

## Revenue Tool - How can improved ED throughput increase revenue?

### *Specific field instructions*

**ED Visits** – Insert the yearly census of patients arriving to your ED seeking care. Do not exclude any patients such as those seen by their own physician, non-billables or those who leave without being seen. This could be calendar year or fiscal year as long as the group remains the same across all categories.

**What is the total number of ED patients that were admitted for the year?**– Insert the total number of inpatient admissions that are admitted through the ED for the year.

**What is the total number of ED patients that were discharged for the year?** – Insert the total number of patients that are discharged from the ED for the year.

**What is the hospital revenue per patient admitted from the ED?** – You may choose to use revenue per patient or margin per patient as long as you are consistent with the unit you are going to use across all the financial fields.

**What is the hospital revenue per patient discharged from the ED?** – You may choose to use revenue per patient or margin per patient as long as you are consistent with the unit you are going to use across all the financial fields.

**Current annual revenue** – these fields are calculated automatically from the data you provide in previous lines.

**Change in LWBS (%)** – In this field, insert the change in percentage of patients who leave without being seen (LWBS). For example, if you project to drop your LWBS rate from 5% to 3%, you would put “2” in this field. This is an estimation you would make that may come from a national benchmark, a local standard, or results that other hospitals have achieved by implementing certain process changes. It is intended to give you a revenue projection based on those changes, not to suggest a specific standard.

**Increase in ambulance arrivals (annual)** – In this field you should project the increase in ambulance arrivals you would expect by decreasing time on diversion. Using your hospital data on ambulance arrivals, project the number you would increase by getting off diversion. For example, if you receive one ambulance per hour and you spend 1200 hours a year on diversion, dropping that by 50% would give you 600 more ambulances a year on average.

**LWBS** – The literature would suggest that between 10 and 17% of patients who LWBS would have been admitted.

**Ambulance arrivals** – Insert your institutional data on the percent of patients who arrive by ambulance who are admitted. If you cannot obtain that data, use a number between 40-50%.

**Discharged percent** – these fields are calculated automatically from the data you provide in previous lines.

**Calculated increase in patients** – these fields are calculated automatically from the data you provide in previous lines.

**Your Total Projected Revenue Enhancement** – This is the amount of revenue you could gain based on the projections you have made using your hospital’s financial information.