

MD Ranger 2009 Physician Contract Benchmark Report

Sample standard and custom reports



The premier source for physician contract benchmarks

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The following pages provide a sample of the Standard Reports that MD Ranger produces annually. The data are not real. The full report series includes additional specialties, data elements and statistical analyses based on subscriber survey results. Custom Reports are available to subscribers for special studies at an additional cost.

Please visit our website at www.mdranger.com for more detailed information or contact us at inquiries@mdranger.com or 650.692.8873.

Table 1. Emergency On-Call Coverage Per Diem Payments

Specialty	% Paying	Median	Mean	25%	75%
Anesthesia	53%	\$1,000	\$800	\$500	\$1,500
Anesthesia - OB	22%	\$500	\$450	\$348	\$567
Behavioral Health	88%	\$52	\$63	\$37	\$89
Cardiology	20%	\$608	\$730	\$426	\$1,034
Cardiology-Interventional	25%	*	*	*	*
Cardiovascular Surgery	80%	\$544	\$653	\$381	\$925
Committee Memberships	78%	*	*	*	*
Critical/Intensive Care	10%	*	*	*	*
Emergency	88%	\$825	\$990	\$578	\$1,403
Gastroenterology	5%	*	*	*	*
General and Vascular Surgery	85%	\$350	\$364	\$200	\$600
General Surgery	42%	\$0	\$100	\$50	\$250
Gynecology	58%	\$261	\$314	\$183	\$444
Hand Surgery	79%	\$564	\$677	\$395	\$958
Hospitalists	27%	\$180	\$200	\$125	\$578
Internal Medicine/Family Practice	12%	\$100	\$75	\$50	\$200
Neonatology	47%	*	*	*	*
Nephrology/Dialysis	22%	*	*	*	*
Neurology	13%	*	*	*	*
Neurosurgery	56%	\$719	\$863	\$503	\$1,222
Obstetrics/Gynecology	93%	\$998	\$1,197	\$698	\$1,696
Ophthalmology	38%	\$148	\$178	\$104	\$252
Oral Surgery	14%	*	*	*	*
Orthopedic Surgery	15%	\$843	\$800	\$500	\$1,500
Otolaryngology	87%	\$800	\$815	\$400	\$1,000
Pediatric Subspecialties	67%	\$350	\$500	\$200	\$600
Pediatrics	22%	\$1,200	\$817	\$558	\$1,513
Perinatology	2%	\$475	\$570	\$332	\$807
Physical Medicine/Rehabilitation	61%	\$563	\$676	\$394	\$958
Plastic/Maxillofacial Surgery	30%	\$543	\$651	\$380	\$922
Primary/Urgent Care	47%	\$867	\$800	\$500	\$1,500
Psychiatry	86%	*	*	*	*
Pulmonary/Respiratory	34%	\$600	\$743	\$502	\$813
Radiology	45%	\$434	\$734	\$412	\$1,500
Trauma Surgery	98%	\$172	\$206	\$120	\$292
Urology	98%	\$800	\$815	\$400	\$1,000
Vascular Surgery	45%	\$450	\$250	\$100	\$500

* No reporting for specialties with fewer than 5 providers responding. These numbers do not represent real data from the MD Ranger database. Services included in final report may differ.

Payment Type for Coverage Services*

Unpaid	Activation	Annual	Case Rate	Per Diem	Unit Guarantee
20%	1%	6%	1%	92%	0%

Per Diem Payment Ranges: All Hospitals

	25th Percentile	Median	75th Percentile	Mean
All Hospitals	\$393	\$500	\$843	\$852

Per Diem Payment Ranges: Designated Trauma vs Non-Trauma Hospitals

	25th Percentile	Median	75th Percentile	Mean
Non-Trauma Centers	\$405	\$926	\$1,075	\$825
Trauma Centers	\$1,057	\$1,995	\$1,615	\$2,101

Per Diem Payment Ranges: Other Characteristics

Urban vs Rural Hospitals

	25th Percentile	Median	75th Percentile	Mean
Urban Hospitals	\$752	\$1,632	\$1,860	\$1,994
Single Campus Coverage Contracts	\$518	\$1,400	\$1,506	\$1,116

Single Campus Coverage Contracts

	25th Percentile	Median	75th Percentile	Mean
Single Campus	\$450	\$844	\$1,377	\$964

Per Diem Payment Ranges: Hospital Size

Number of General Acute Care Beds

	25th Percentile	Median	75th Percentile	Mean
Under 150 Beds	\$17	\$45	\$70	\$69
Over 150 Beds	\$933	\$1,274	\$617	\$1,298

General Acute Care Average Daily Census

	25th Percentile	Median	75th Percentile	Mean
Under 100 ADC	\$0	\$25	\$100	\$52
Over 100 ADC	\$886	\$965	\$1,110	\$1,219

Per Diem Payment Ranges: Percent of Patients on Medicare or Medicaid

Disproportionate Share Percentage

	25th Percentile	Median	75th Percentile	Mean
Under 35%	\$994	\$1,128	\$1,366	\$1,032
Over 35%	\$681	\$862	\$1,050	\$1,235

Medicare Days as a Percent of Total

	25th Percentile	Median	75th Percentile	Mean
Under 35%	\$822	\$856	\$1,377	\$1,384
35-44.9%	\$565	\$937	\$1,223	\$1,152
Over 45%	\$518	\$791	\$1,421	\$859

* Does not include payment for unsponsored patients

Table 3 Annual Payments for Medical Director and Administrative Positions

Specialty	Median	Mean	25%	75%
Ambulatory Surgery Center	*	*	*	*
Anesthesia	\$119,364	\$143,236	\$83,554	\$202,918
Cancer Center	*	*	*	*
Cardiology	\$27,737	\$33,284	\$19,416	\$47,153
Cardiovascular Surgery	\$66,924	\$80,309	\$46,847	\$113,770
Case Management	*	*	*	*
Chief of Staff	\$117,708	\$141,249	\$82,395	\$200,103
Critical/Intensive Care	\$80,336	\$96,404	\$56,235	\$136,572
Emergency	\$31,958	\$38,350	\$22,371	\$54,329
General Surgery	\$47,224	\$56,669	\$33,057	\$80,281
Gynecology	\$13,657	\$16,388	\$9,560	\$23,216
Hospitalists	\$74,181	\$89,017	\$51,927	\$126,108
Infectious Disease	\$40,472	\$48,567	\$28,330	\$68,803
Information Technology/Services	*	*	*	*
Internal Medicine	\$26,570	\$31,884	\$18,599	\$45,168
Interventional Cardiology	\$39,880	\$47,856	\$27,916	\$67,796
Medical Staff Officers	\$25,000	\$28,648	\$22,054	\$54,285
Neonatology	\$125,743	\$150,891	\$88,020	\$213,763
Neurology	*	*	*	*
Neurosurgery	\$256,186	\$307,424	\$179,330	\$435,517
Obstetrics	\$190,672	\$228,806	\$133,470	\$324,142
Obstetrics/Gynecology	\$128,274	\$153,929	\$89,792	\$218,066
Occupational Health	*	*	*	*
Oncology/Hematology	\$63,439	\$76,127	\$44,407	\$107,847
Orthopedics	\$256,643	\$307,972	\$179,650	\$436,294
Other Ambulatory Services	\$1,608	\$1,929	\$1,125	\$2,733
Pathology and Clinical Laboratory	\$107,893	\$129,472	\$75,525	\$183,418
Pediatrics	*	*	*	*
Physical Medicine/Rehabilitation	\$273,204	\$327,844	\$191,243	\$464,446
Plastic Surgery	\$237,726	\$285,271	\$166,408	\$404,134
Psychiatry	\$225,031	\$270,037	\$157,521	\$382,552
Pulmonary/Respiratory	\$276,124	\$331,349	\$193,287	\$469,412
Quality Initiatives	\$150,061	\$180,074	\$105,043	\$255,104
Radiology	\$181,495	\$217,794	\$127,046	\$308,541
Skilled Nursing / Subacute / Transitional SNF	\$286,633	\$343,960	\$200,643	\$487,277
Trauma Surgery	\$246,478	\$295,773	\$172,534	\$419,012
Urology	*	*	*	*
Utilization/Peer Review	*	*	*	*

* No reporting for specialties with fewer than five providers reporting. These numbers do not represent real data from the MD Ranger database. Services presented in reports may differ

Payment and Hours of Service Ranges: All Hospitals

	25th Percentile	Median	75th Percentile
Hourly Payment Ranges	\$104	\$126	\$463
Annual Payment Ranges	\$34,867	\$59,216	\$146,280
Annual Hours of Service	153	285	490

Hourly Payment Ranges: Non-Trauma Hospitals

	25th Percentile	Median	75th Percentile
Non-Trauma Hospitals	\$20	\$138	\$487

Payment and Hours of Service Ranges: Other Characteristics

Urban Hospitals

	25th Percentile	Median	75th Percentile
Hourly Payment Ranges	\$125	\$333	\$463
Annual Payment Ranges	\$119,821	\$363,672	\$464,464
Annual Hours of Service	275	313	474

Single Campus Coverage Contracts

Hourly Payment Ranges	\$104	\$280	\$368
Annual Payment Ranges	\$246,411	\$358,188	\$494,630
Annual Hours of Service	54	238	437

Payment and Hours of Service Ranges: By Hospital Size and Census

Number of General Acute Care Beds
Over 100 Beds

	25th Percentile	Median	75th Percentile
Hourly Payment Ranges	\$117	\$218	\$343
Annual Payment Ranges	\$75,854	\$181,365	\$267,233
Annual Hours of Service	38	171	358

Over 150 Average Daily Census

Hourly Payment Ranges	\$36	\$98	\$210
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Payment and Hours of Service Ranges: Percent of Patients on Medicare

Medicare Days as a Percent of Total

	25th Percentile	Median	75th Percentile
Hourly Payment Ranges Under 40%	\$21	\$115	\$288
Hourly Payment Ranges Over 40%	\$206	\$280	\$424
Annual Payment Ranges Under 40%	\$310,540	\$406,906	\$417,803
Hours of Service Ranges Under 40%	79	331	474

Benchmarks at your fingertips

The MD Ranger Standard Reports Series delivers a comprehensive set of easy-to-use benchmarks for a wide range of call coverage, medical direction, leadership, administrative, and hospital-based services. Our benchmarks are based on a robust database composed of subscriber data and the founders' proprietary data, encompassing more than 150 hospitals and 3,500 contracts from across the country.

Emergency Call Coverage Services Report

This report contains percentile ranges for a broad scope of call coverage services. Benchmarks are reported for:

- Mean, median, 25th percentile, and 75th percentile per diem payments
- Proportion of facilities that do not compensate physicians for call services
- Types of physician payment methods
- Other elements including hospital payer mix and size, the number of sites covered by a panel, and unsponsored payment rates.

Medical Direction, Leadership and Administrative Services Report

This report covers percentiles for medical directorship, administrative, and leadership services. The reporting and analysis includes:

- Minimum and/or maximum hours per year
- Total compensation per year and per hour
- The relationship, if any, between compensation rate and physician specialty
- Proportion of facilities that do not compensate physicians for specified administrative duties

Hospital-Based Services and Other Contractual Arrangements Report (2010)

This report covers comprehensive contracts that include multiple services such as on-site coverage, clinical services, administration and medical direction. The report addresses scope of service, compensation methods, and the relationships between rates and beds, census, and other factors that may prove significant. The following services may be reported:

- Anesthesia
- Critical Care/Intensivists
- Radiology
- Hospitalists (including subspecialty programs)
- Clinical laboratory and pathology
- Neonatology and perinatology
- Acute inpatient dialysis technical services payments
- Selected pediatric subspecialties



MDRANGER™

MD Ranger, Inc. was founded by consultants with more than seventy-five years of experience in health care. We have rendered more than one thousand fair market value opinions, and consulted for a national client base of more than two hundred hospitals, health systems, and health care organizations. MD Ranger and our affiliated firms Cattaneo & Stroud, Inc. and HealthWorks, Inc. developed the MD Ranger™ Report series to provide comprehensive market-based tools for physician contracting.