

## **Gross Margin EOM SC Worksheet Tips**

- *Gross Margin: Is a wrap up of all the EOM charts. It is a percentage.*
- *Impacted by:*
  - *Cost of Doing Business*
    - *Labor Rate*
    - *Overtime*
  - *Revenue Generated*
    - *Med B Revenue*
    - *Med A / MCA minutes per pt per day*
  - *Labor Variables*
    - *Productivity*
    - *Efficiency*

## **Theory of Causes**

- Labor Rate or Overtime down = GM +
- Med B Rev up = GM +
- Med A/ min per pt per day up = GM +
- Productivity up = GM +
- Efficiency up = GM +

## **Reports for Data and Identifying Solutions:**

Utilize the reports from every other metric to examine why the gross margin is developing a trend or has become a SC

## **Possible Solutions:**

Address SC or Trends identified for other metrics