

# Top Lessons & Technology from 1,000 Practice Managers





Australian Association of Practice Management

AAPM Approved
2022

5 Points

WED 21 SEP 12:30pm AEST In the spirit of reconciliation, HotDoc acknowledges the Traditional Custodians of country throughout Australia and their connections to land, sea and community.

We pay our respect to their elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.







## Top Lessons and Technology from 1000 Practices





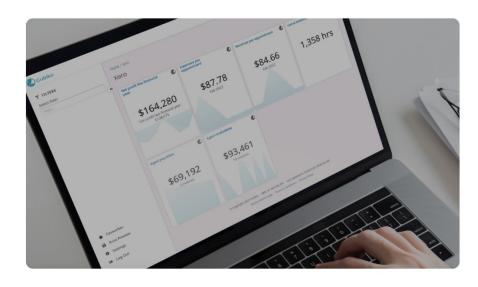


### What to track?

### Metrics you should be tracking

Visit our blog to gain a better understanding of the key metrics you should be tracking in your practice.

Learn more





# Cubiko Updates



Community of over 950 Practices

13% of General Practice's in Australia





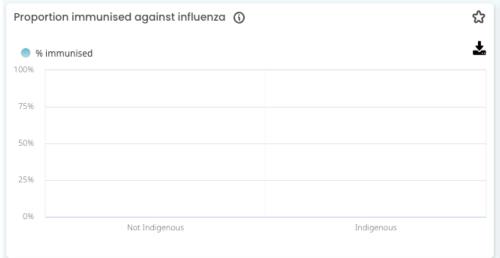


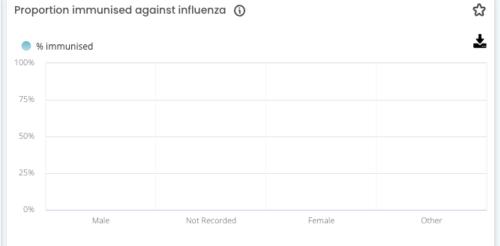


#### Clinical

| QIP PIP Federal Initiative MBS Billings                                  | Immunisations Clinical Undiagnosed chron                              | ic disease Data quality Opioid managemer                    | nt General reporting   |  |
|--|---|---|--|--|
| Proportion of patients with diabetes with ① 公a current HbAlc result      | Proportion of patients with a smoking ③ 公 status                      | Proportion of patients with a weight ① 公classification      | Proportion of patients aged 65+ who were immunised against influenza                     |  |
|  | 47%   | 47%   | 35%  |  |
| Proportion of patients with diabetes who ③                               | Proportion of patients with COPD who were immunised against influenza | Proportion of patients with an alcohol ① 公consuption status | Proportion of patients with the necessary risk factors assessed to enable CVD assessment |  |
| 44%  |   | 47%   |  |  |
| Proportion of female patients with an up-to-date cervical screening test | Proportion of patients with diabetes with ③                           |   |  |  |

#### Proportion of patients aged 65+ who were immunised against influenza

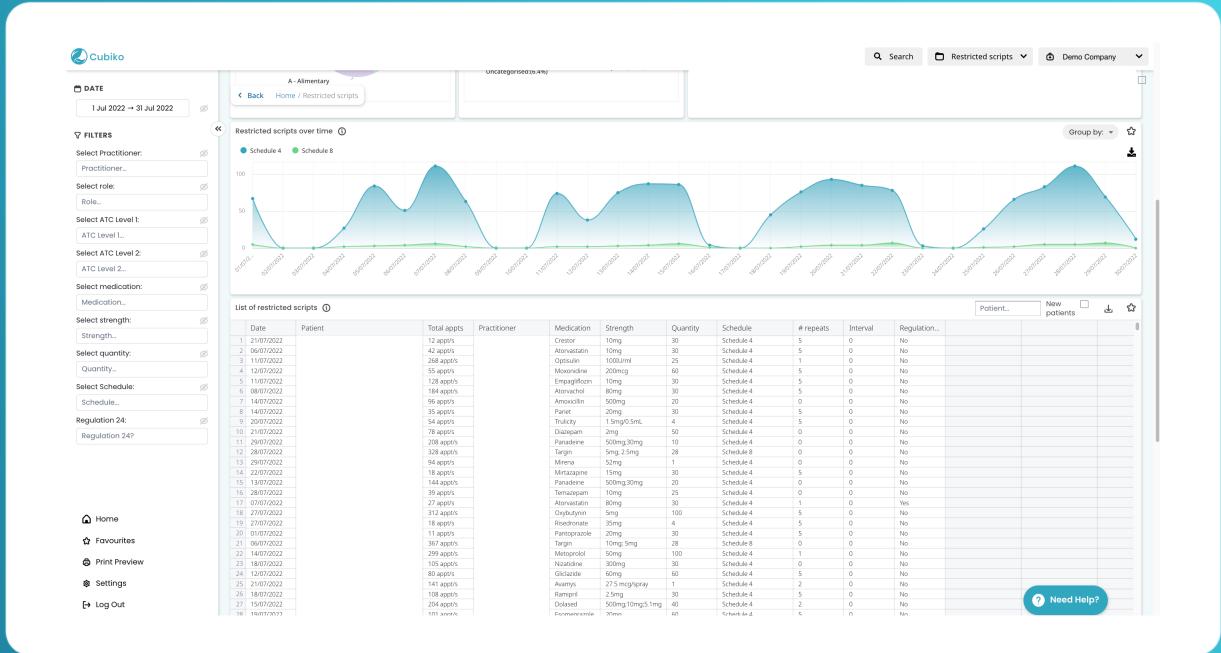


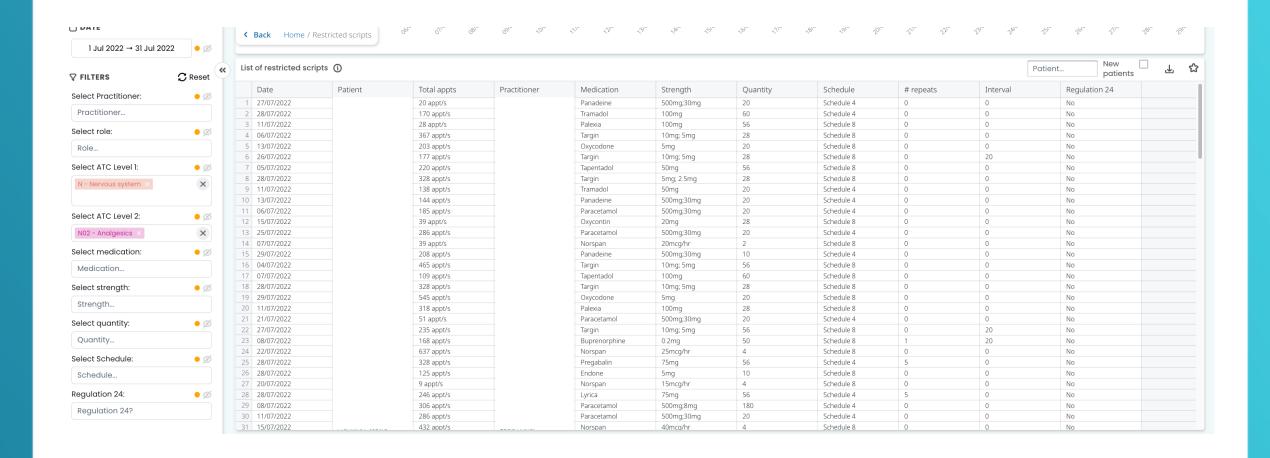


#### List of patients not immunised 🕥



|    | INTERNALID | Record no. | Date       | Time  | Appt with      | Appt type        | Patient       | Last flu vaccine | Last Doc  |
|----|------------|------------|------------|-------|----------------|------------------|---------------|------------------|-----------|
| 1  | 7249       | 27545      | 25/08/2022 | 08:00 | firstname 2721 | description 7432 | surname 6557, | None recorded    | firstname |
| 2  | 11353      | 32865      | 25/08/2022 | 08:00 | firstname 6263 | description 6663 | surname 5542, | None recorded    | firstname |
| 3  | 7402       | 27844      | 25/08/2022 | 08:00 | firstname 8756 | description 5178 | surname 8158, | None recorded    | firstname |
| 4  | 7343       | 27894      | 25/08/2022 | 08:30 | firstname 2721 | description 7432 | surname 5388, | None recorded    | firstname |
| 5  | 440        | 000676     | 25/08/2022 | 08:30 | firstname 3331 | description 3735 | surname 8622, | None recorded    | firstname |
| 6  | 3631       | 6672       | 25/08/2022 | 09:00 | firstname 6263 | description 6663 | surname 4811, | None recorded    | firstname |
| 7  | 824        | 6759       | 25/08/2022 | 09:00 | firstname 3331 | description 7432 | surname 3158, | None recorded    | firstname |
| 8  | 520        | 22141      | 25/08/2022 | 09:00 | firstname 2348 | description 6663 | surname 2172, | None recorded    | firstname |
| 9  | 8799       | 30043      | 25/08/2022 | 09:40 | firstname 8756 | description 4837 | surname 7651, | None recorded    | firstname |
| 10 | 2970       | 19726      | 25/08/2022 | 10:00 | firstname 3331 | description 7432 | surname 2668, | None recorded    | firstname |
| 11 | 635        | 022411     | 25/08/2022 | 10:00 | firstname 8756 | description 7432 | surname 1747, | None recorded    | firstname |
| 12 | 1063       | 00800      | 25/08/2022 | 10:00 | firstname 2721 | description 5178 | surname 8415, | None recorded    | firstname |





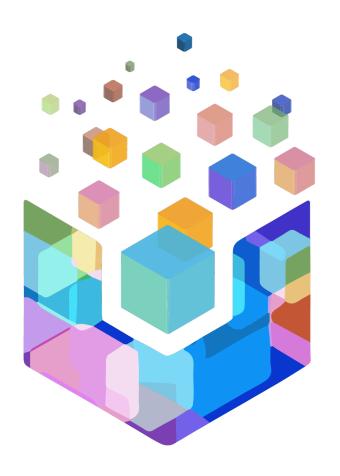


### For our amazing customers



https://www.cubiko.com.au/hotdoc-webinar-2/

Visit to find out about how to make the most of your Cubiko Subscription



# Cubikon

2022

**Annual Cubiko Event** 

# Benchmarking

Management data

Comparison

# Benchmarking

**KPIs** 

Performance indicators

Comparison Management data Berchmarking erformance indicators **KPIs** 

# Benchmarking

# Touchstone

#### Touchstone

touch·stone | \ 'təch- stōn \ plural touchstones

a test or criterion for determining the quality or genuineness of a thing



See how your practice performs compared to your peers, identify the areas you succeed in and opportunities for improvement.

#### But how?

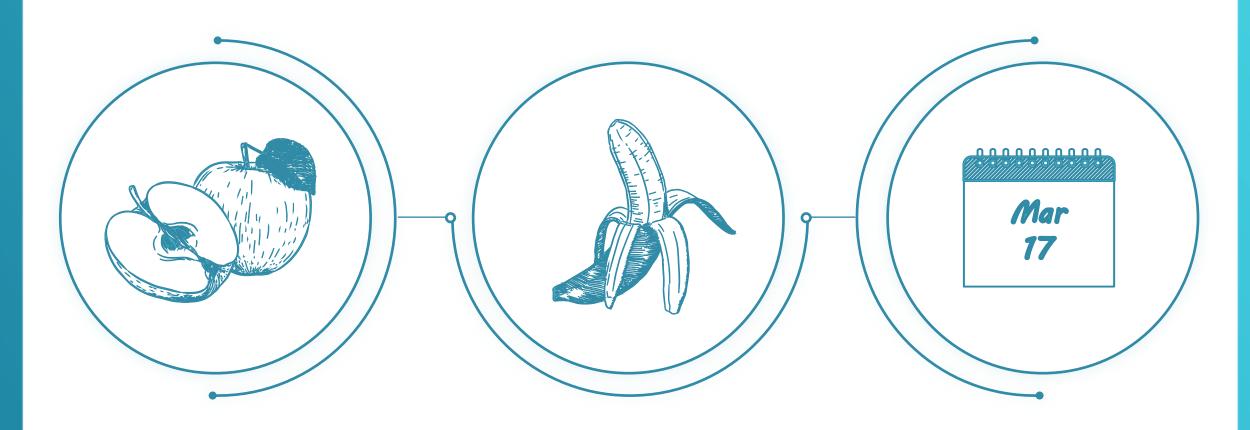


But how?

#### **Ground Rules**



#### Benchmarking Touchstone



State



Billing model



Modified Monash Model



Teaching Practices



Primary Health Network



**Doctor FTE Size** 





Clinical Autonomy

#### Data Science Magic

Opt-in





#### Data Science Magic

Opt-in



#### Data Science Magic

Opt-in



Frequency and cell dominance rules



De-identified



Data rounding

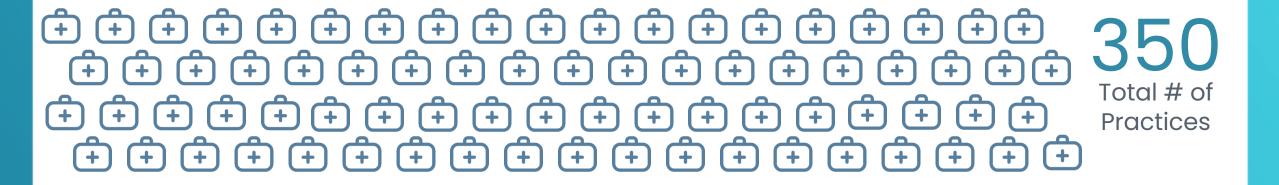


Aggregated



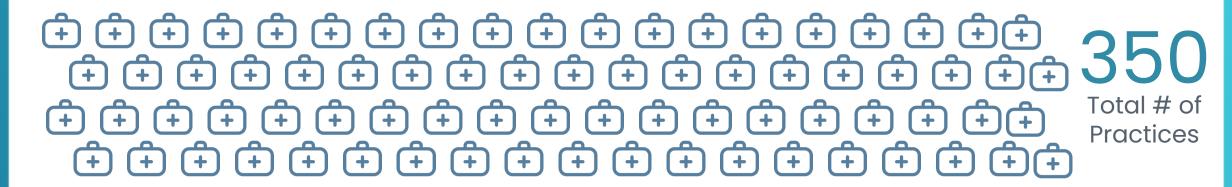
Minimum Practice
Size count
randomised





A cross section of practice





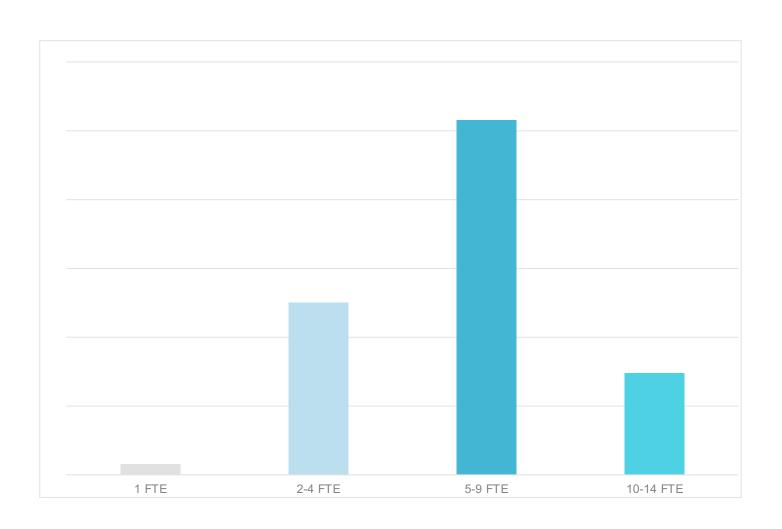
A cross section of practice















#### **Practice Similarities**





All self nominated by the practice

What would you like to know?

#### What would you like to know?

Billings Per Hour

\$ (60

Billings Per Appointment





Appointments
Per Hour



Bulk Billing Rate



Utilisation of GP's



Item 23



CDM / HA %



Nurse Led %



Telehealth %



Wait Time



**New Patients** 



**DNA Rate** 





Total Billings



Cubiko Consulting Hours



\$308
per
consulting
hour



\$308 per hour

### Touchstone How much does educating cost the GP?



\$303 per hour

\$308 per hour

X

65%

\$200 per hour

70%

=

\$215 per hour

### Touchstone Billings per hour – per year

\$215 per hour

hours per year

\$336,260

### Touchstone Billings per hour – per year



Average

\$336,260



Mixed

\$342,516



Bulk

\$331,568



#### **Counted Appointments**

(excluding some appointment types and statuses)

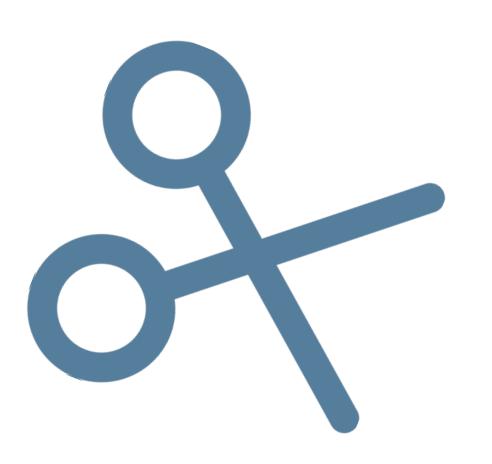


Cubiko Consulting Hours





4.2 per hour





Average

4.2



Mixed

3.7



Bulk

4.6

$$-$$
 = 1 extra appointments per hour



34 extra appointments per week



1632 extra appointments per year

# 1632 extra appointments per year

### Touchstone Billings per Appointment



Total Billings



**Counted Appointments** 

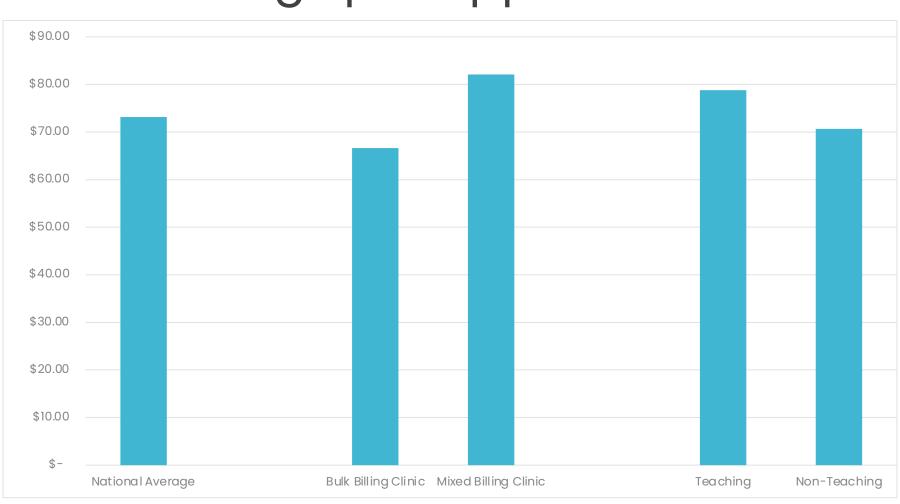
(excluding some appointment types and statuses)

#### Touchstone Billings per Appointment

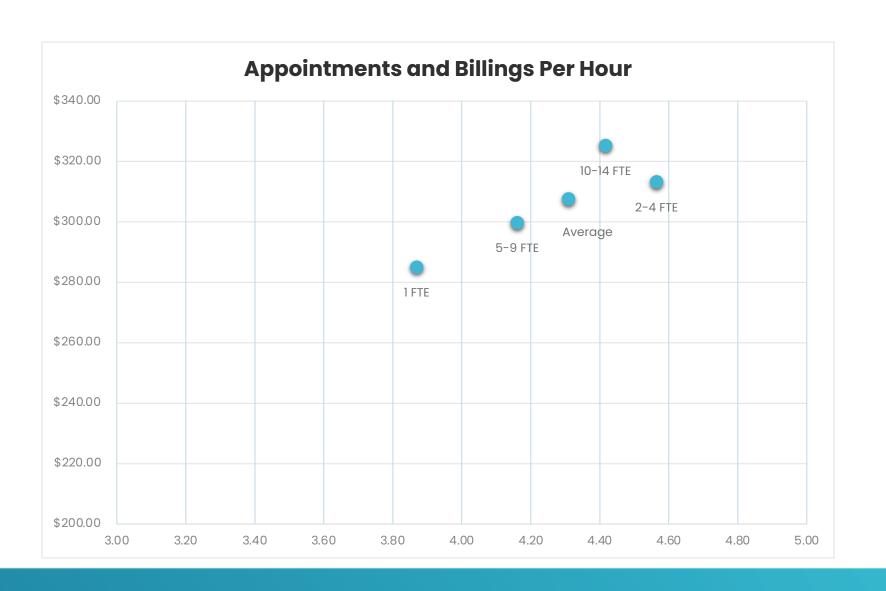


\$73

#### Touchstone Billings per Appointment



#### Touchstone



### Touchstone GP Utilisation



Cubiko Consulting Hours

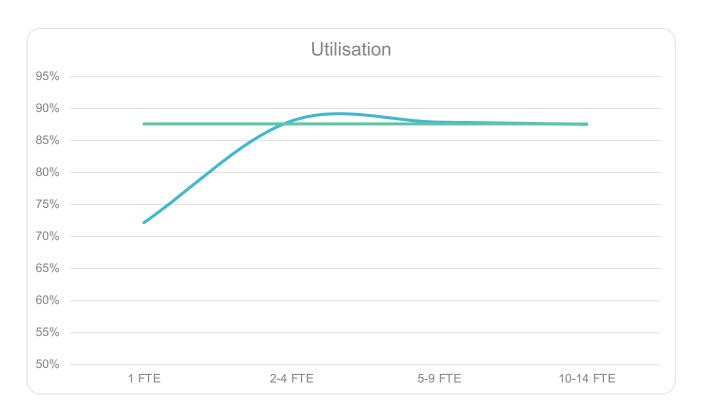


**Session Hours** 

### Touchstone GP Utilisation

86% - 88%

## Touchstone GP Utilisation 86% - 88%



### Touchstone What's Next?



Healthy Profession

Standards for general practices

5th edition

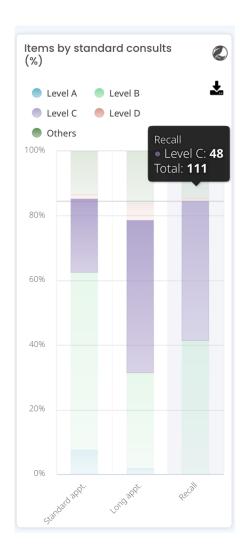


#### Quality improvement activities

Activities to improve a general practice can involve examining the practice's structures, systems and clinical care. Relevant patient and practice data can help you identify where quality improvements can be made (eg patient access, management of chronic disease, preventive health).

Quality improvement activities can include:

- changes to the day-to-day operations of the practice, such as
  - scheduling of appointments
  - normal opening hours
  - record-keeping practices
  - how patient complaints are handled
  - systems and processes
- responding to feedback or complaints from patients, carers or other relevant parties
- · responding to feedback from members of the practice team
- · auditing clinical databases
- · analysing near misses and errors.



### Touchstone What's Next?



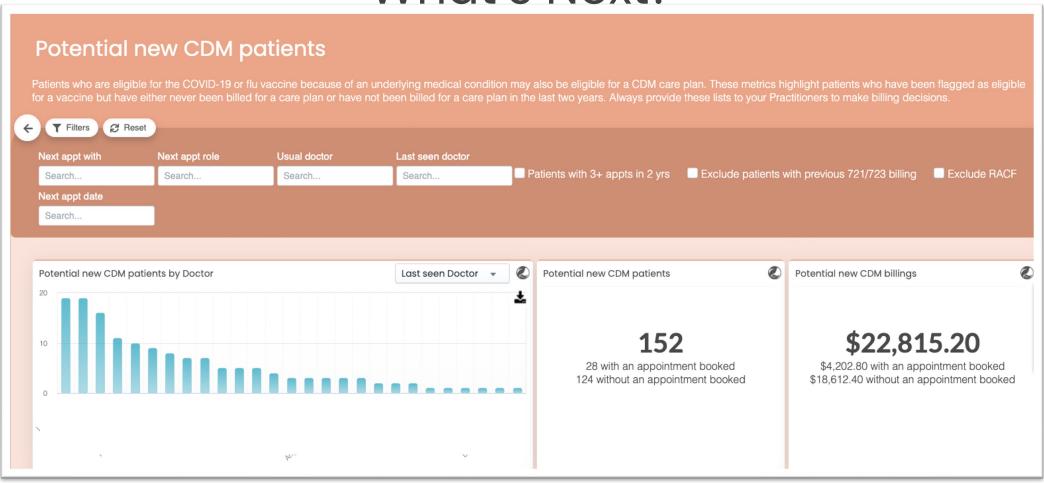
### Touchstone What's Next?



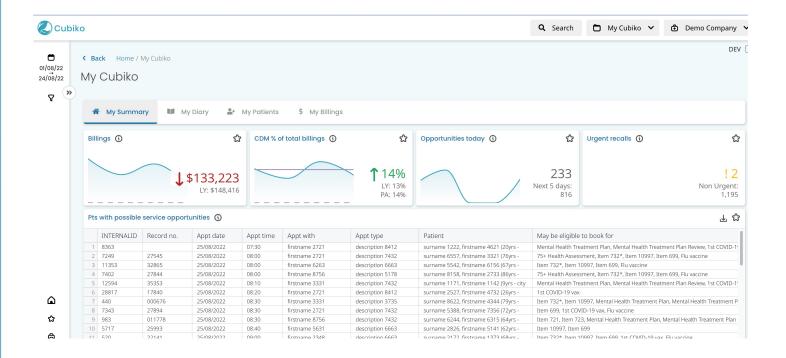
# Touchstone What's Next?

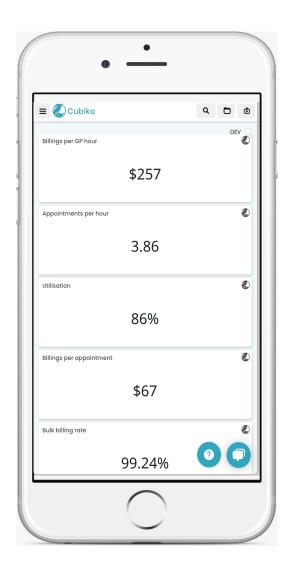


# Touchstone What's Next?



## Touchstone My Cubiko





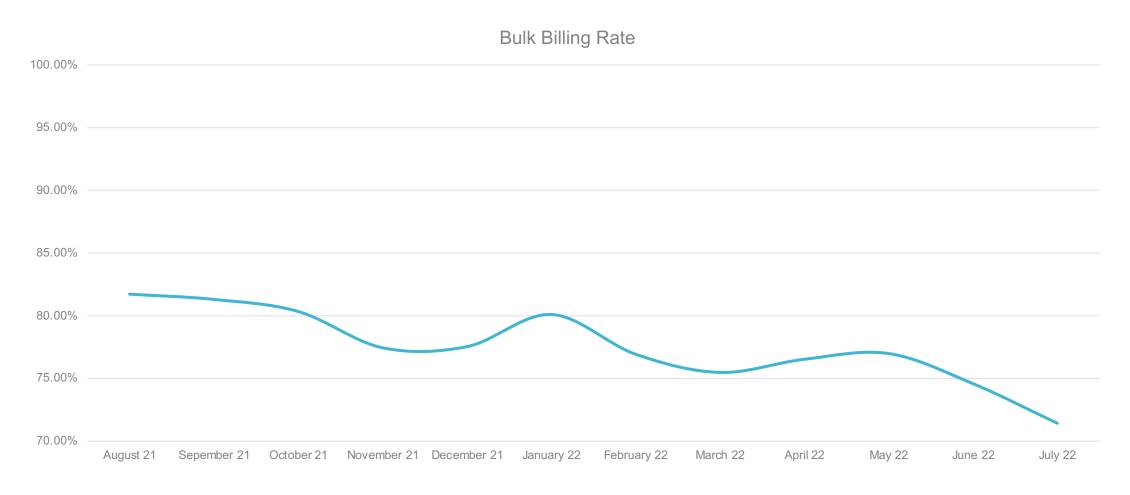
### Touchstone Bulk Billing



Number of Invoices Bulk Billed



Number of Invoices



#### Bulk Billing – Past 12 months

#### Touchstone How much bulk billing does a Mixed Billing Clinic do?

Overall Bulk Billing Rate

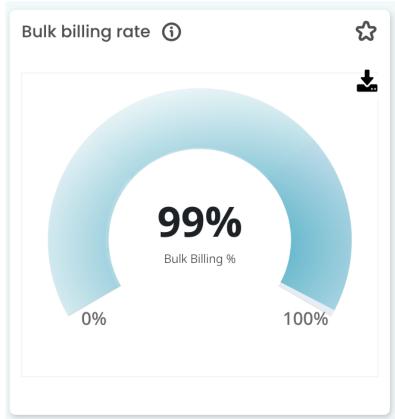
66%

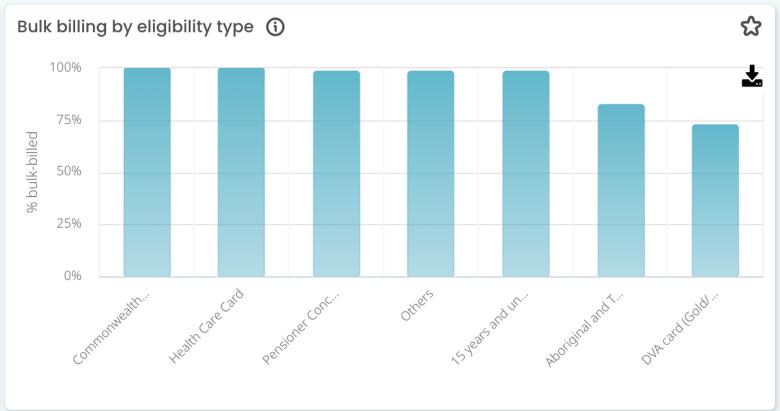
Bulk Billing -Concession card

81%

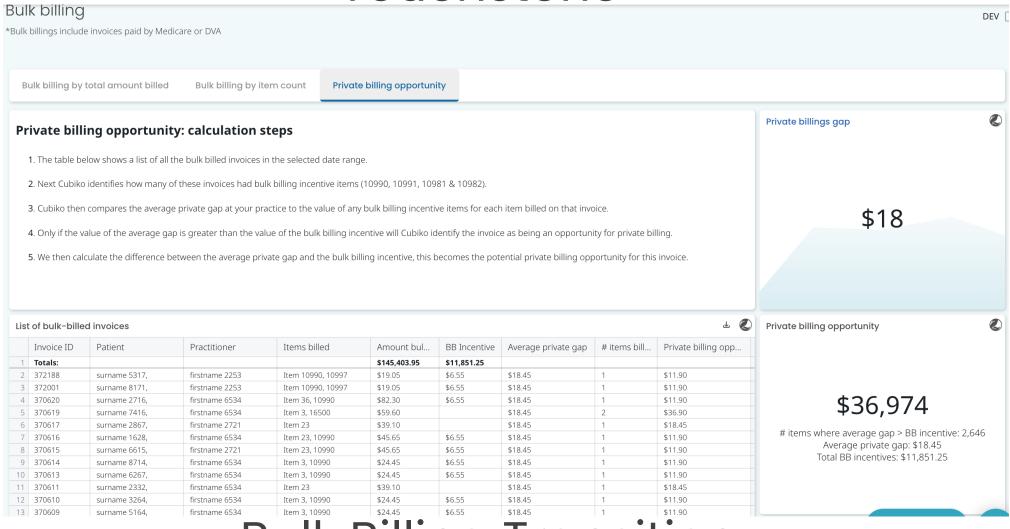
Bulk Billing – 15 and under

83%

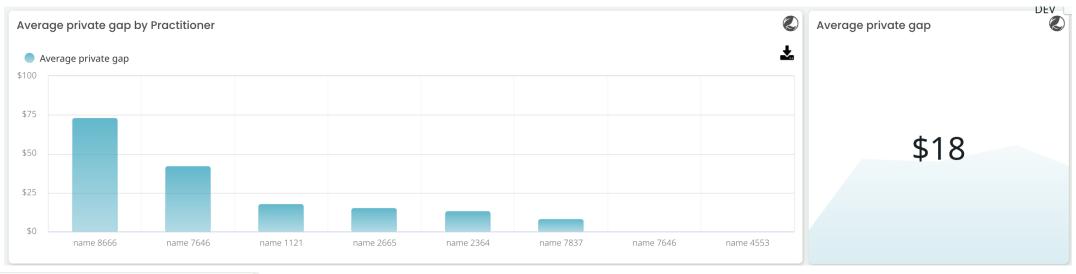


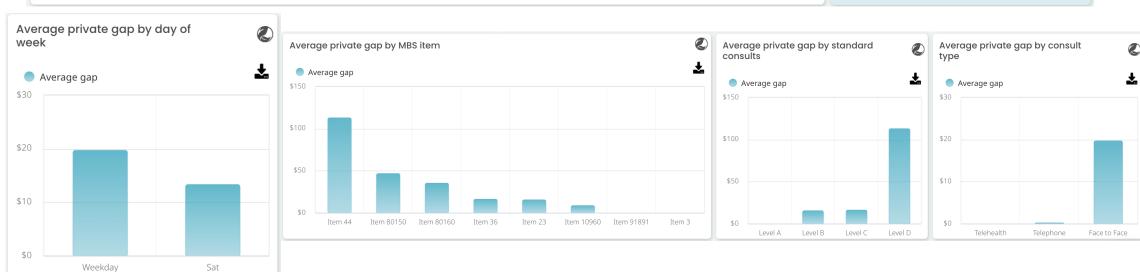


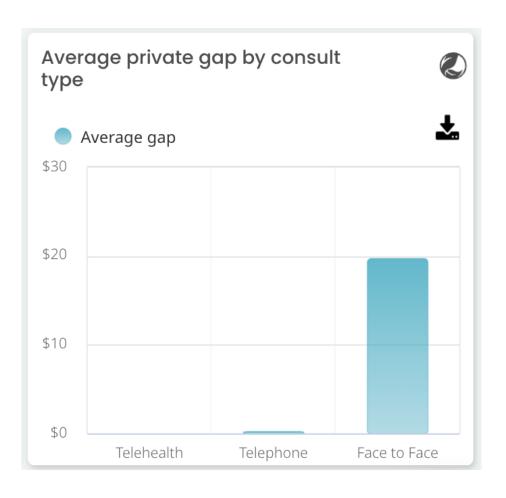
#### Tracking Bulk Billing



**Bulk Billing Transition** 







### Average "Price" of a 23



## Average "Price" of a 23

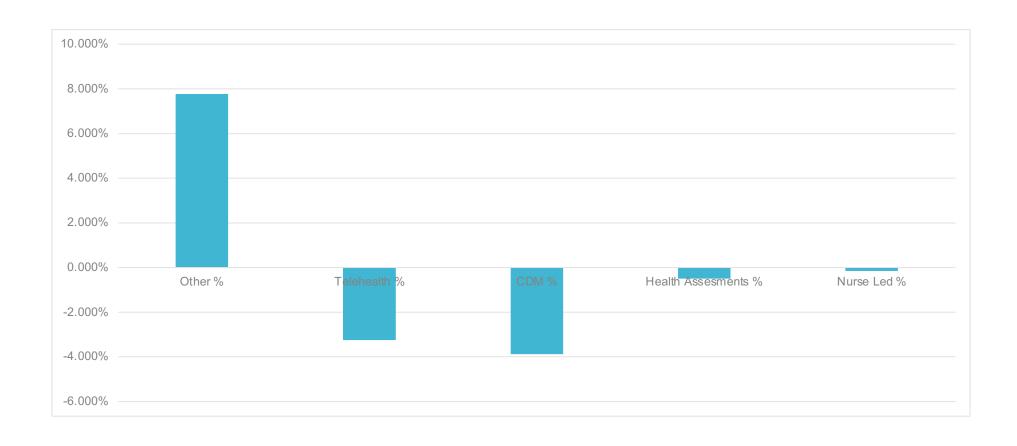


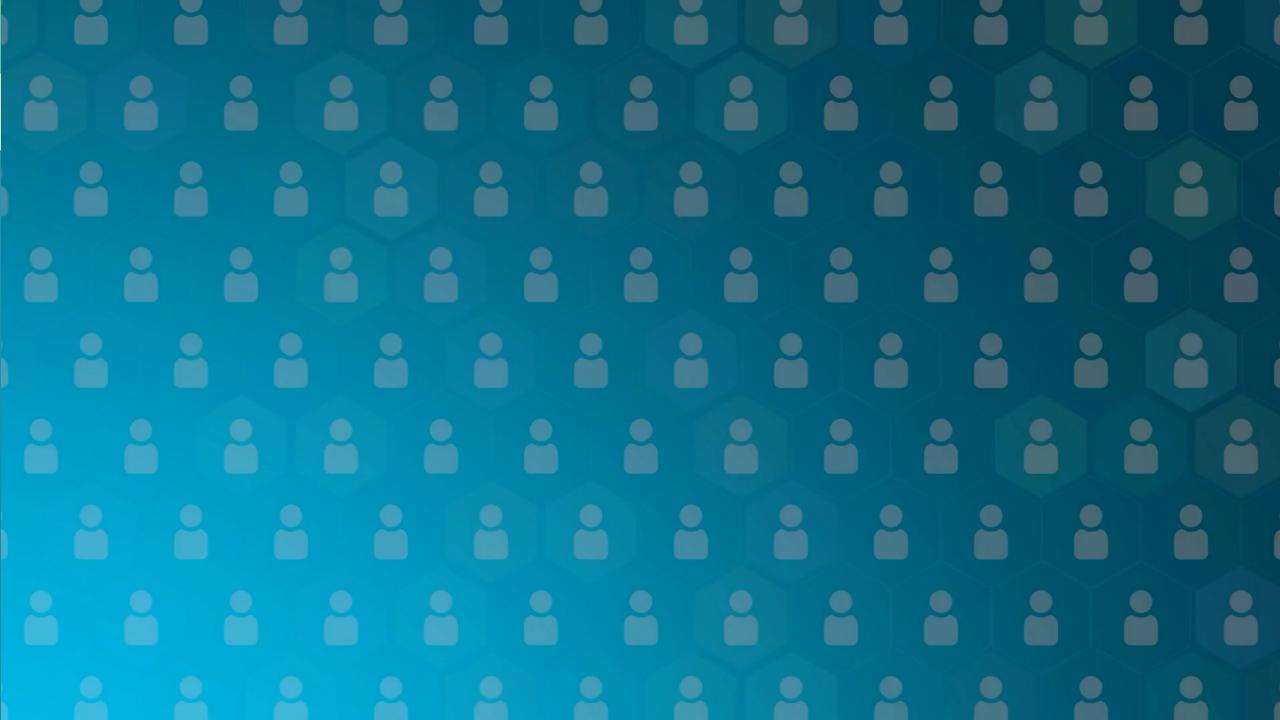
#### Touchstone Billing Breakdown

\$308 per hour

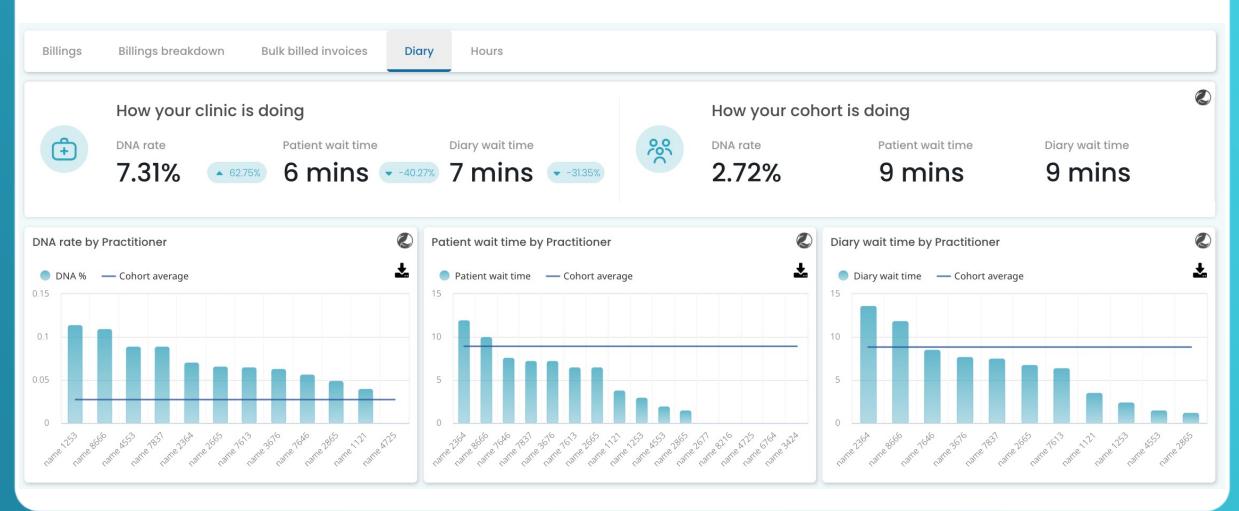


## Touchstone Billing Breakdown





#### Touchstone Practice Operations



#### Touchstone Wait Time

## 8 – 12 minutes

# Touchstone No Show / DNA



Appointments marked as DNA



Total Counted Appointments

#### Touchstone No Show / DNA

(X) = 2%



#### Touchstone Growing the Clinic



New Patients Seen



Total Patients
Seen

## Touchstone Growing the Clinic



# Touchstone Growing the Clinic







# Recruitment and Retention



## Touchstone What coming up?

Nurse Utilisation and Doctor Usage



**Patient Count and Cohorts** 



Average Price of MBS Item Numbers



Debt and Cash Flow



Average Booking Lead Time



Online and Other Booking Methods



Demographic Breakdown and Impact on Billing



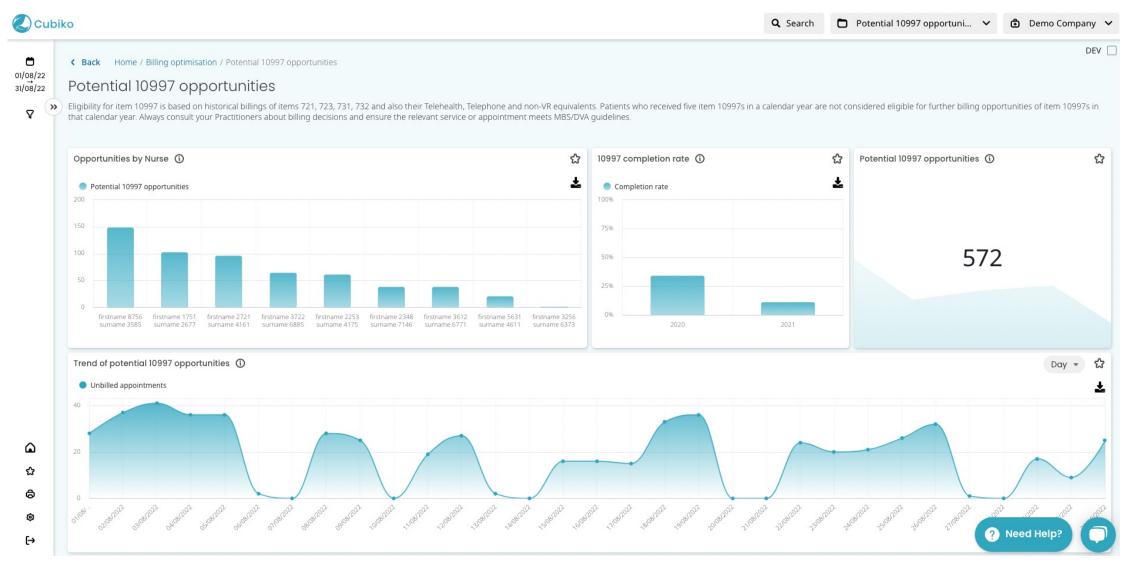
Time to 3<sup>rd</sup> Next Available Appointment



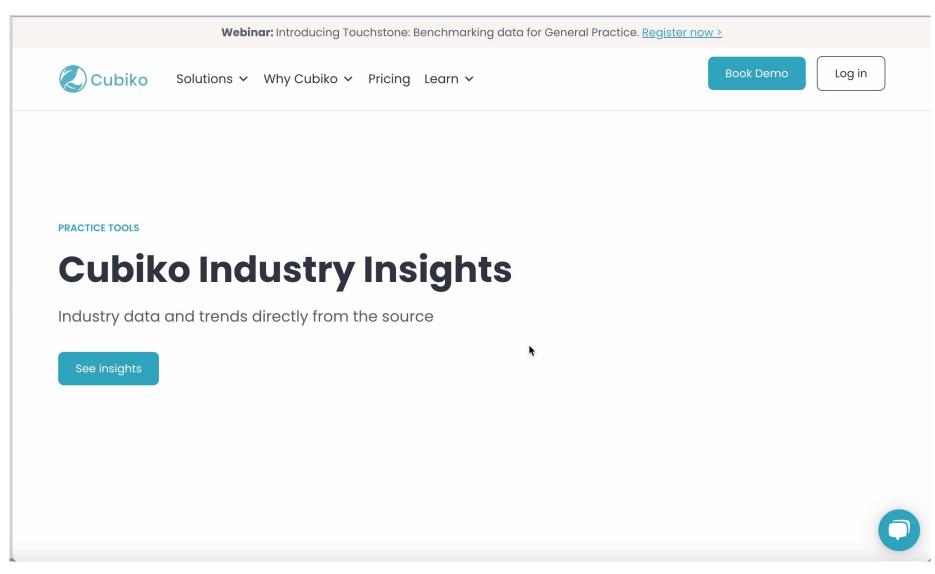
And much much more!



#### Quick Tips

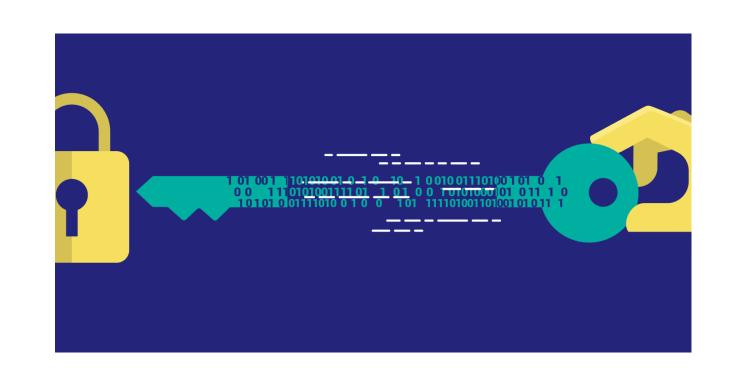


#### Supporting Everyone



















Is your time
or
your Practice Manager's time
better spent collecting data or
doing something with it?

# Resources Register for a Demo MD Waitlist



https://www.cubiko.com.au/hotdoc-webinar/



Mitigating the Medicare Freeze: How General Practices are Successfully Generating Revenue





HOSTED BY **Dr Sachin Patel** 





Tue 04 Oct 12:30pm AEDT







2023 Webinars Let us know what you want to learn about Fill out the survey in you console to share your ideas

#### Thank you



Chris Smeed

https://www.cubiko.com.au/