

ksm
CPAs & Advisors

 **NERVES**
Neurosurgery Executives' Resource
Value & Education Society

NERVES Survey Primer

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Agenda

1. **Introductions & Goal**
2. **General Information**
3. **COVID**
4. **Survey Instructions and Questionnaire**
5. **Reports & Data**
6. **Sections of Survey**
7. **Contacts**

Goal

- Provide useful information to organize and complete the NERVES Survey
- We will answer questions between each section. Please send Q's using the chat and Emily will read them out.
- Anything you specifically would like to discuss, send in chat.

Roll Call

- First time to complete the survey?
- Looking for support / ideas?
- Remember this! The completed survey benefits the individual neurosurgeon, the practice/department overall and organized neurosurgery.
- The NERVES Survey is being purchased by FMV firms to use in valuations.

General Information

- Survey questionnaires in Excel format
- A set of instructions included with the survey in a separate file
- Complete the survey as completely as possible; the higher the response rate per data point, the more relevance for the survey!
- Due date: September 30, 2022
- Participants and responses are confidential (i.e., only KSM has access to the specific data).
- KSM screens for certain “critical data questions.” If those questions are not answered, additional information is requested, or the survey may be rejected.
- Electronic distribution targeted for December 2022

COVID – The Asterisk Year

- This year's survey will address data points with financial impact of COVID relief dollars in mind
- We wish to keep the data pure for year-to-year NERVES data point comparison's sake
- We wish to collect COVID-specific data to report separately
- There are built-in checks in place to help reconcile the overall impact of COVID relief funds to the practice/department vs. provider level detail
- COVID data points are addressed / defined in the instructions

Survey Instructions & Questionnaire

- Read through the instructions and keep them handy while working on survey
- The excel questionnaire has 10 tabs
- It helps me to attack the survey in small chunks
- Time – depending on the size of the group/department the time to finish the survey will vary
 - 0 – 2 hours 4.7%
 - 3 – 4 26.9%
 - > 4 68.3%

Reports & Data

- Most recently completed fiscal year
- Total group/department data
- Individual provider data

Total Group/Department Data & Reports

- Balance sheet & income statement (Accounting/Finance)
- Accounts receivable aging & payer mix (Accounting/Finance or Billing)
- FTE Report - MD & employee (Payroll/HR/Accounting)
 - For MD's will need clinical FTE % & total FTE %
- Academic department fund sources & uses (Finance/Dean's Office reporting)
- Physician compensation
 - Physician clinical compensation model in detail (including benefit cost and malpractice cost specifically)
 - Academic compensation
 - Physician administrative compensation
 - Other
- Call pay data from compensation model and by facility contracts
- Malpractice policy liability limits

Individual Provider Data & Reports

- All providers in practice/department including APP's
- Productivity (PM system/BI/accounting)
 - Charges
 - Payments
 - Total and work RVU's (adjusted – see instructions)
 - Surgery count (primary and assisted)
 - Surgery count by place of service
 - New patient count
- Specialty % of practice per neurosurgeon (PM system/BI/accounting)
- Payroll for physician & APP compensation (payroll/HR/accounting)

General Practice/Department Knowledge

- Who answers the questions??
 - My method has been to fill it out myself
 - I ask my team for all of the relevant reports/data
- The “relevant issues” section
- I save the provider tabs until last –
 - If you have the reports ready, it is purely key entry

“We’re on a mission from God”



The Survey Tabs

- Let's take a quick look at each

Thank you!!

- Final Q's?

Help

- Survey Zoom office hours
 - Each Tuesday @ noon – 12:30 Eastern
 - Derek, Amber & Emily
 - Meeting ID: 941 8817 3704 Passcode: 015088
- You may contact Amber Moore or Emily Penn (NERVES@ksmcpa.com) or Derek (dcantrell@goodmancampbell.com) with specific questions