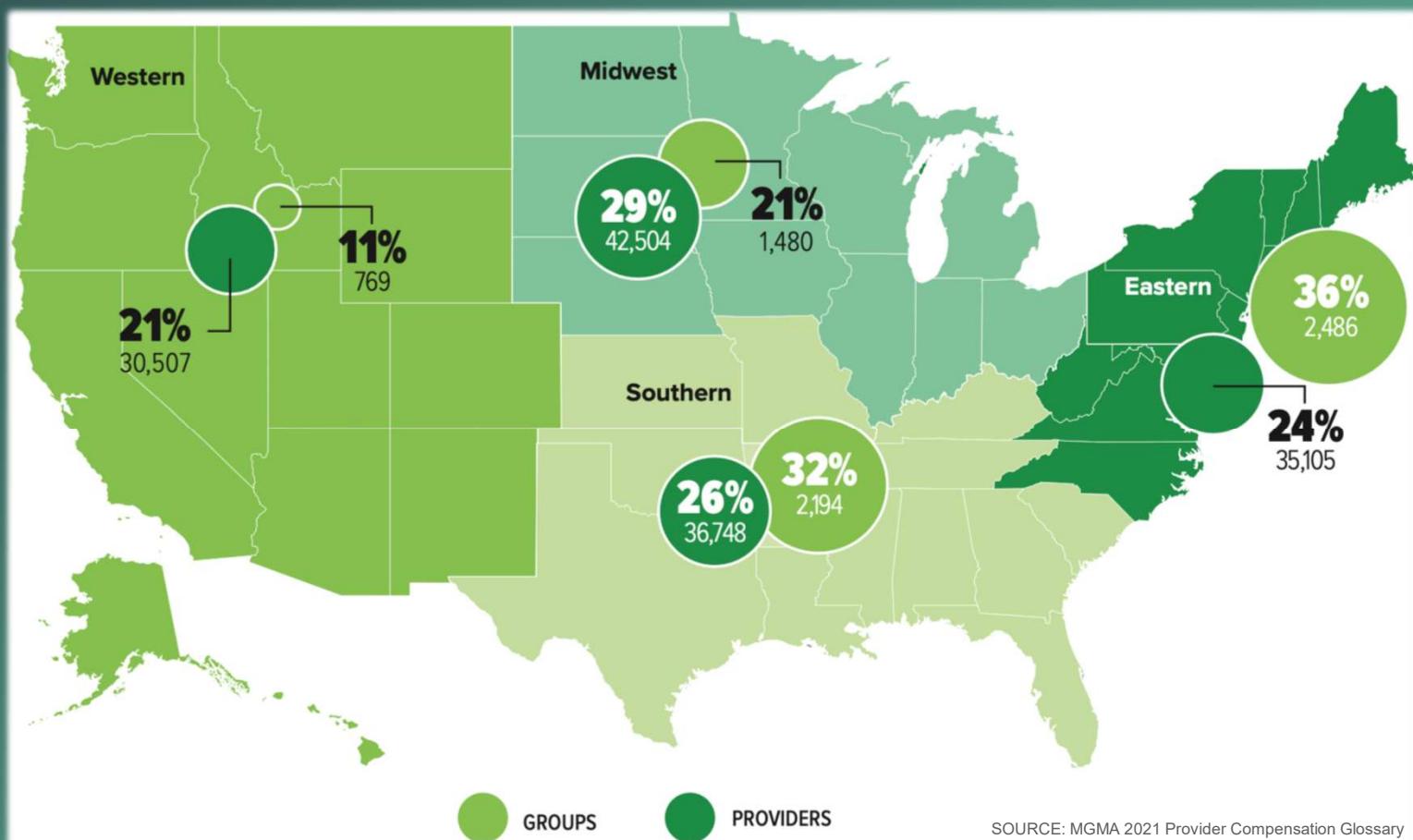


Now let's take a look at
Regional compensation trends.



provider compensation | a look at the trends

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provider compensation | a look at the trends

	Primary Care	Surgical Specialist	NonSurgical Specialist	APP	
Introduction					
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Resources					
Simpliphy	Eastern	2.24%	0.46%	0.74%	5.79%

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2020 Report



provider compensation | a look at the trends

	Primary Care	Surgical Specialist	NonSurgical Specialist	APP
Introduction				
Trends				
Components	2.24%	0.46%	0.74%	5.79%
Process				
Resources	3.90%	4.58%	-0.67%	3.63%
Simpliphy				

Eastern
Midwest

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2020 Report



provider compensation | a look at the trends

	Primary Care	Surgical Specialist	NonSurgical Specialist	APP
Introduction				
Trends	2.24%	0.46%	0.74%	5.79%
Components	Eastern			
Process	Midwest	3.90%	4.58%	-0.67%
Resources	Southern	7.29%	1.28%	3.63%
Simpliphy				7.49%

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2020 Report



provider compensation | a look at the trends

	Primary Care	Surgical Specialist	NonSurgical Specialist	APP
Introduction				
Trends	2.24%	0.46%	0.74%	5.79%
Components	Eastern			
Process	Midwest	3.90%	4.58%	-0.67%
Resources	Southern			3.63%
Simpliphy	Western	7.29%	1.28%	1.65%
	6.28%	4.26%	3.72%	7.49%
				6.05%

Source: 2021 and 2022 MGMA DataDive Provider Compensation

*Comparing 2022 Report to 2020 Report



Which specialties between 2019-2021
Had the largest growth in total comp?



provider compensation | a look at the trends

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2.55% Hospitalist – Internal Medicine

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2020 Report



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4.66% Gastroenterology

2.55% Hospitalist – Internal Medicine

Source: 2021 and 2022 MGMA DataDive Provider Compensation

*Comparing 2022 Report to 2020 Report



provider compensation | a look at the trends

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5.60% Family Medicine – Without OB

4.66% Gastroenterology

2.55% Hospitalist – Internal Medicine

Source: 2021 and 2022 MGMA DataDive Provider Compensation

*Comparing 2022 Report to 2020 Report



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6.88% Orthopedic Surgery - General

5.60% Family Medicine – Without OB

4.66% Gastroenterology

2.55% Hospitalist – Internal Medicine

Source: 2021 and 2022 MGMA DataDive Provider Compensation

*Comparing 2022 Report to 2020 Report



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6.97% Ophthalmology

6.88% Orthopedic Surgery - General

5.60% Family Medicine – Without OB

4.66% Gastroenterology

2.55% Hospitalist – Internal Medicine

Source: 2021 and 2022 MGMA DataDive Provider Compensation

*Comparing 2022 Report to 2020 Report



Now let's take a look at
National productivity trends.



provider productivity | a look at the trends

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70% of medical practices reported that their provider productivity at least met expectations in 2021

Source: 2021 and 2022 MGMA DataDive Provider Compensation



provider productivity | a look at the trends

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70% of medical practices reported that their provider productivity at least met expectations in 2021

35% of medical practices reported that their provider productivity exceeded expectations in 2021

Source: 2021 and 2022 MGMA DataDive Provider Compensation



provider productivity | a look at the trends

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6.06% Increase in APP wRVUs

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2020 Report



provider productivity | a look at the trends

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Simpliphy

6.06% Increase in APP wRVUs

1.16% Increase in primary care physician wRVUs

Source: 2021 and 2022 MGMA DataDive Provider Compensation
*Comparing 2022 Report to 2020 Report



provider productivity | a look at the trends

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6.06% Increase in APP wRVUs

1.16% Increase in primary care physician wRVUs

-0.5% Decrease in nonsurgical specialist physician & surgical specialist physician wRVUs

Source: 2021 and 2022 MGMA DataDive Provider Compensation

*Comparing 2022 Report to 2020 Report



provider productivity | a look at the trends

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6.06% Increase in APP wRVUs

1.16% Increase in primary care physician wRVUs

-0.5% Decrease in nonsurgical specialist physician & surgical specialist physician wRVUs

14.3% Average increase across all provider types wRVUs from **2020-2021**, primarily driven by APP increase of **16.58%**

Source: 2021 and 2022 MGMA DataDive Provider Compensation

*Comparing 2022 Report to 2020 Report



Which specialties between 2019-2021
Had the largest growth in total wVRUs?

provider productivity | a look at the trends

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2.44% Internal Medicine - General

Source: 2021 and 2022 MGMA DataDive Provider Compensation



provider productivity | a look at the trends

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3.57% Cardiology - Invasive

2.44% Internal Medicine - General

Source: 2021 and 2022 MGMA DataDive Provider Compensation



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4.07% Pulmonary Medicine - General

3.57% Cardiology - Invasive

2.44% Internal Medicine - General

Source: 2021 and 2022 MGMA DataDive Provider Compensation



provider productivity | a look at the trends

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5.09% Family Medicine – Without OB

4.07% Pulmonary Medicine - General

3.57% Cardiology - Invasive

2.44% Internal Medicine - General

Source: 2021 and 2022 MGMA DataDive Provider Compensation



provider productivity | a look at the trends

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7.31% Orthopedic Surgery - General

5.09% Family Medicine – Without OB

4.07% Pulmonary Medicine - General

3.57% Cardiology - Invasive

2.44% Internal Medicine - General

Source: 2021 and 2022 MGMA DataDive Provider Compensation



**Let's talk about a few “must haves” for a
Successful compensation program**



compensation programs | the key ingredients

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Data-Driven

Data leads to information.
Information leads to insights.
Insights lead to Actionable Items.
Actionable Items lead to Actual results.

- Someone awesome at the 2022 HLTH Conference



compensation programs | the key ingredients

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Data-Driven

The power of current data is paramount. Providers are becoming more and more educated about current benchmarks.

More importantly, regulatory compliance is key. Is your FMV recent and do you follow it? If not, do you look good in orange?



compensation programs | the key ingredients

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Competitive

If your FMV is current, how competitive are you in the marketplace? HINT: Think nationally, not just locally.

Based upon your ownership type, is your total package comparable or better than competitors of similar ownership? How about differing ownership types? Providers often cast a coast-to-coast net and are usually ownership-type agnostic. Be the bigger fish if possible.



compensation programs | the key ingredients

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Transparency

How transparent is your compensation model? Providers need to see realistic total earning levels at varying productivity levels, if applicable. Be sure to be inclusive of all items that are of value to the provider.

In addition, it is never a good business practice to hide comp data from the providers. **SPOILER ALERT:** They can get it on their own. And they do.



compensation programs | the key ingredients

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Consistency

Are you consistent in your total offering across providers of like specialty? Another **SPOILER ALERT:** Providers talk to each other.

A factor that can alter this would be productivity history. A factor that should never alter this would be years of experience alone. Require productivity history to justify scaling your compensation offerings by provider.

THINK: Just because a provider has experience does not always mean that they are a high producer.



compensation programs | the key ingredients

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It Starts at the Hire

As previously mentioned, be transparent at the time of recruitment. The market demands it. The providers expect it. The providers deserve it.

Open the kimono. Provide data to recruits showing what realistic total earnings are over varying increments of time, based upon your own provider productivity or salary data. Don't have that? Get access to it. Show them your FMV study.

Show recruits your recent FMV study & explain your organization's compensation philosophy. I hope you have one, and I hope you know it.



compensation programs | the key ingredients

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Regular Reporting & Review

A paycheck isn't enough. The providers expect and deserve more.

How often are you meeting with your providers to review their earnings and productivity? Bi-weekly? Monthly? Quarterly? Annually? Never?

Who owns the responsibility of compiling and providing those reports? And who reviews them with the providers?

How painful is that report generation?
It doesn't have to be. I promise.



compensation programs | the key ingredients

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Plan Assessments

How often are you visiting your compensation plan & philosophy? Is your philosophy “It’s not a problem until it’s a problem” or are you a fierce competitor that re-evaluates your plans every 2-3 years? If you are the latter, we can be friends.

A best practice is to refresh your data that feeds your comp plans as often as possible. Monitor your own organization’s monthly & annual comp and productivity data, as well as the overall market’s.



compensation programs | the key ingredients

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Plan Assessments

A few ideas: Talk to your “competitors” to see what they are doing. Afterall, providers occasionally are 100% location focused. Make sure you are the most comprehensive offering in town.

Providers will tell it like it is. Talk to your turned-over providers. Talk to your lost recruits. Talk to your new providers. Talk with providers in the community that don’t work for your organization.

Information is also data.



compensation programs | the key ingredients

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Plan Assessments

A few ideas: Talk to your “competitors” to see what they are doing. Afterall, providers occasionally are 100% location focused. Make sure you are the most comprehensive offering in town.

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Information is also data.



compensation programs | resources available

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How Do you Get There?

Let's talk about a few resources that are available to help your organization be a leader in provider compensation.



compensation programs | resources available

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Benchmarking Data

- Medical Group Management Association (MGMA)
- American Medical Group Association (AMGA)
- Sullivan Cotter
- Gallagher
- COMING SOON: **simpliphy – Real-time Benchmarks**



compensation programs | resources available

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Comp Model Assistance

- MGMA Consulting mgma.com/consulting
- FTI Consulting fticonsulting.com
- FORVIS forvis.com/
- ECG Consultants ecgmc.com/health-systems/finance



compensation programs | resources available

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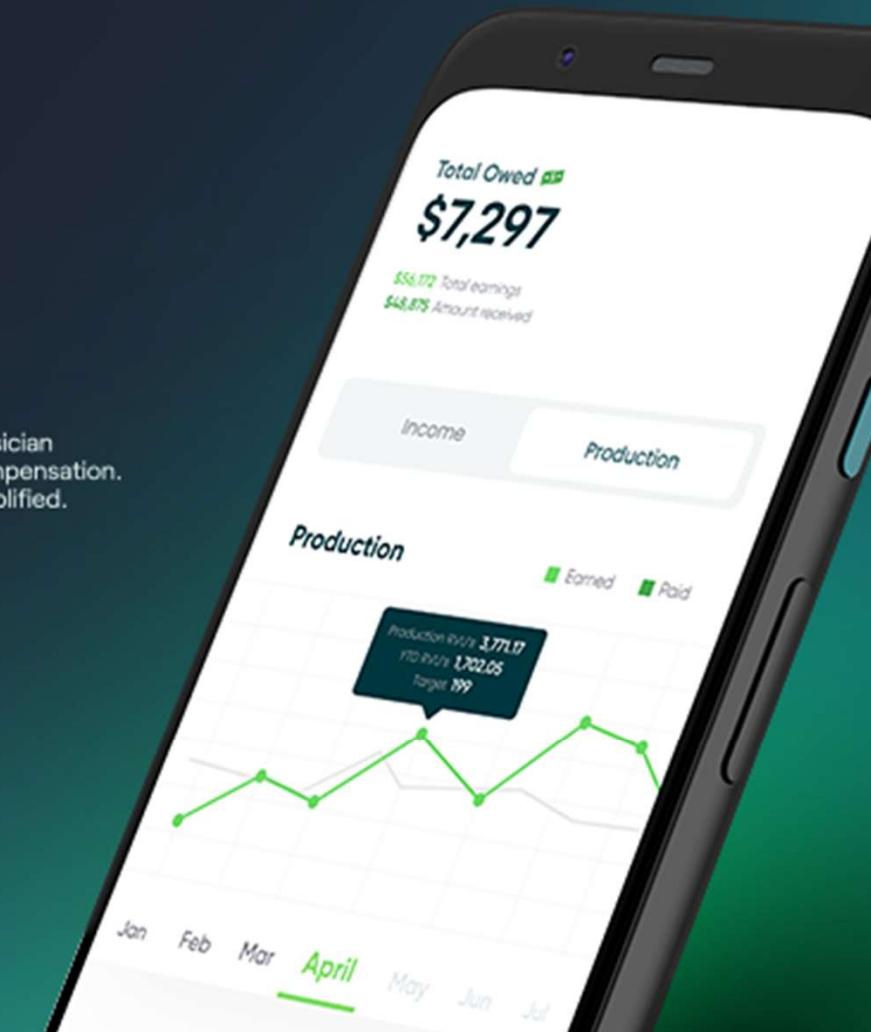
A Solution Offering

Stick around to learn a little bit about simpliphy: a revolutionary platform to help your organization solve many of the issues discussed here today.





Physician
Compensation.
Simplified.



We work hard
To make things easy.

Simpliphy started in 2014 with a simple goal: to take the complexity out of physician compensation.



who simpliphy is | about us

History

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Our Philosophy

Our Clients

Our Future

Our Beginning

Designed by a physician compensation analyst in 2014 with the input of multiple physicians and dozens of healthcare organizations, our innovative software transforms healthcare operations with a comprehensive, easy-to-use solution that makes physician compensation clear for everyone.



who simpliphy is | about us

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Healthcare Experience Technical Expertise

Simpliphy's team includes physician compensation analysts, healthcare data experts, software engineers, SQL reporting analysts, and a former hospital Chief Medical Officer and Neurosurgeon.



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Location Matters

Simpliphy is headquartered in beautiful Greenville, SC. Our team travels coast-to-coast to provide best-in-class service to our clients.



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What We Do Matters

We are committed to compensation clarity. Simpliphy's cloud-based software leverages the power of technology to make managing physician compensation fast, easy, and accurate.



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Every Client Matters

At simpliphy, we work with organizations of all types and sizes, from small independent medical practices, to academic institutions, to large integrated delivery systems. We build customized solutions to meet your needs.



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You Make simpliphy Better

We are always learning from our clients and evolving our product offerings to meet you where you are. We are incredibly excited about what is on the horizon for simpliphy.



who simpliphy is | our partnerships



LEADING HEALTHCARE FORWARD



Healthcare is complex. Paying doctors shouldn't be.

Our cloud-based software simplifies your physician compensation process.



what simpliphy does | features & benefits

Accuracy

Communication

Compliance

Simplicity

Scalability

Insight

Increase Accuracy

By replacing spreadsheets and automating manual calculations, Simpliphy removes opportunities for costly compensation errors.



what simpliphy does | features & benefits

Accuracy

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Streamline Communication

The simpliphy mobile app enables physicians to view pay and productivity data on demand, and its built-in messaging feature makes it easy for health systems to communicate with providers, who are often hard to reach.



what simpliphy does | features & benefits

Accuracy

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Ensure Compliance

Physician compensation errors pose a high regulatory risk and complicate professional relationships. Simpliphy continually reconciles and reports what was earned with what was paid, accelerating the flow of information.



what simpliphy does | features & benefits

Accuracy

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Reduce Complexity

Spend less time juggling multiple data sources. Simpliphy makes it possible to manage essential compensation details in a single application.



what simpliphy does | features & benefits

Accuracy

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Scale to Any Size

Simpliphy standardizes calculations and physician communication for hospitals of all sizes, saving valuable time and providing refreshing transparency.



what simpliphy does | features & benefits

Accuracy

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Gain Insight

Simpliphy provides early warning flags for critical categories like fair market value, deficits, and administrative hour caps and integrates market survey data to provide real-time benchmarking detail and management oversight that is difficult to achieve using a manual process.



Simplicity is key. Here is how it works.

Simpliphy makes it surprisingly easy to calculate, reconcile, and track physician compensation.



how simpliphy works | admin view

Provider Setup

Contract Setup

Comp Models

Data Upload

Statements

Insights

Communication

Benchmarks

The screenshot shows the Simpliphy Admin View with a dark sidebar on the left and a white main content area. The sidebar contains the following navigation items:

- Statements
- Data
- Providers (selected, highlighted in green)
- New Provider
- Active Providers
- Inactive Providers
- Choose Provider...
- Practices
- Documents
- Reports
- Benchmarks (NEW)
- Messages
- Time Entries

The main content area is titled "Provider Profile" and contains a "Save" button. It is divided into two main sections: "Personal Information" and "Status".

Personal Information fields include:

- First Name
- Last Name
- Email
- NPI
- Employee ID
- Position Code
- Department
- Location

Status fields include:

- Specialty (dropdown menu: Choose...)
- Level (dropdown menu: Choose...)
- Hire Date (calendar icon)
- Benchmark Review (calendar icon)
- Group
- Profile Notes

At the bottom of the main content area, the copyright notice "Copyright © 2022 Simpliphy, Inc. All rights reserved." is visible.

how simpliphy works | admin view

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Provider Profile

Personal Information

First Name: Hugh | Last Name: Barley

Email: jetarala@gmail.com

NPI: 1000000002 | Employee ID: 1002

Position Code: | Department: 1828

Location: | User Account: Active

Status

Specialty: Orthopedic Surgery: Spine

Level: Physician

Hire Date: 07/01/2021 | Benchmark Review: 07/01/2021

Group: JET

Profile Notes:

Contract Years

START DATE	END DATE	MODEL
01/01/2022	12/31/2022	
01/01/2021	12/31/2021	
10/02/2020	12/31/2020	

Statements

Documents

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how simpliphy works | admin view

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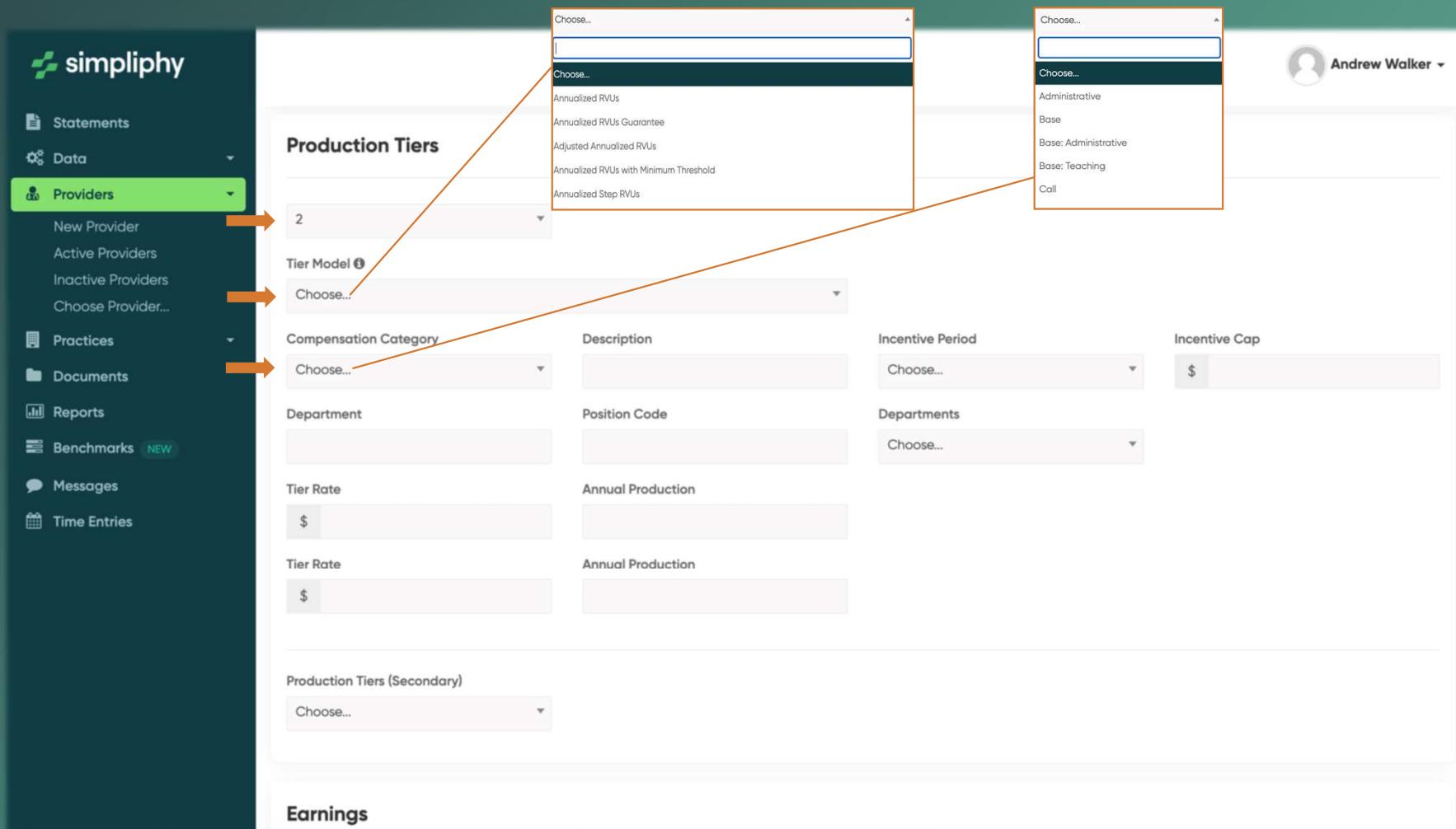
Benchmarks

The screenshot shows the simpliphy admin interface with a dark theme. On the left, a sidebar lists various administrative sections: Provider Setup, Contract Setup, Comp Models, Data Upload, Statements, Insights, Communication, and Benchmarks. The 'Comp Models' section is highlighted with a green bar. The main content area is titled 'Compensation Model' and is set for 'Barley, Hugh' (ID 1002, Dept 1828, Orthopedic Surgery: Spine). A green 'Save' button is visible. The 'Terms' section contains fields for Start Date, End Date, Contract Amendment, Payroll, Reconciliation, Annual Compensation Cap, Annual Draw, Target RVUs, Clinical FTE, Academic FTE, Ancillary FTE, Departments to Exclude, and Pay Codes to Exclude. A 'Notes' section on the right includes fields for Custom Flags, Payments Due, Statement Notes, and Term Notes. The bottom of the screen shows a 'Production Tiers' section with a dropdown menu.



Andrew Walker

how simpliphy works | admin view



how simpliphy works | admin view

Provider Setup

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Earnings

Compensation Category	Description	Rate Per Unit	Max Units	Max Amount
Choose...		\$		\$
Department	Position Code	Start Date	End Date	Time Entry Eligible

Value Based Incentives

Compensation Category	Description	Rate Per Unit	Max Units	Max Amount
Choose...		\$		\$
Department	Position Code	Start Date	End Date	Time Entry Eligible

Andrew Walker

how simpliphy works | admin view

Provider Setup

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The screenshot shows the Simpliphy admin interface with a dark theme. The left sidebar contains navigation links: Provider Setup, Contract Setup, Comp Models, Data Upload, Statements, Insights, Communication, and Benchmarks. The main content area is titled 'Provider Profile' and shows a form for editing a provider's information. The 'Personal Information' section includes fields for First Name (Hugh), Last Name (Barley), Email (jetarala@gmail.com), NPI (1000000002), Employee ID (1002), Position Code, Department (1828), Location, and User Account (Active). The 'Status' section includes fields for Specialty (Orthopedic Surgery: Spine), Level (Physician), Hire Date (01/01/2021), Benchmark Review (07/01/2021), Group (JET), and Profile Notes. On the right, there are sections for 'Contract Years' (with buttons for '+ New Contract Year' and 'Duplicate Last Contract Year'), 'Statements', and 'Documents'. A user profile for 'Andrew Walker' is at the top right.

how simpliphy works | admin view

Provider Setup

Contract Setup

Comp Models

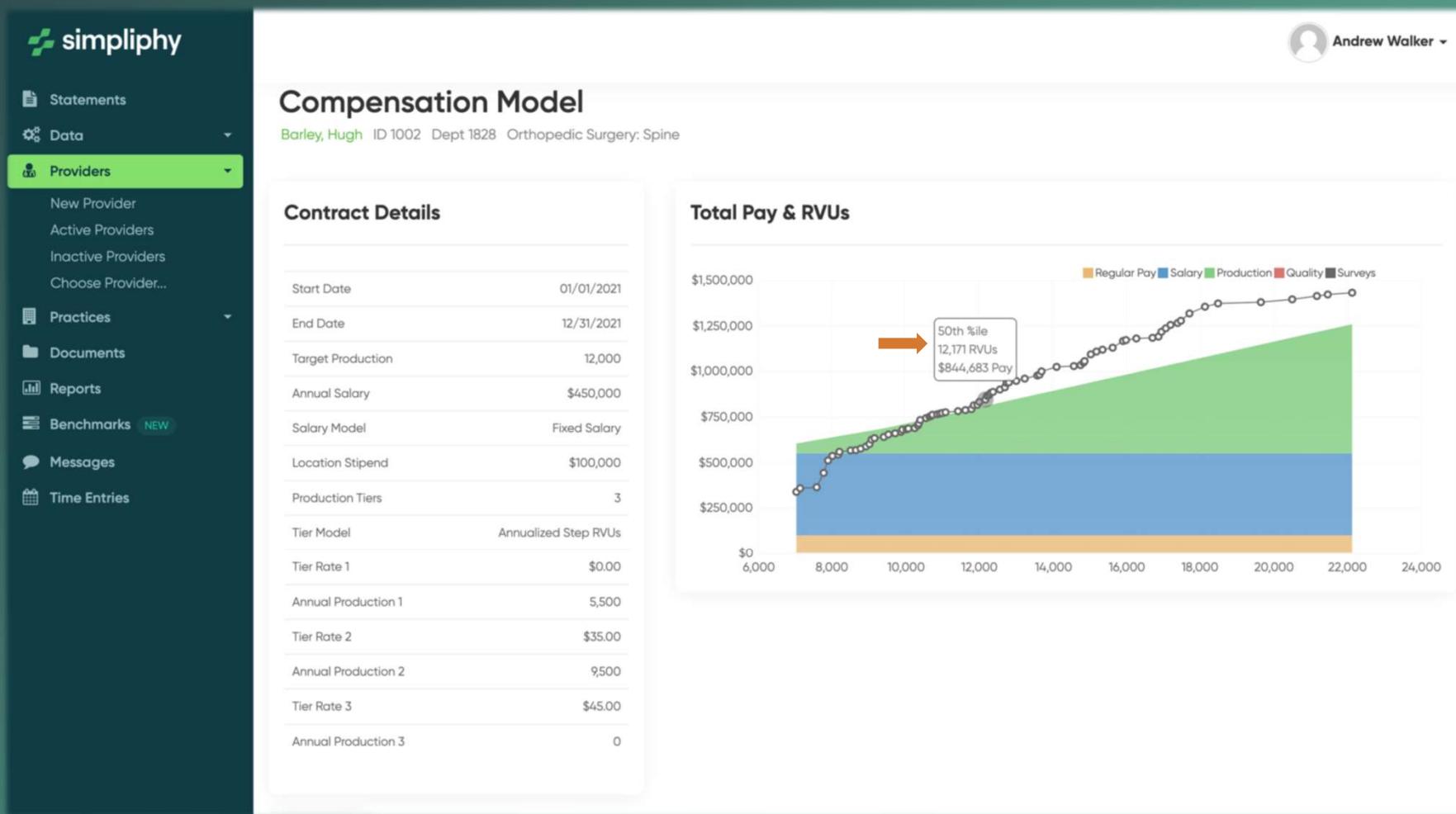
Data Upload

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how simpliphy works | admin view

The screenshot shows the Simpliphy admin interface with a dark teal sidebar and a white main content area. The sidebar on the left lists various administrative sections: Provider Setup, Contract Setup, Comp Models, Data Upload, Statements, Insights, Communication, and Benchmarks. The 'Data Upload' section is currently selected, indicated by a green highlight bar. The main content area is titled 'Data Upload' and shows four upload steps: Payroll, Production, Earnings, and Ledger Totals. Each step has a 'Click or drag & drop to upload' instruction and a cloud icon with an upward arrow. An orange arrow points from the 'Data' section in the sidebar to the 'Payroll' step. Another orange arrow points from the 'Generate Statements' button at the bottom of the sidebar to the 'Generate Statements' button at the bottom of the main content area. The top right corner of the main content area shows a user profile for 'Andrew Walker'.

Provider Setup

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Comp Models

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simpliphy

Statements

Data

Upload & Generate

Setup

Pay Codes

Payroll

Procedures

Earnings

Providers

Practices

Documents

Reports

Benchmarks NEW

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Payroll i

Production i

Earnings i

Ledger Totals i

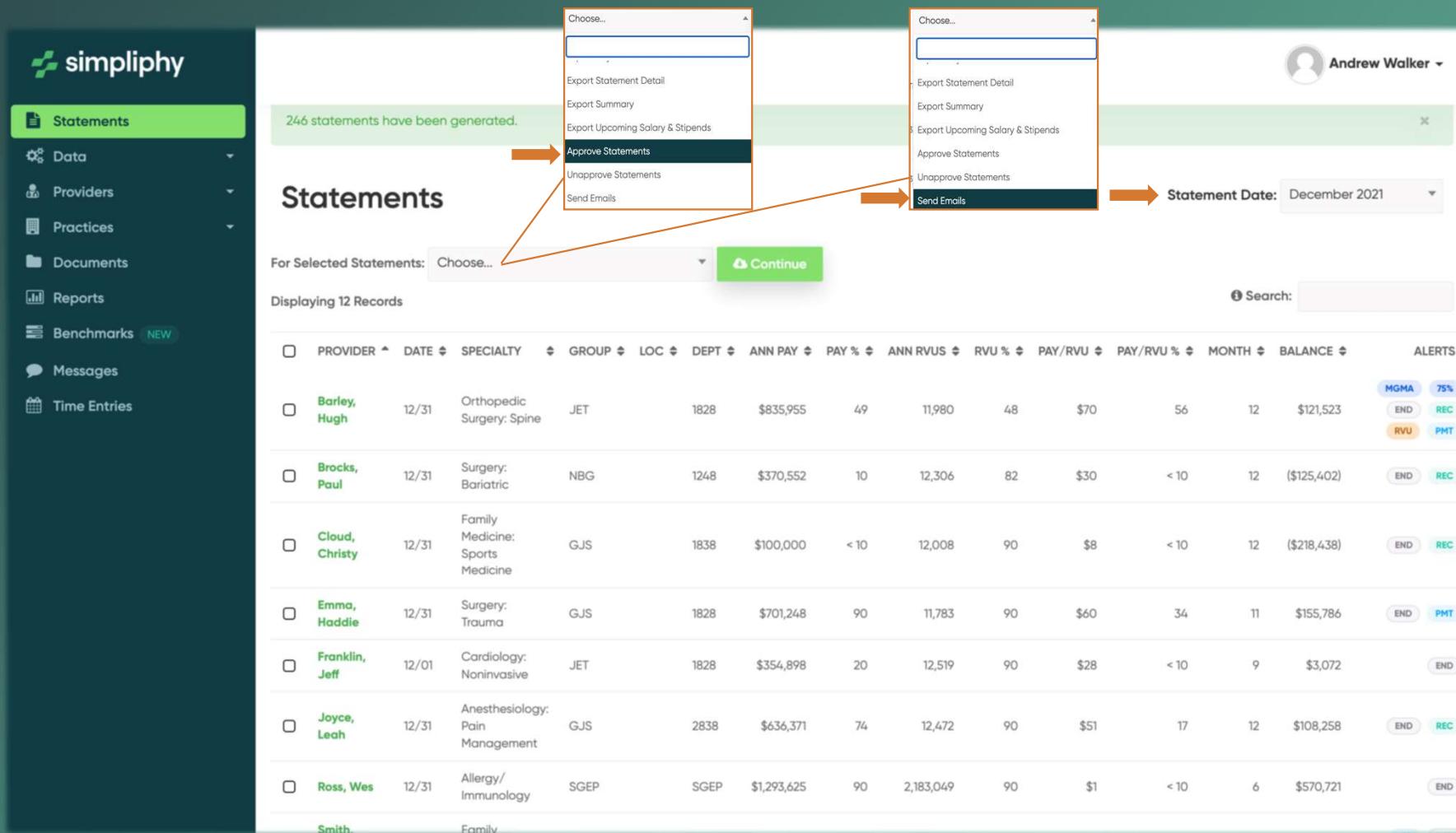
Click or drag & drop to upload

Generate Statements

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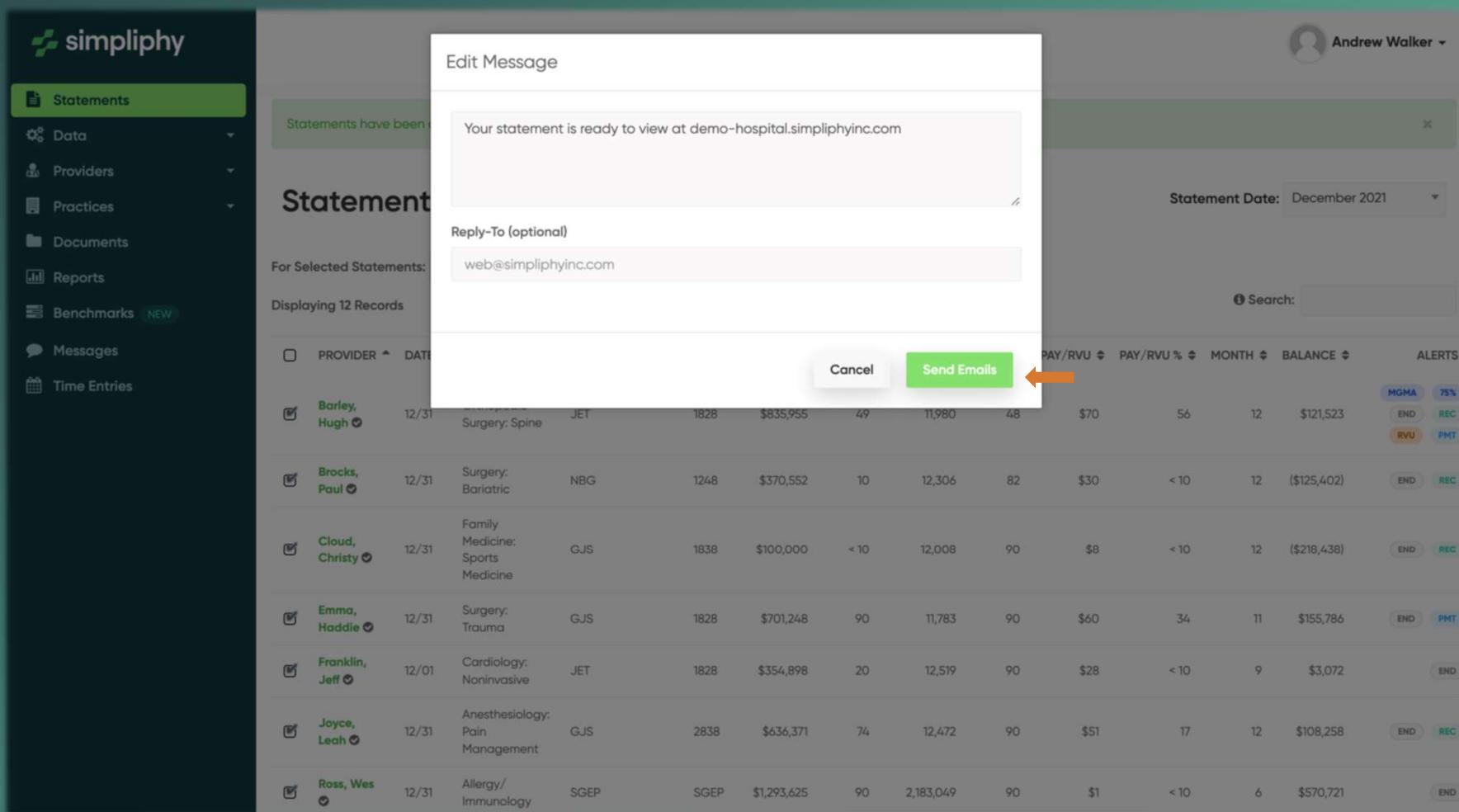
how simpliphy works | admin view



how simpliphy works | admin view

Provider Setup
Contract Setup
Comp Models
Data Upload
Statements

Insights
Communication
Benchmarks



The screenshot shows the Simpliphy admin interface. On the left, a sidebar lists various administrative sections: Provider Setup, Contract Setup, Comp Models, Data Upload, Statements, Insights, Communication, and Benchmarks. The 'Statements' section is currently selected and highlighted in green. The main content area displays a table of provider statements for December 2021. A modal window titled 'Edit Message' is overlaid on the table, containing a message: 'Your statement is ready to view at demo-hospital.simpliphyinc.com' and a 'Reply-To (optional)' field with the value 'web@simpliphyinc.com'. At the bottom of the modal are 'Cancel' and 'Send Emails' buttons, with an orange arrow pointing to the 'Send Emails' button. The table below the modal shows 12 records, with columns including PROVIDER, DATE, SERVICE, PAYMENT, PAY/RVU, PAY/RVU %, MONTH, BALANCE, and ALERTS. Each row represents a provider's statement details, such as Barley, Hugh (12/31, Surgery: Spine, JET, PAY/RVU: \$70, PAY/RVU %: 56, MONTH: 12, BALANCE: \$121,523), and Ross, Wes (12/31, Allergy/Immunology, SGEP, PAY/RVU: \$1, PAY/RVU %: < 10, MONTH: 6, BALANCE: \$570,721). The table also includes summary statistics at the bottom: MO/MA 75%, END REC, and RVU PMT.

PROVIDER	DATE	SERVICE	PAYMENT	PAY/RVU	PAY/RVU %	MONTH	BALANCE	ALERTS	
Barley, Hugh	12/31	Surgery: Spine	JET	1828	\$835,955	49	11,980	48	MO/MA 75%, END REC, RVU PMT
Brooks, Paul	12/31	Surgery: Bariatric	NBG	1248	\$370,552	10	12,306	82	\$30, < 10, 12, (\$125,402), END REC
Cloud, Christy	12/31	Family Medicine: Sports Medicine	GJS	1838	\$100,000	< 10	12,008	90	\$8, < 10, 12, (\$218,438), END REC
Emma, Haddie	12/31	Surgery: Trauma	GJS	1828	\$701,248	90	11,783	90	\$60, 34, 11, \$155,786, END PMT
Franklin, Jeff	12/01	Cardiology: Noninvasive	JET	1828	\$354,898	20	12,519	90	\$28, < 10, 9, \$3,072, END
Joyce, Leah	12/31	Anesthesiology: Pain Management	GJS	2838	\$636,371	74	12,472	90	\$51, 17, 12, \$108,258, END REC
Ross, Wes	12/31	Allergy/ Immunology	SGEP	SGEP	\$1,293,625	90	2,183,049	90	\$1, < 10, 6, \$570,721, END

how simpliphy works | admin view

how simpliphy works | admin view

Provider Setup

Contract Setup

Comp Models

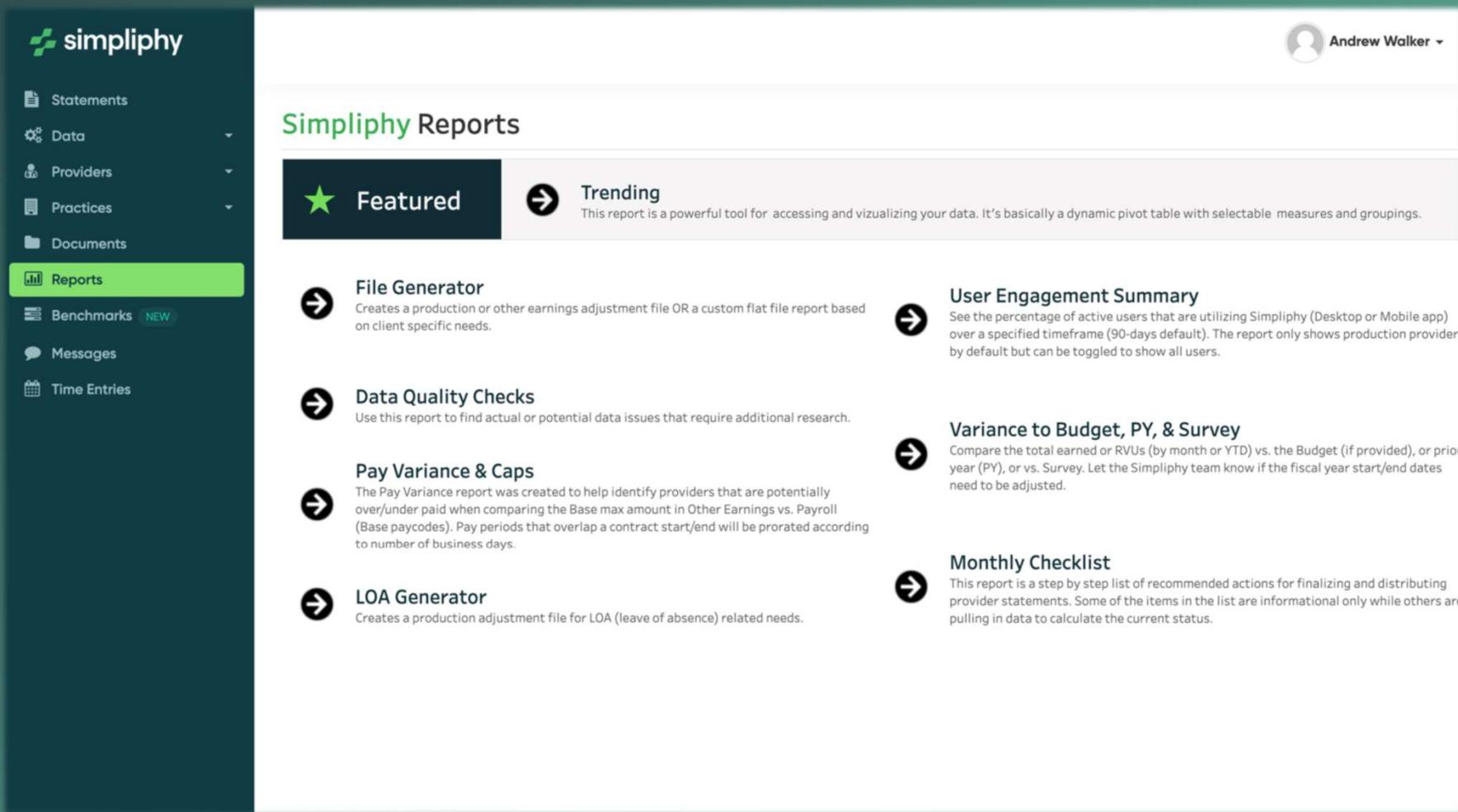
Data Upload

Statements

Insights

Communication

Benchmarks



The screenshot shows the Simpliphy admin interface. On the left, a sidebar menu includes: Statements, Data, Providers, Practices, Documents, Reports (which is highlighted in green), Benchmarks (with a 'NEW' badge), Messages, and Time Entries. The main content area is titled 'Simpliphy Reports'. It features a 'Featured' section with a star icon and a 'Trending' section with a right-pointing arrow icon. The 'Trending' section describes a report as a powerful tool for accessing and visualizing data, noting it's a dynamic pivot table with selectable measures and groupings. Below these are five report cards, each with an arrow icon and a title: 'File Generator', 'Data Quality Checks', 'Pay Variance & Caps', 'LOA Generator', 'User Engagement Summary', 'Variance to Budget, PY, & Survey', and 'Monthly Checklist'. Each report card has a brief description and a link to the report details.

Andrew Walker

Simpliphy Reports

Featured

Trending
This report is a powerful tool for accessing and visualizing your data. It's basically a dynamic pivot table with selectable measures and groupings.

File Generator
Creates a production or other earnings adjustment file OR a custom flat file report based on client specific needs.

Data Quality Checks
Use this report to find actual or potential data issues that require additional research.

Pay Variance & Caps
The Pay Variance report was created to help identify providers that are potentially over/under paid when comparing the Base max amount in Other Earnings vs. Payroll (Base paycodes). Pay periods that overlap a contract start/end will be prorated according to number of business days.

LOA Generator
Creates a production adjustment file for LOA (leave of absence) related needs.

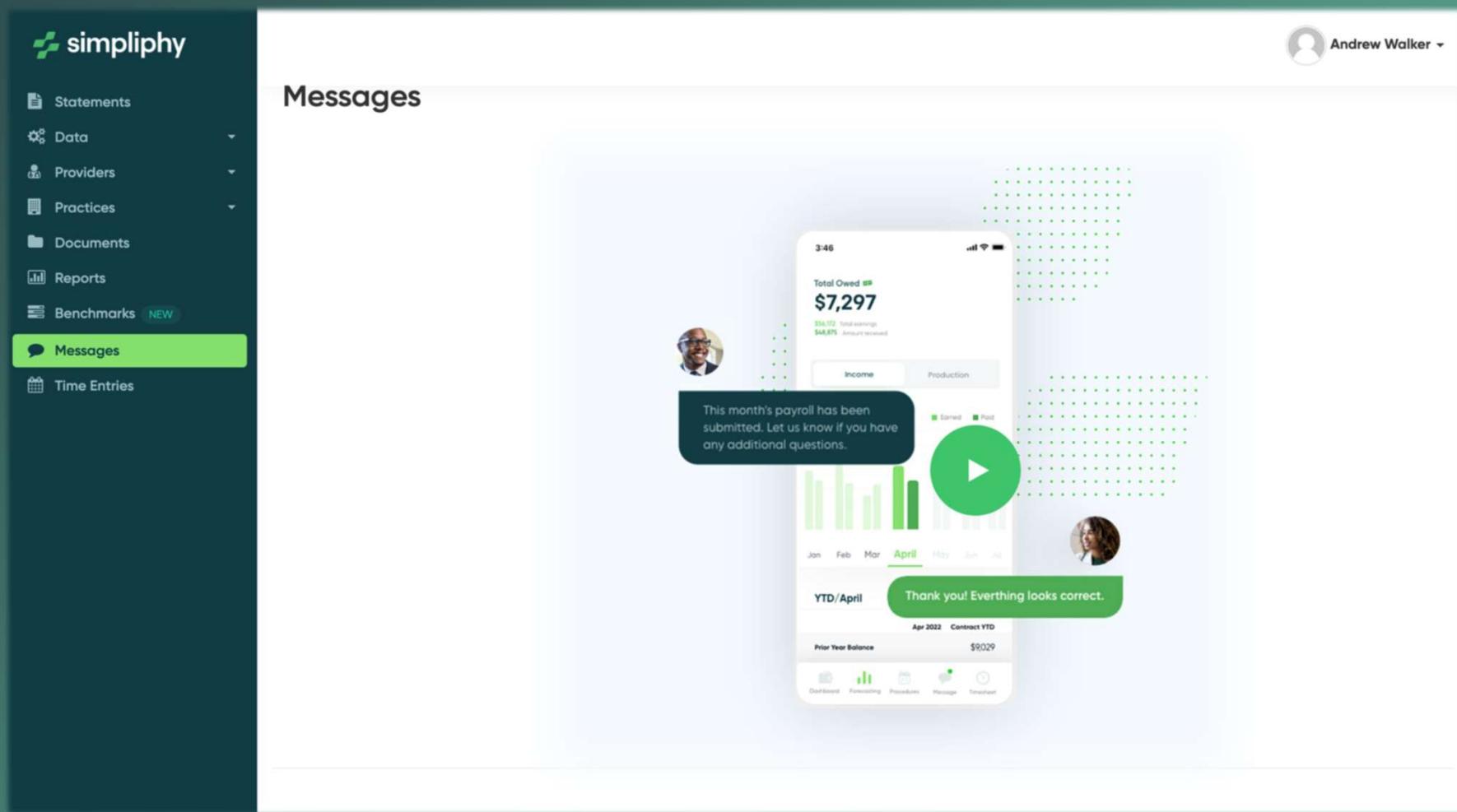
User Engagement Summary
See the percentage of active users that are utilizing Simpliphy (Desktop or Mobile app) over a specified timeframe (90-days default). The report only shows production providers by default but can be toggled to show all users.

Variance to Budget, PY, & Survey
Compare the total earned or RVUs (by month or YTD) vs. the Budget (if provided), or prior year (PY), or vs. Survey. Let the Simpliphy team know if the fiscal year start/end dates need to be adjusted.

Monthly Checklist
This report is a step by step list of recommended actions for finalizing and distributing provider statements. Some of the items in the list are informational only while others are pulling in data to calculate the current status.

how simpliphy works | admin view

Provider Setup
Contract Setup
Comp Models
Data Upload
Statements
Insights
Communication
Benchmarks



The image shows the Simpliphy admin interface. On the left, a sidebar menu includes: Statements, Data, Providers, Practices, Documents, Reports, Benchmarks (marked as NEW), Messages (highlighted in green), and Time Entries. The 'Messages' section is the active tab. On the right, the main content area is titled 'Messages'. A mobile device screen displays a payroll summary: 'Total Owed \$7,297', 'Income' and 'Production' tabs, and a bar chart for the year-to-date. A message bubble from a user named 'Andrew Walker' says: 'This month's payroll has been submitted. Let us know if you have any additional questions.' A response from the system says: 'Thank you! Everything looks correct.' The top right corner of the interface shows a user profile for 'Andrew Walker'.

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Provider Setup

Contract Setup

Comp Models

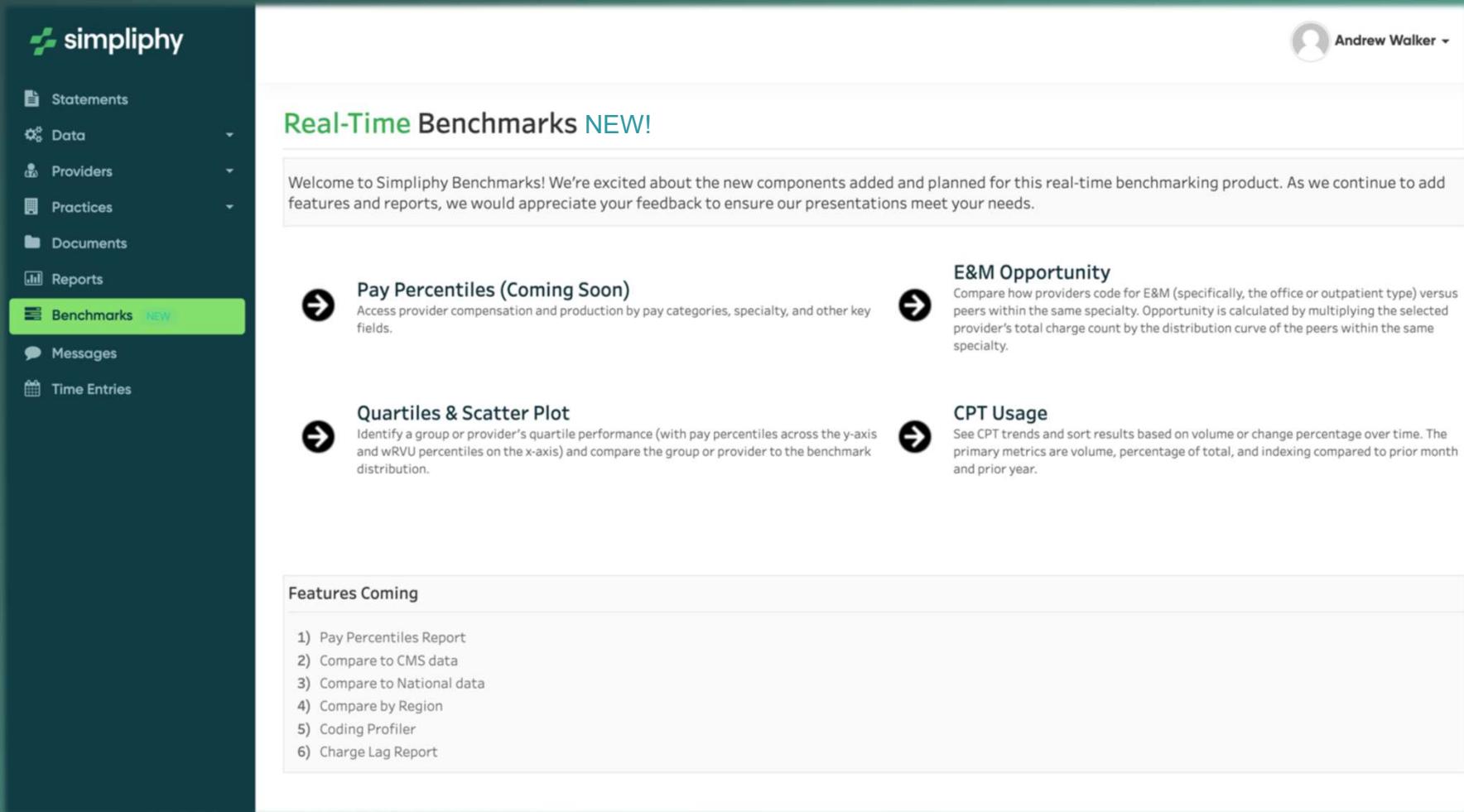
Data Upload

Statements

Insights

Communication

Benchmarks



The screenshot shows the Simpliphy admin interface. On the left, a sidebar menu includes 'Statements', 'Data', 'Providers', 'Practices', 'Documents', 'Reports', and 'Benchmarks' (which is highlighted with a green box and labeled 'NEW'). Below these are 'Messages' and 'Time Entries'. The main content area has a header 'Real-Time Benchmarks NEW!' with a profile picture for 'Andrew Walker' and a dropdown arrow. Below the header is a welcome message: 'Welcome to Simpliphy Benchmarks! We're excited about the new components added and planned for this real-time benchmarking product. As we continue to add features and reports, we would appreciate your feedback to ensure our presentations meet your needs.' The main content is divided into several sections with arrows: 'Pay Percentiles (Coming Soon)' (describing provider compensation and production by pay categories, specialty, and other key fields), 'E&M Opportunity' (describing how providers code for E&M versus peers within the same specialty), 'Quartiles & Scatter Plot' (describing identifying group or provider's quartile performance), and 'CPT Usage' (describing trends and sorting based on volume or change percentage over time). At the bottom, a box lists 'Features Coming' with a numbered list: 1) Pay Percentiles Report, 2) Compare to CMS data, 3) Compare to National data, 4) Compare by Region, 5) Coding Profiler, and 6) Charge Lag Report.

Real-Time Benchmarks NEW!

Welcome to Simpliphy Benchmarks! We're excited about the new components added and planned for this real-time benchmarking product. As we continue to add features and reports, we would appreciate your feedback to ensure our presentations meet your needs.

Pay Percentiles (Coming Soon)
Access provider compensation and production by pay categories, specialty, and other key fields.

E&M Opportunity
Compare how providers code for E&M (specifically, the office or outpatient type) versus peers within the same specialty. Opportunity is calculated by multiplying the selected provider's total charge count by the distribution curve of the peers within the same specialty.

Quartiles & Scatter Plot
Identify a group or provider's quartile performance (with pay percentiles across the y-axis and wRVU percentiles on the x-axis) and compare the group or provider to the benchmark distribution.

CPT Usage
See CPT trends and sort results based on volume or change percentage over time. The primary metrics are volume, percentage of total, and indexing compared to prior month and prior year.

Features Coming

- 1) Pay Percentiles Report
- 2) Compare to CMS data
- 3) Compare to National data
- 4) Compare by Region
- 5) Coding Profiler
- 6) Charge Lag Report

FOR PHYSICIANS

See your pay structure On a single screen.

With Simpliphy's intuitive mobile app, you can view a summary of your current compensation and ensure you're on pace to hit your performance goals.



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Overview

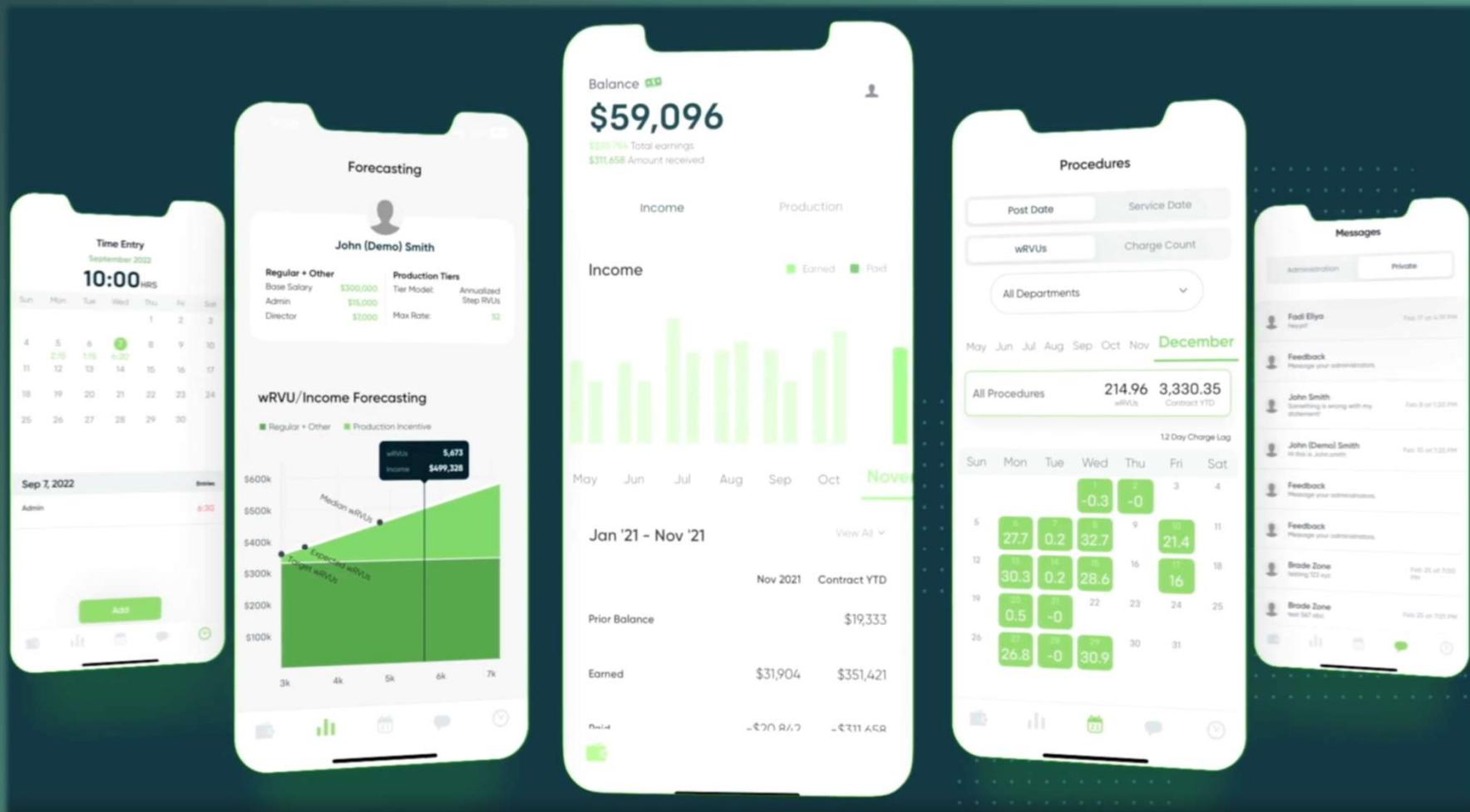
Production

Forecast

Communicate

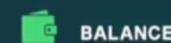
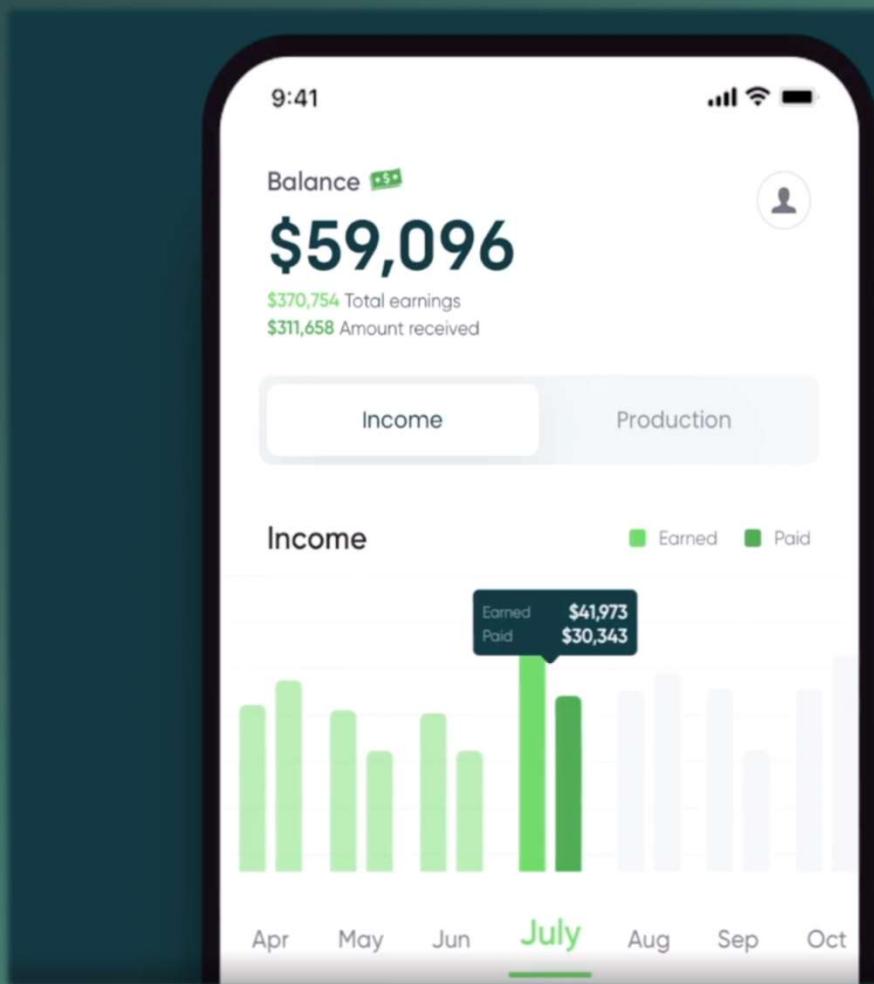
Visibility

Tracking



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Overview
Production
Forecast
Communicate
Visibility
Tracking



See an income and production summary

how simpliphy works | physician view

Overview

Production

Forecast

Communicate

Visibility

Tracking



Estimate performance and incentives



how simpliphy works | physician view

Overview

Production

Forecast

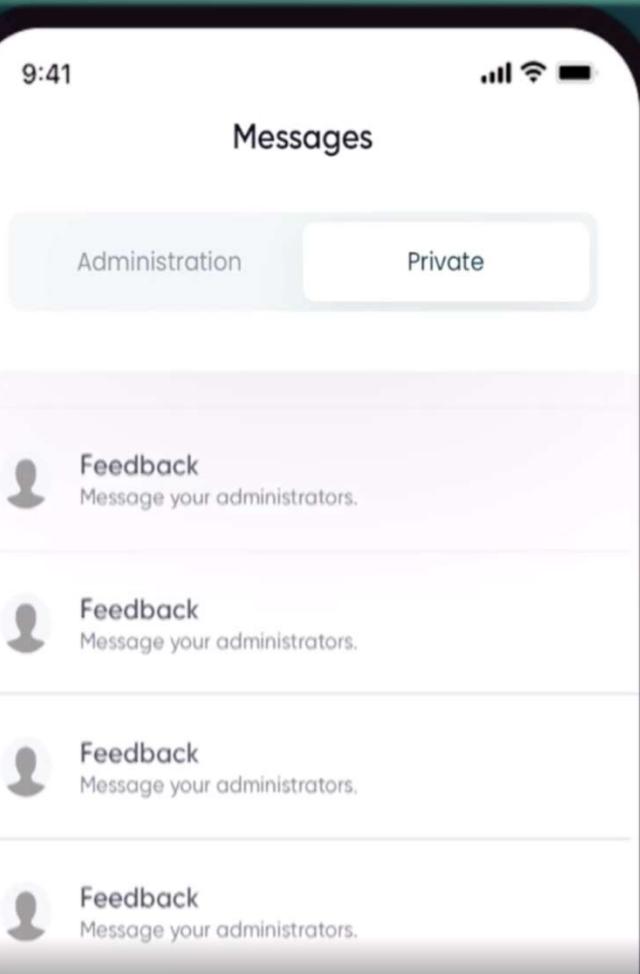
Communicate

Visibility

Tracking



Communicate with colleagues



how simpliphy works | physician view

Overview

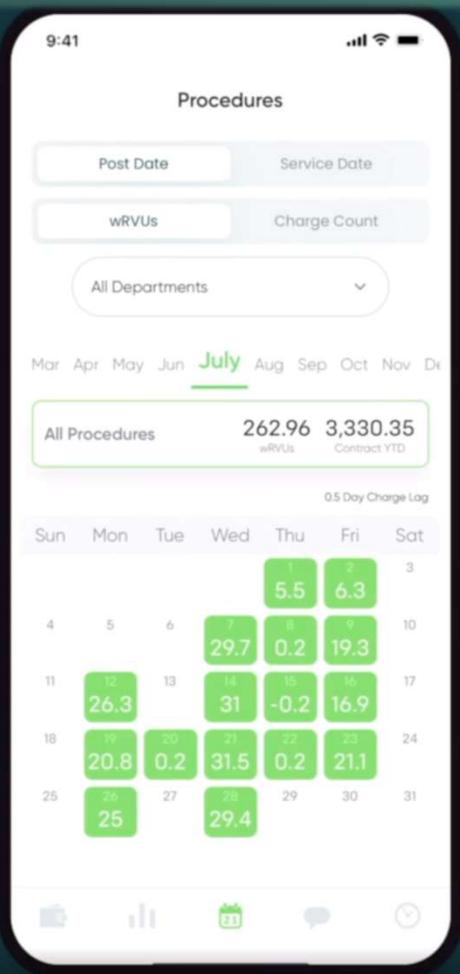
Production

Forecast

Communicate

Visibility

Tracking



21 PROCEDURES

Review procedures
and services

how simpliphy works | physician view

Overview

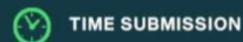
Production

Forecast

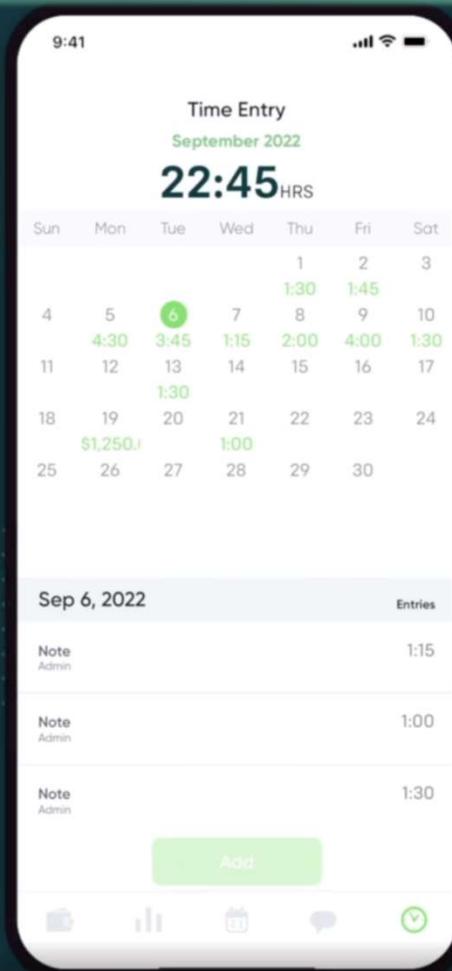
Communicate

Visibility

Tracking



Record and track your time



“I had to ask my practice manager for this information. It is awesome that I can now see it any time on my phone. This is exactly the type of tool physicians need.”

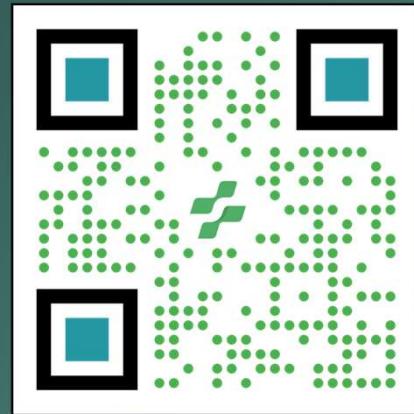
Physician | Simpliphy User

Our clients love simpliphy. And we love them back.

“With Simpliphy, our physician compensation management has dramatically improved. The application has made our process more efficient and accurate”

Brenda P | Finance Department





Interested in learning more about simpliphy?
Schedule a private demo.

Thank you for your time today!

