



Update

News from NCVEI

MISSION STATEMENT

To improve the economic base of the veterinary profession, ensuring that the delivery of veterinary care and service meets the needs of society.

BOARD OF DIRECTORS

Dr. James E. Nave, *Chair*

Dr. Lonnie J. King, *Vice Chair*

Dr. Michael A. Paul,
Secretary/Treasurer

Dr. John W. Albers

Dr. Jane E. Brunt

Dr. J. Randall Bush

Dr. Daryl D. Buss

Dr. Lester M. Crawford

Dr. Bruce W. Little

Dr.Carolynn T. MacAllister

Dr. Sheila M. McGuirk

Dr. Margaret J. Rucker

Mr. Howard E. Rubin,
Chief Executive Officer



Help with pricing and practice efficiency is here

Howard E. Rubin

After months of discussions with veterinarians throughout the United States and thousands of hours of technical analysis, the **National Commission on Veterinary Economic Issues (NCVEI)** has released phase I of the Benchmarking and Analytical Pricing Tools on its Web site at www.NCVEI.org. The tools can be found in the Exam Room tab. The way the model works is simple—users input a series of data about their prices, costs, and operations; the model then provides immediate feedback by producing graphs and tables showing how the practice compares with others.

To assist veterinarians in developing

value-oriented prices, the NCVEI's tools were built by collecting broad-based empirical information about market conditions and by using forecasting algorithms driven by goals set by the model users—not the traditional seat-of-the-pants method. The NCVEI's benchmarking system will broaden the horizons of veterinarians by helping them realize there can be a better way. The benchmarking tools answer the questions: How good are we? How good can we be? and, principally, How do we get better? How are superior performance levels achieved? and What practices do we need to adopt to be as good as the best?

The ExamRoom

Welcome to the Exam Room. Hop up on the examination table! This is the place to take the pulse of your practice, learn how to improve your financial health, and find ways to increase the quality of your patient care.

Try the Demo

Give it a shot! Click here to take a test drive.

First Time Visitor?

Don't be a scaredy-cat! Click here to Learn a little more about these tools and we'll help you get started!

Returning User

Welcome back. Please Login and let's pick up where you left off.

Confidentiality of all information entered into the system is protected. Systems have been put in place to ensure that information cannot be viewed individually but only used as part of an aggregation of data from several veterinary practices. The NCVEI hopes that ultimately all veterinary practices will enter their data so that the profession can better understand how to become more effective economically. The more practices load information into the database, the broader and deeper it will become, resulting in richer and more comprehensive output.

do you have to come with your tax returns or complete list of fees in hand. Rather you can “stick your toe in the water” and simply use anecdotal information down to as small as one piece of information to see how you compare! You will be rewarded, however, if you do enter all of your detailed information, because you will receive a full range of benefits.

The benchmarking tool will help identify existing problems with clinic business procedures and suggest changes to cure these problems. If, for example, the tool identifies an inventory control problem, immediate feedback, in the form of commentary and testimonials, will be provided to indicate how the problems may be addressed as well as show how practices are handling inventory control successfully.

In addition to seeing how your veterinary practice compares, the NCVEI has assembled a blue ribbon panel of practice management experts and practitioners to provide analysis, guidance, and suggestions on how to achieve your objectives. The tools will display comments (“Recommended Treatments”) made by the panel, derived from a combination of the data you entered and the data that have been gathered from similarly positioned practices around the country.

These tools create a road map for veterinarians to follow to get them from their existing method to a modern analytical technique. The NCVEI's

Benchmarking and Analytical Pricing Tools engage veterinarians interactively by using meaningful data that come from their practices as well as those of other veterinarians, rather than passively through articles and lectures. Ultimately, these tools will drive home the NCVEI mission that was conceived by the AVMA, the American Animal Hospital Association, and the Association of Veterinary Medical Colleges, which is to promote high levels of patient care and the critical relationship between sound economics and delivering high quality care.

The ExamRoom

THE TOOL LIST

Please select a tool from the following choices. For each tool you have worked on so far, you may print a Checklist of you can see how long each tool will take in the "Time Tracked" column.

Your Status	Tool Name / What You'll Learn	What
	Will my fees keep me afloat? See how your fees compare to the rest of the profession	Print
	Do I have enough income coming in? Find out how your average income compare to others in the industry.	
	Who's the top dog in my practice? Find out you compare to others for the average income for your practice's individual staff.	

The Exam Room Tool List allows you to choose from 12 Benchmarking Tools to help evaluate your hospital.

Log on!

After first entering the Web site's Exam Room, you will have the opportunity to run a demonstration of the tools that interest you. Most important, however, is that you do not have to be a financial wizard to participate, nor

How do your prices compare? Find out how your prices compare to a nationally representative group of practices.

CONGRATULATIONS!
This tool has been completed! Please see results below.

1. How do your prices compare?

Your overall Price for the Top 30 Procedures

- Overall, your fees are 15% higher than the national average.
- You had 10 procedures 15% less than you charged the national average.
- For diagnostic services you charged 10% as high as the national average.
- You charged the national average for diagnostic services, but 10% more than the national average.
- For a full list of procedures, see the "Detailed Analysis" tool.
- If you compare the national average for procedures, you will see that you are 10% higher than the national average.

2. How do your prices compare?

Avg. Total Revenue per FTE Veterinarian

- Your Overall Revenue for FTE Veterinarian is 15% higher than the national average.
- You had 10 practices 15% less than you charged the national average.
- For a full list of practices, see the "Detailed Analysis" tool.
- If you compare the national average for FTE Veterinarian, you will see that you are 10% higher than the national average.

3. How do your prices compare?

Avg. Transaction Charge for Total Practice

- Your Overall Transaction Charge for Total Practice is 15% higher than the national average.
- You had 10 practices 15% less than you charged the national average.
- For a full list of practices, see the "Detailed Analysis" tool.
- If you compare the national average for Transaction Charge, you will see that you are 10% higher than the national average.

4. How do your prices compare?

Avg. Total Revenue per Square Foot

What Your Results Mean:

As you can see from the charts and graphs a local counterparts, but well behind the national average. Click on the Recommended Treatment button for health of your practice.

Recommended Treatment

Sample results page of comprehensive data and recommended next steps