

AHC ATB STAFFING ANALYSIS SAMPLE

FC		Total	Under 90	Over 90	Under 90	Over 90	0-30	31-60	61-90	91-120	121-150	151-180	181-365	>365
HMO/PPO	Balance	\$73,538,812	\$48,533,695	\$25,005,117	66%	34%	\$31,497,001	\$11,845,347	\$5,191,347	\$3,021,166	\$3,045,725	\$1,902,187	\$10,809,713	\$6,226,325
	% of Total Balance						42.83%	16.11%	7.06%	4.11%	4.14%	2.59%	14.70%	8.47%
	# of Accounts	40,496	16,200	24,296	40%	60%	6,939	5,256	4,005	2,670	2,339	1,897	7,114	10,276
	Average Balance	\$1,816	\$2,996	\$1,029			\$4,539	\$2,254	\$1,296	\$1,132	\$1,302	\$1,003	\$1,519	\$606
Blue Cross	Balance	\$53,766,701	\$38,839,260	\$14,927,441	72%	28%	\$28,999,131	\$6,295,195	\$3,544,934	\$2,233,490	\$1,398,426	\$1,547,547	\$6,065,442	\$3,682,537
	% of Total Balance						53.94%	11.71%	6.59%	4.15%	2.60%	1.28%	11.28%	6.85%
	# of Accounts	72,713	28,251	44,462	39%	61%	13,508	8,119	6,624	6,194	4,229	3,048	20,650	10,341
	Average Balance	\$739	\$1,375	\$336			\$2,147	\$775	\$535	\$361	\$331	\$508	\$294	\$356
Other	Balance	\$46,519,153	\$22,812,308	\$23,706,845	49%	51%	\$9,031,745	\$6,598,997	\$7,181,566	\$3,749,906	\$3,500,980	\$3,688,411	\$7,321,130	\$5,446,419
	% of Total Balance						19.42%	14.19%	15.44%	8.06%	7.53%	7.93%	15.74%	11.71%
	# of Accounts	20,589	6,504	14,085	32%	68%	2,411	2,230	1,863	1,530	1,404	1,943	4,305	4,903
	Average Balance	\$2,259	\$3,507	\$1,683			\$3,746	\$2,959	\$3,855	\$2,451	\$2,494	\$1,898	\$1,701	\$1,111
ALL	Balance	\$173,824,667	\$110,185,263	\$63,639,404	63%	37%	\$69,527,877	\$24,739,539	\$15,917,847	\$9,004,562	\$7,945,132	\$7,138,145	\$24,196,284	\$15,355,282
	% of Total Balance						40.00%	14.23%	9.16%	5.18%	4.57%	4.11%	13.92%	8.83%
	# of Accounts	133,798	50,955	82,843	38%	62%	22,858	15,605	12,492	10,394	7,972	6,888	32,069	25,520
	Average Balance	\$1,299	\$2,162	\$768			\$3,042	\$1,585	\$1,274	\$866	\$997	\$1,036	\$755	\$602

Balance Category		Balance	Under 90	Over 90	Under 90	Over 90	0-30	31-60	61-90	91-120	121-150	151-180	181-365	>365
0 to 500	Balance	\$13,339,880	\$4,439,719	\$8,900,162	33%	67%	\$1,949,107	\$1,331,300	\$1,159,311	\$1,083,781	\$839,049	\$662,818	\$3,444,543	\$2,869,970
	% of Total Balance						14.61%	9.98%	6.69%	8.12%	6.29%	4.97%	25.82%	21.51%
	# of Accounts	104,725	37,316	67,409	36%	64%	14,775	12,250	10,291	8,631	6,311	4,845	27,052	20,570
	Average Balance	\$127	\$119	\$132			\$132	\$109	\$113	\$126	\$133	\$137	\$127	\$140
500 to 1000	Balance	\$7,367,193	\$2,581,791	\$4,785,402	35%	65%	\$1,391,331	\$700,599	\$489,861	\$468,934	\$452,402	\$655,903	\$1,442,912	\$1,765,251
	% of Total Balance						18.89%	9.51%	6.65%	6.37%	6.14%	8.90%	15.99%	23.96%
	# of Accounts	10,394	3,604	6,790	35%	65%	1,936	971	697	663	636	918	2,055	2,518
	Average Balance	\$709	\$716	\$705			\$719	\$722	\$703	\$707	\$711	\$714	\$702	\$701
1000 to 2500	Balance	\$13,416,595	\$5,770,460	\$7,646,135	43%	57%	\$3,212,584	\$1,520,101	\$1,037,774	\$910,799	\$838,428	\$1,060,947	\$2,507,188	\$2,328,773
	% of Total Balance						23.94%	11.33%	7.74%	6.79%	6.25%	7.91%	18.69%	17.36%
	# of Accounts	8,568	3,662	4,906	43%	57%	2,010	975	677	583	534	692	1,591	1,506
	Average Balance	\$1,566	\$1,576	\$1,559			\$1,598	\$1,559	\$1,533	\$1,562	\$1,570	\$1,533	\$1,576	\$1,546
2500 to 5000	Balance	\$14,313,302	\$8,439,168	\$5,874,134	59%	41%	\$5,315,530	\$1,957,722	\$1,165,915	\$673,509	\$676,463	\$789,443	\$2,173,578	\$1,561,142
	% of Total Balance						37.14%	13.68%	8.15%	4.71%	4.73%	5.52%	15.19%	10.91%
	# of Accounts	4,114	2,425	1,689	59%	41%	1,525	564	336	193	193	231	637	435
	Average Balance	\$3,479	\$3,480	\$3,478			\$3,486	\$3,471	\$3,470	\$3,490	\$3,505	\$3,418	\$3,412	\$3,589
5000 to 10000	Balance	\$18,772,111	\$11,786,734	\$6,985,376	63%	37%	\$8,122,883	\$2,268,145	\$1,395,706	\$1,003,967	\$902,801	\$730,171	\$2,427,251	\$1,921,186
	% of Total Balance						43.27%	12.08%	7.43%	5.35%	4.81%	3.89%	12.93%	10.23%
	# of Accounts	2,632	1,633	999	62%	38%	1,127	315	191	141	129	104	348	277
	Average Balance	\$7,132	\$7,218	\$6,992			\$7,208	\$7,200	\$7,307	\$7,120	\$6,998	\$7,021	\$6,975	\$6,936
>10000	Balance	\$106,615,586	\$77,167,392	\$29,448,195	72%	28%	\$49,536,440	\$16,961,671	\$10,669,281	\$4,863,573	\$4,235,988	\$3,238,862	\$12,200,813	\$4,908,958
	% of Total Balance						46.46%	15.91%	10.01%	4.56%	3.97%	3.04%	11.44%	4.60%
	# of Accounts	3,365	2,315	1,050	69%	31%	1,485	530	300	183	169	98	386	214
	Average Balance	\$31,684	\$33,334	\$28,046			\$33,358	\$32,003	\$35,564	\$26,577	\$25,065	\$33,050	\$31,608	\$22,939
Total	Balance	\$173,824,667	\$110,185,263	\$63,639,404	63%	37%	\$69,527,877	\$24,739,539	\$15,917,847	\$9,004,562	\$7,945,132	\$7,138,145	\$24,196,284	\$15,355,282
	% of Total Balance						40.00%	14.23%	9.16%	5.18%	4.57%	4.11%	13.92%	8.83%
	# of Accounts	133,798	50,955	82,843	38%	62%	22,858	15,605	12,492	10,394	7,972	6,888	32,069	25,520
	Average Balance	\$1,299	\$2,162	\$768			\$3,042	\$1,585	\$1,274	\$866	\$997	\$1,036	\$755	\$602

Staffing Levels	Vacancy Factor	Budgeted
FTEs assigned to Follow up Activities		14.00
Vacancy/FMLA Leave	10.0%	(1.40)
Vacation/Holidays	7.7%	(0.97)
Sick Leave	1.9%	(0.24)
Non-Follow up Activities	10.0%	(1.26)
Adjusted FTEs	29.6%	10.13

Working Inventory Factor (All balances)		0.25	1.00	1.50	1.75	2.00	2.00	1.70	1.50
All Balances	# of Accounts	22,858	15,605	12,492	10,394	7,972	6,888	32,069	25,520
	Working Inventory	5,715	15,605	18,738	18,190	15,944	13,776	54,517	38,280
	Cumulative Working Inventory	5,715	21,320	40,058	58,247	74,191	87,967	142,484	180,764

Working Inventory Factor (Balances over \$2,500)		1.00	1.25	1.50	1.75	2.00	2.00	1.70	1.50
Balances Over \$2,500	Balance	\$62,974,854	\$21,187,538	\$13,230,901	\$6,541,048	\$5,815,252	\$4,758,477	\$16,801,641	\$8,391,287
	# of Accounts	4,137	1,409	827	517	491	433	1,371	926
	Working Inventory	4,137	1,761	1,241	905	982	866	2,331	1,389
	Cumulative Working Inventory	4,137	5,898	7,139	8,044	9,026	9,892	12,222	13,611

Daily Productivity Levels Per FTE	Monthly Accounts Per FTE (21 days per month)	1 Month Accounts Adjusted FTEs	2 Month Accounts Adjusted FTEs
25 accounts per day	525	5,317	10,635
30 accounts per day	630	6,381	12,762
35 accounts per day	735	7,444	14,889
40 accounts per day	840	8,508	17,016
45 accounts per day	945	9,571	19,143
50 accounts per day	1,050	10,635	21,270