

# Clinical Revenue Justification Form Instructions

## Estimate Professional Revenue

Estimate volumes, charges, collections and wRVU for the billing provider or the expected revenue the billing provider will generate if this request is to add an extender.  
Source: Power BI RVW Report with ACH

Annual Professional Fee Revenue Projection											
CPT	Description	Volume	Charge	Collections	wRVUs	Coll/wRVU	Coll Rate	wRVU/Count	Dist	wRVUs	Collections
<i>To add rows, copy one or more rows in the middle of the section, and "insert copied cells"</i>											
Various	Outpatient	294.0	\$ 55,945	\$ 20,985	623.4	\$ 33.66	39%	2.12	100%	623	\$ 20,985
						\$ -	0%	-	0%	-	\$ -
						\$ -	0%	-	0%	-	\$ -
Total		294.0	\$ 55,945	\$ 20,985	623.4	\$ 33.66	39%	2.12	100%	623.4	\$ 20,985
		Year 1	Year 2	Year 3	Year 4	Year 5					
	Faculty Productivity	100%	100%	100%	100%	100%	Projections based on Provider A's actual FY23 per Power BI UAMS RVW Report with ACH, see revenue projection tab for template. Inpatient effort is billed underneath physician.				
	Incremental Revenue	100%	100%	100%	100%	100%					
	Production wRVUs	623	623	623	623	623					
	Incremental wRVUs	623	623	623	623	623					
	Incremental Collect \$	20,984.61	\$ 20,984.61	\$ 20,984.61	\$ 20,984.61	\$ 20,984.61	ICE				

Outline the level of ramp-up you expect. First year expectation will not likely be 100%

Enter which P&L the collections will apply

Provide information on what data was used for calculations. Outline rationale as applicable (e.g. clinical wait times, expected growth, sending referrals to

## Estimate any applicable ICE Technical Revenue

If provider will generate UAMS Technical revenue by performing work in the Hospital or a Hospital based clinical area, estimate any applicable Inpatient Contribution Margin or Outpatient Contribution Margin (volume, Charge & Estimated contribution Margin).

Annual ICE Technical Revenue Projection									
Description	Volume	Charge	Estimated Collections	Collection/Unit	Volume	Estimated Collections			
<i>To add rows, copy one or more rows in the middle of the section, and "insert copied cells"</i>									
Provider Technical projections (IP CM)	207.0	\$ 7,687,799	\$ 340,070	\$1,643	207.0	\$ 340,070			
CM (OP)	68.0	\$ 1,122,992	\$ (114,934)	(\$1,690)	68.0	\$ (114,934)			
			\$0	\$0		\$ -			
			\$0	(\$47)		\$ -			
Total	275.0	\$ 8,810,791	\$ 225,136	(\$47)	275.0	\$ 225,136			
	Year 1	Year 2	Year 3	Year 4	Year 5	P&L	Incremental Revenue Explanation		
Production Units	85%	95%	100%	100%	100%		Utilized Provider A's Contribution Margin for FY23 and estimated it at 50% due to difference in CFTE allocations. Projected ramp up in years 1 & 2.		
Incremental Revenue	100%	100%	100%	100%	100%				
Production Units	234	261	275	275	275				
Incremental Units	234	261	275	275	275				
ICE Clinical Tech Fees	Incremental Revenue	\$ 191,366	\$ 213,879	\$ 225,136	\$ 225,136	\$ 225,136			

Outline the level of ramp up you expect. First year expectation for a new provider will likely not be 100%

Provide information on what data was used for calculation and any rationale as applicable.