The Juice That's Left to Squeeze: How HR Information Systems Save Even the Most Cost-Effective ASCs Real Dollars



Presented by:
Tom Jacobs/MedHQ CEO &
John Merski Jr./MedHQ ED
of Human Resources



About Tom Jacobs

- President of Med HQ
- Works with over 50 physician affiliated organizations
- Current administrator of endoscopy center
- MBA, University of Notre Dame



About John Merski Jr.

- Executive Director of Human Resources
- Responsible for more than 1,000 employees at client facilities
- ▶ 30 years of experience in HR
- Master's of education with a specialization in administration, Bowling Green State University



5 HR Practices for ASCs





\$20,000

Employee Insurance Benefit Bill

\$10,000

Management

Automated Timekeeping/Payroll

\$25,000

Integration

Online Training

\$5,000

Comp Management

\$25,000 to

\$100,000

Total: \$50,000 to \$300,000, Annually



Employee Insurance Benefit Bill

Management

Automated Timekeeping/Payroll

Integration

Online Training

Comp Management

\$20,000

\$10,000

\$25,000

\$5,000

\$25,000 to

\$100,000

Total: \$50,000 to \$300,000, Annually



20 FTE employees
10 minutes per FTE per day
Average \$50K/FTE/Yr
240 workdays per year

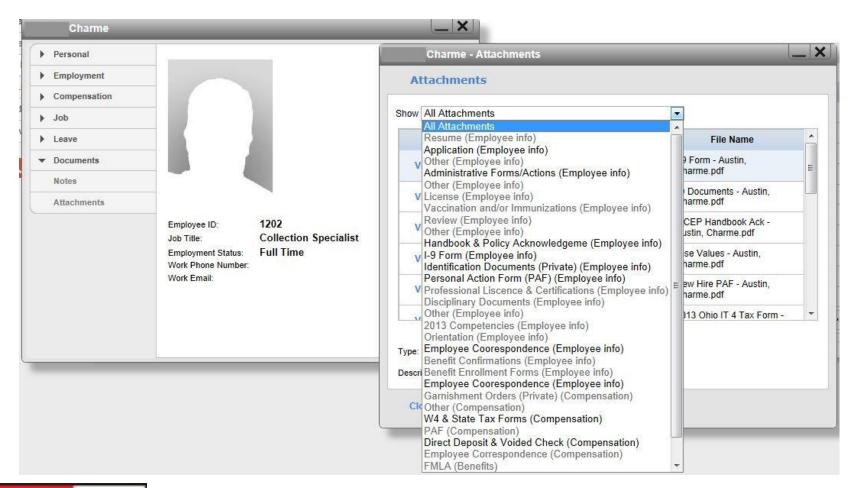
20 FTE's x 3.33 hrs/day x \$29/hr 240 days/Yr

\$23,102/Yr

Avg ASC Total: \$20,000 Annually

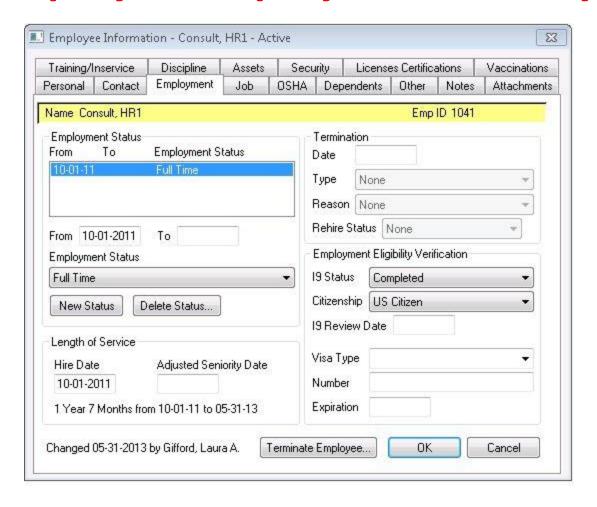


Employee Electronic Document Filing





Employee Employment History File





Company Electronic Documents Sharing



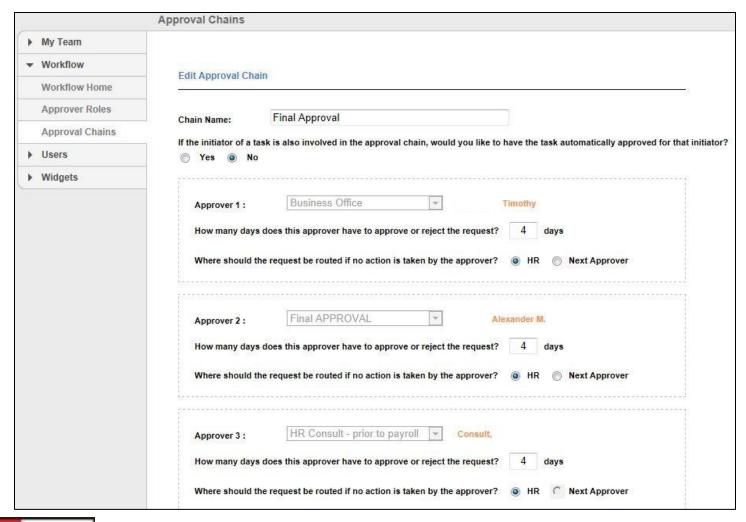


Electronic History of Compensation Adjustments

ks Process Name	Employee	Date Initiated	Initiated By	Approval Date	Last Approved By
New Compensation	ın, Brian	5/28/2013	Alexander M.	5/29/2013	Consult,
New Compensation	:queline E.	5/28/2013	Mary E.	5/28/2013	Consult,
New Compensation	, Casey D.	5/28/2013	Mary E.	5/28/2013	Consult,
New Compensation	, Mark L.	5/28/2013	Mary E.	5/28/2013	Consult,
New Compensation	ynthia E.	5/28/2013	Mary E.	5/28/2013	Consult,
New Compensation	Deron	5/28/2013	Mary E.	5/28/2013	Consult,
New Compensation	, Wendy	5/28/2013	Mary E.	5/28/2013	Consult,
New Compensation	r, Emily N.	5/28/2013	Mary E.	5/28/2013	Consult,
New Compensation	, Kristal E.	5/28/2013	Mary E.	5/28/2013	Consult,
New Compensation	Kathy S.	5/25/2013	Lavonne	5/28/2013	Consult

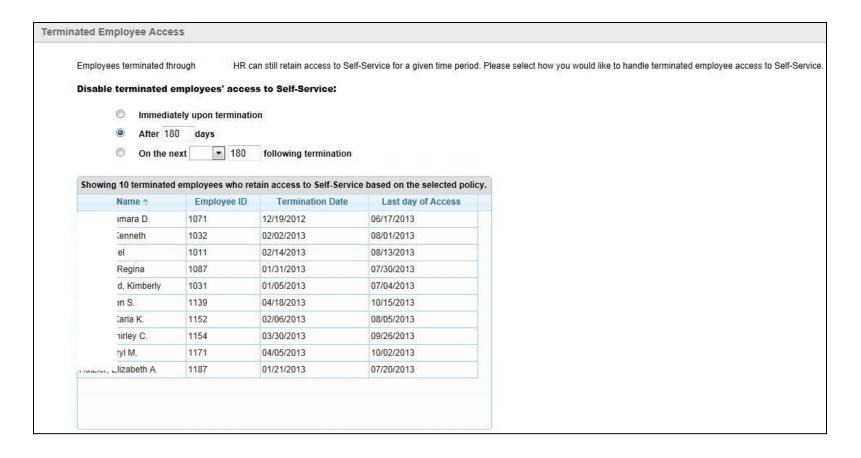


Management Approval Processing





Former Employee Access to Records





\$20,000

Employee Insurance Benefit Bill

\$10,000

Management

Automated Timekeeping/Payroll

Integration

Online Training

Comp Management

\$25,000

\$5,000

\$25,000 to

\$100,000

Total: \$50,000 to \$300,000,

Annually



Employee Insurance Benefit Bill Management

Four insurance plans (Health,

Dental, Vision, Life)

1 incorrect EE's per plan

4 out of 12 months with error

1 EE health bill error

1 EE dental bill error

1 EE vision bill error

1 EE life bill error

x 1 error/plan x 4 months \$600 / month

4 plans

+ \$30 / month + \$5 / month

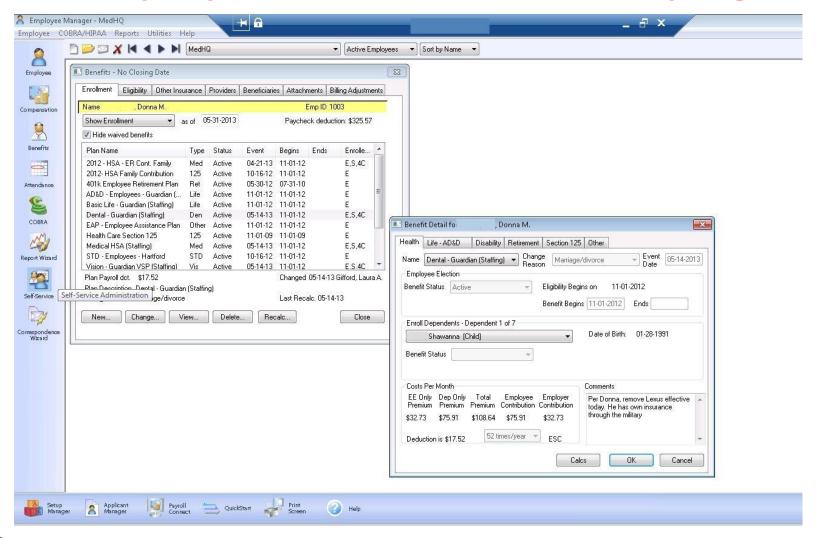
+ \$5 / month

\$10,240/yr

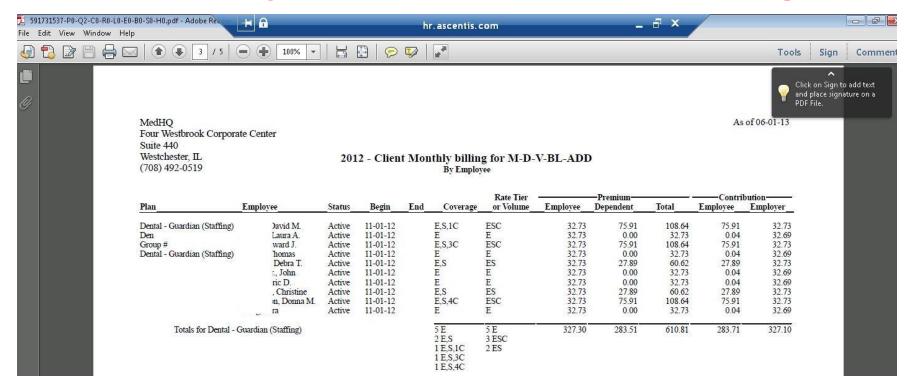


Avg ASC Total: \$10,000 Annually

Employee Benefits Recordkeeping

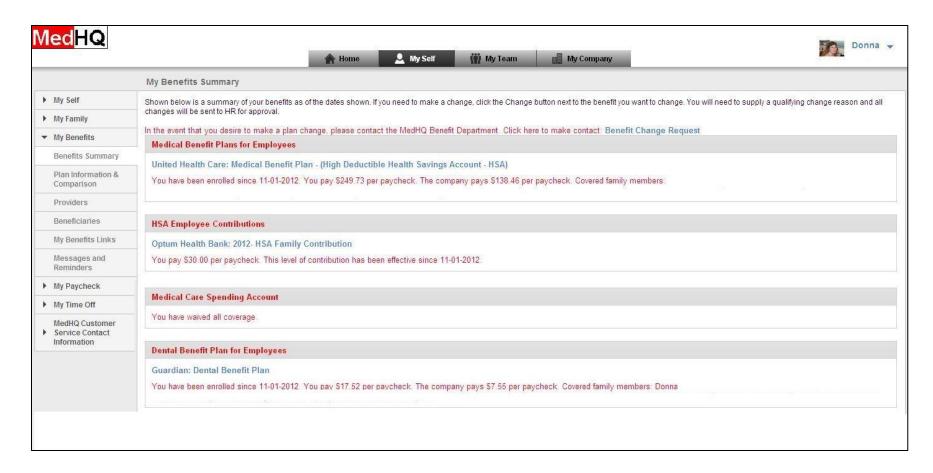


Monthly Electronic Benefits Billing



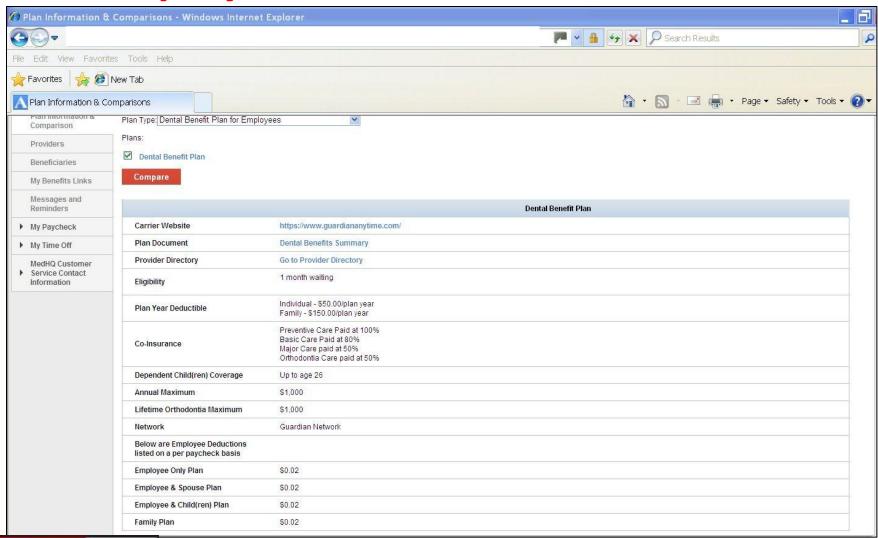


Employee Online Benefits Access



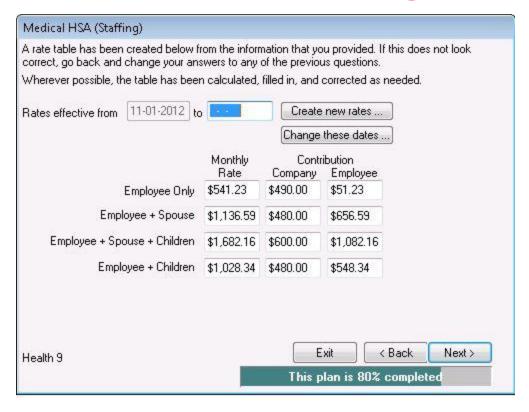


Employee Benefits Access Online





Benefits Master Billing Process





Employee Insurance Benefit Bill

Management

Automated Timekeeping/Payroll

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Online Training

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\$20,000

\$10,000

\$25,000

\$5,000

\$25,000 to

\$100,000

Total: \$50,000 to \$300,000, Annually

Automated Timekeeping/Payroll Integration

20 FTE employees

20 FTE's x 4.67 hrs/day

7 minutes on each "side"

of the shift per FTE per day

Average \$50K/FTE/Yr

240 workdays per year

x \$29/hr

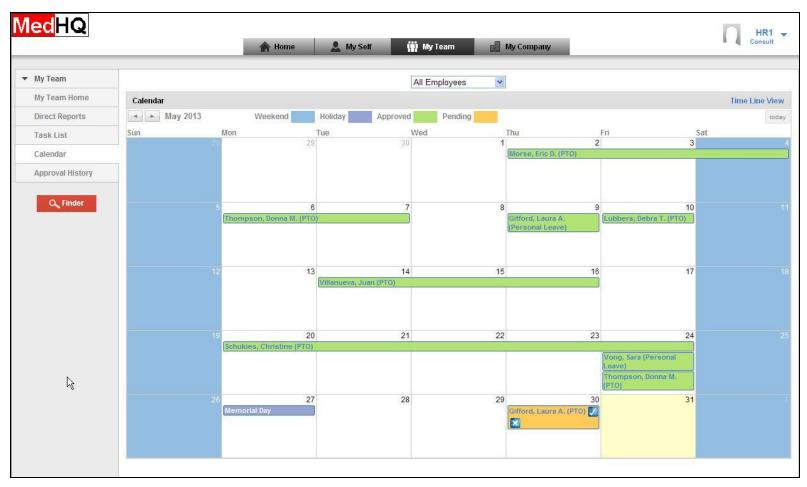
240 days/Yr

\$32,480/Yr

Avg ASC Total: \$25,000 Annually

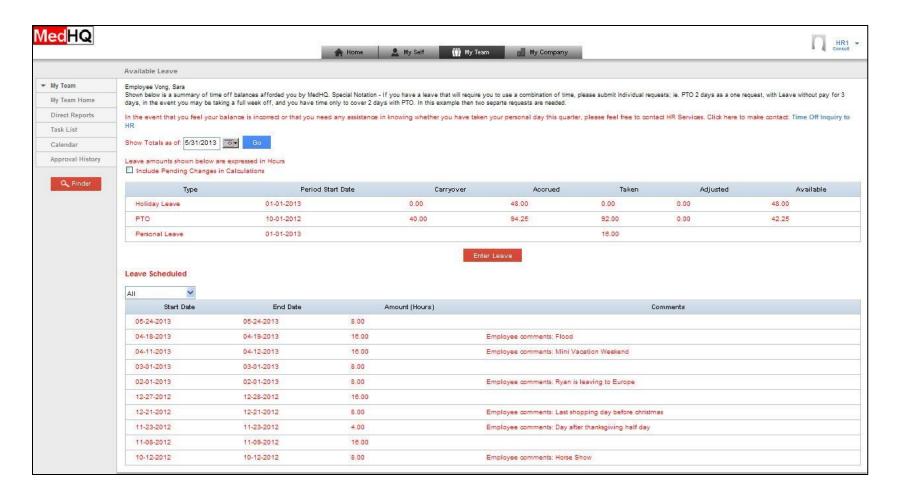


Employee Online Work Calendar



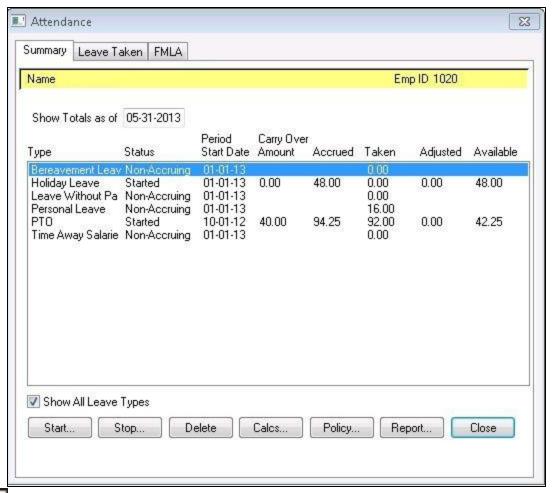


Employee Electronic Time Off Request System



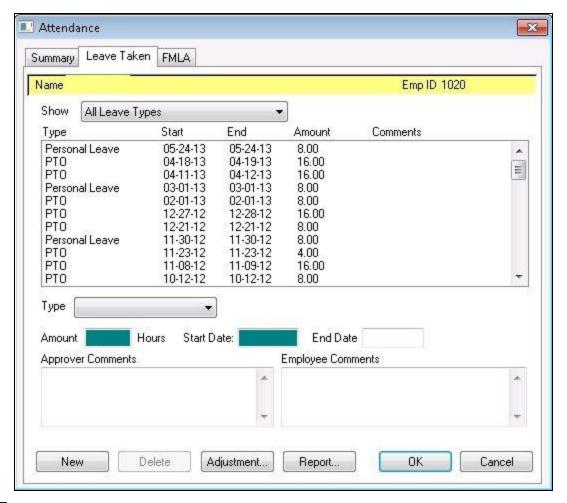


Employee Time Off History Record





Employee Time Off History Record





Employee Notification of Approved Time Off

From: Laura Gifford

Sent: Tuesday, December 25, 2012 2:01 PM

To: Consult HR

Subject: Leave request was approved

Consult HR,

Your leave request for Time Away Salaried - Other from 11-26-2012 to 11-26-2012, for 8.00 Hours, has been approved.

Approver comments: Enjoy your day off!



Employee Insurance Benefit Bill

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\$20,000

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\$25,000

\$5,000

\$25,000 to

\$100,000

Total: \$50,000 to \$300,000,

Annually

Online Training

20 FTE employees \$250 annual savings per EE per year **20 EE's**

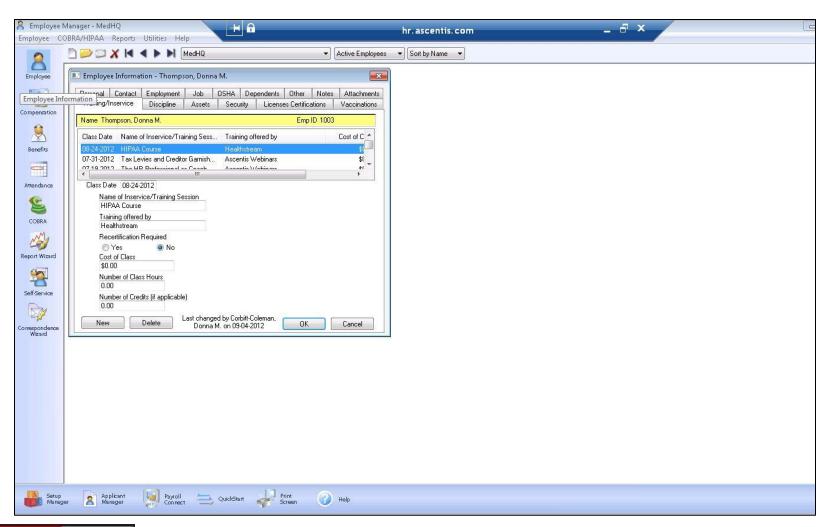
x \$250 / EE

\$5,000/Yr

Avg ASC Total: \$5,000 Annually

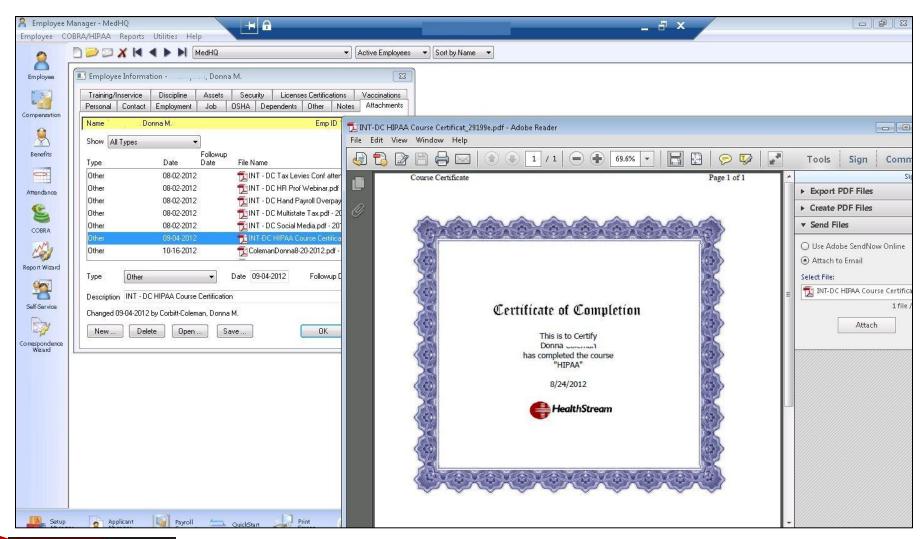


Employee Training Record



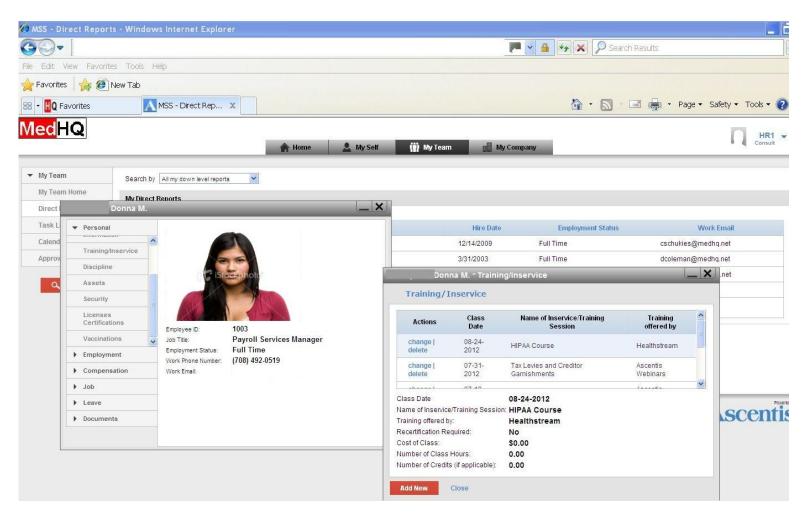


Training Document Storage





Manager Access to Training Online





Employee Insurance Benefit Bill

Management

Automated Timekeeping/Payroll

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\$20,000

\$10,000

\$25,000

\$5,000

\$25,000 to

\$100,000

Total: \$50,000 to \$300,000,

Annually

Turnover cost for a typical ASC with 20% annual turnover and 15 employees is \$45,000 per year.

	Turnover Rate								
#FF's	15%	20%	25%	30%	35%	40%			
15	\$30,000	\$45,000	\$60,000	\$75,000	\$75,000	\$90,000			
20	\$45,000	\$60,000	\$75,000	\$90,000	\$105,000	\$120,000			
25	\$60,000	\$75,000	\$90,000	\$120,000	\$135,000	\$150,000			
30	\$75,000	\$90,000	\$120,000	\$135,000	\$165,000	\$180,000			
35	\$75,000	\$105,000	\$135,000	\$165,000	\$180,000	\$210,000			
40	\$90,000	\$120,000	\$150,000	\$180,000	\$210,000	\$240,000			

Source: Employment Policy Foundation

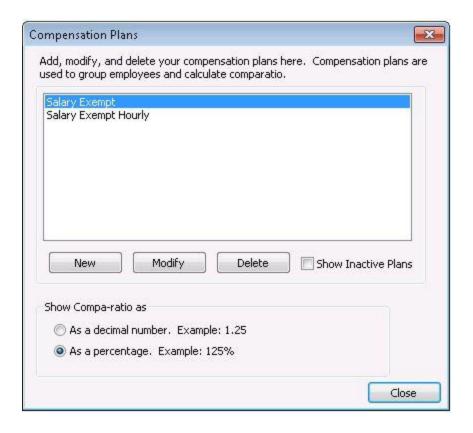
Automated Timekeeping/PayrollIntegration

Reduced Turnover \$30,000 0.9% First Year Comp Savings \$10,000 Second Year Comp Savings \$30,000 Third Year Comp Savings \$70,000

Avg ASC Total: \$25,000 to \$100,000 Annually

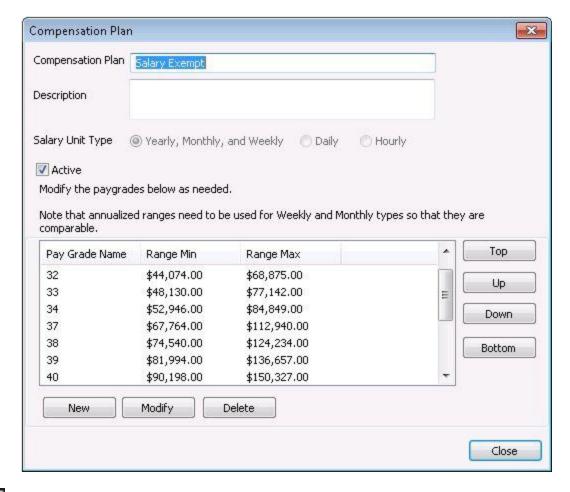
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Compensation Systems Online



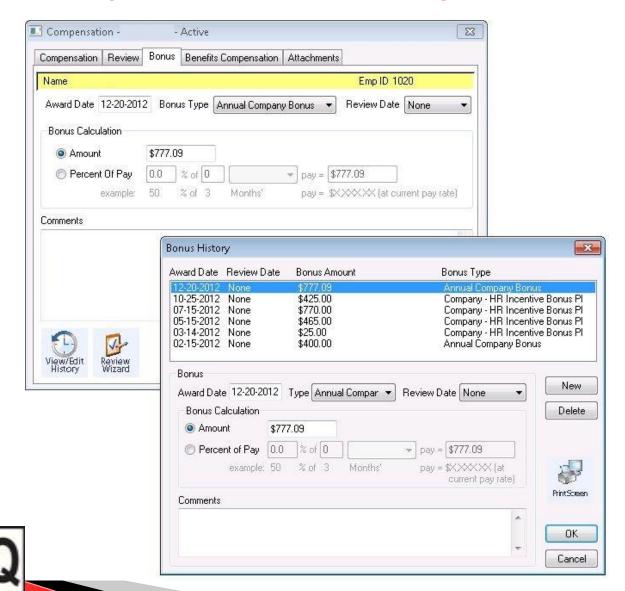


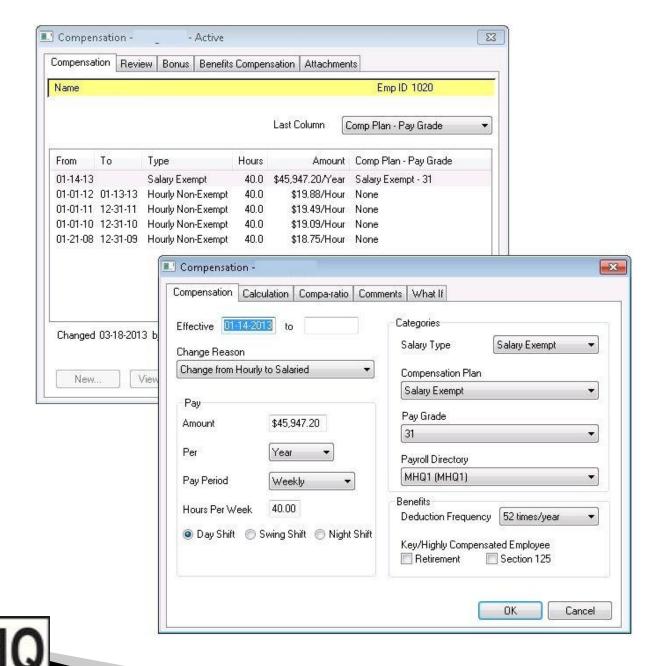
Compensation Systems Online



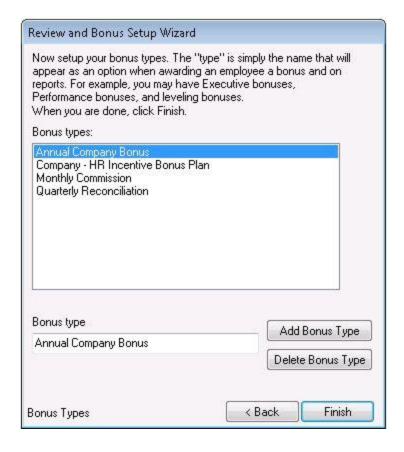


Compensation History Records



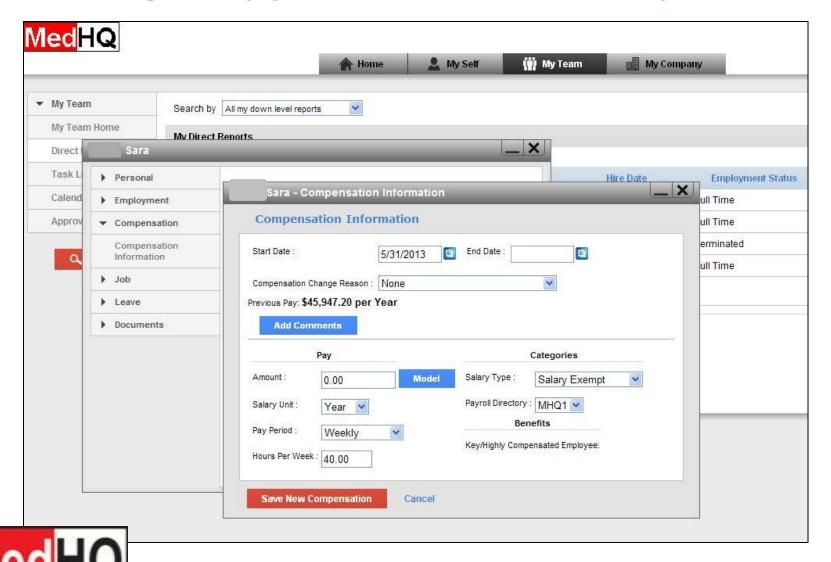


Compensation/Bonus Record Keeping

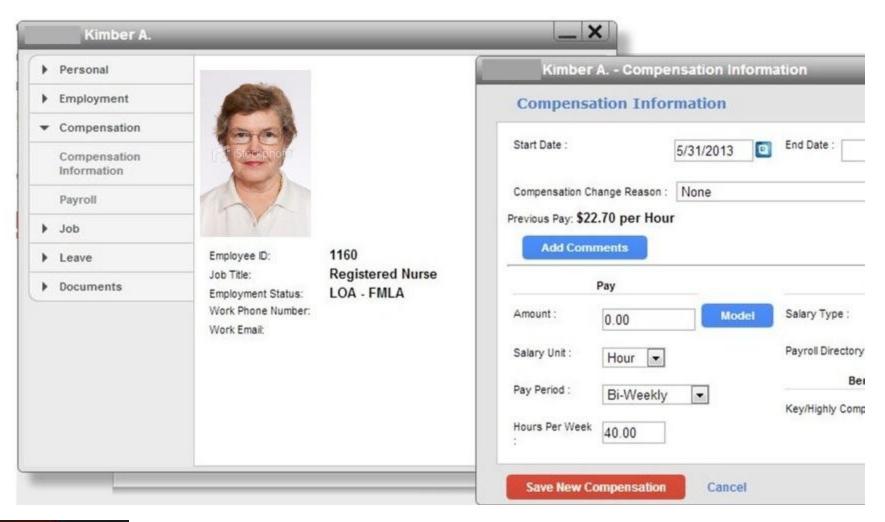




Manager Approval Process Compensation



Manager Records Access by Employee





Employee Insurance Benefit Bill

Management

Automated Timekeeping/Payroll

Integration

Online Training

Comp Management

\$20,000

\$10,000

\$25,000

\$5,000

\$25,000 to

\$100,000

Total: \$50,000 to \$300,000, Annually



Thank You

For a free back office assessment from today's presenters visit www.medhq.net or contact:

> Tom Jacobs 708-492-0519

John Merski Jr. tjacobs@medhq.net jmerski@medhq.net 708-492-0519

