## Recommended eyeReports to use by function

## Contents

On the Desktop Organize Reports	5
Appointment & Patient Check-in Report	6
360 – Appointment Schedule	6
16 – Patient Demographic Information Verification Form	6
ExamWRITER Reports	6
900 – ExamWRITER Patient IOP, Pachmetry, Rx History	6
920 – Exam Meaningful Use Fields	6
930 – Analyze exams without fee slips and review recall meaningful use fields	6
1040 – Exam ExamWRITER exam and lab order charges and redo orders	6
Production Reports	6
Based on Net Fees	6
110 – Monthly Sales by Financial & Production Groups	6
115 – Monthly Fees by CPT Codes Months Compared	6
111 – 2011 vs. 2012 Production Groups and CPT Codes Compared by Collections and Net Fees	6
Based on Collections	6
650 – Applied Payments by Production, Financial, CPT and Diagnosis Codes	6
655 – Graphs of Applied Payments by Production, Financial, CPT and Diagnosis Codes	8
Product Sales	8
Based on Net Fees	8
155 DS – Sales by Dispenser (same as 155C except it is based on Net Fees)	8
145 – Contact lenses Sold to Patients	8
510 – Frame Sales & Board Locations	8
Compare 2+ Locations Results	8
176 – Graphs of Locations Sales, Collections and % Collected	8
465 – Percent of Patient Payments Collected by Staff at Time of Visit	8
Based on Collections	8
155 C – Amounts Collected on Dispenser/Staff sales (same as 155DS except based on collections)	8
520 Inventory Values and Dates Sold	8
Daily Reports	8
460 – Day Sheets & Patient Receipts – Based on OfficeMate Posting Date	9
470 – Insurance Payments Received - Based on OfficeMate Posting Date	9
175 – Daily Sales and Patient Collections at time of visit with comparisons of Providers and Staff and Reco	orded Bv 9

	465 – Percent of Patient Payments Collected by Staff at Time of Visit - Based on OfficeMate Posting Date	9
Aud	lit Reports	9
	440 – Deposit & Applied Payment Adjustments	9
	450 – Fee Slip Listing with Line Item Providers and Staff	9
	490 – Adjustment to the Patient Ledger	9
	480 – Discounts Given to Patients	9
	360 – Appointment Schedule	10
Ma	rketing & Patient Follow-up or Recall	10
	30 – Recall Date Listing	10
	35 – Patient Referred Out Status report	10
	190 – Fees by Patient Source	10
	210 – Internal Marketing – Patients spending over a specified amount	10
	220 – Diagnosis Codes by Patients	10
	10 – Patient Listing with Insurance	10
	15 – Patient Listing Demographics Dates, et.al	10
	20 – Graphs of Patient Demographic information	10
Ma	naged Care Managers	11
	5 – Insurance Company Analysis	11
	310 – Insurance Charge Backs and VSP Non Covered Charges	11
	495 – Insurance Claims Open, On Hold, Submitted and with Errors	11
	50 – Provider Productivity Units & Fees – Select a CPT Code and compare fees generated from that code	11
	55 – Provider Productivity Units & Fees – Select a Primary Diagnosis Code and compare fees generated from that code	
	10 – Patient Listing with Insurance	11
Lab	Order Tracking	11
	600 – Frame and Lens lab Order Tracking	11
	610 – Soft Lens Order Tracking	11
	620 – Rigid Lens Order Tracking	11
Pra	ctice Metrics	12
	5 – Insurance Company Analysis	12
E	Based on Net Fees	12
	0 PM – Practice Metrics & Product Sales by Net Fees	12
	0 PS – Product Sales and Graphs Key Performance Indicators by Net Fees	12
F	Based on collections	17

	1 – Practice Metrics based on Collections (same as OPM, except based on collections)	12
	2 – Graphs of Practice Metrics based on Collections	12
	3 – eyeFocus Practice Metrics	12
	4 – Get your metrics for your PM consultants	12
Cor	nsultant or Affiliate Reports	12
	1000 – ODExcellence Benchmarks worksheet	12
	1010 – Cleinman Performance Partners Data Gathering for the Operations Report	12
	1020 – Williams Group Data Gathering Reports	12
Ma	rketing Manager	13
	190 – Fees by Patient Source	13
	210 – Internal Marketing – Patients spending over a specified amount	13
	220 – Diagnosis Codes by Patients	13
	10 – Patient Listing with Insurance	13
	15 – Patient Listing Demographics, Dates, et.al	13
	20 – Graphs of Patient Demographic information	13
Ma	naged Care Managers	14
	310 – Insurance Charge Backs and VSP Non Covered Charges	14
	50 – Provider Productivity Units & Fees – Select a CPT Code and compare fees generated from that code	14
	55 – Provider Productivity Units & Fees – Select a Primary Diagnosis Code and compare fees generated from t	
	On Diving Birms in College Box illustrations	
	80 – Primary Diagnosis Codes by Providers and Insurance	14
	70 – CPT Codes associated with Primary Diagnosis Codes	
		14
	70 – CPT Codes associated with Primary Diagnosis Codes	14 14
ı	70 – CPT Codes associated with Primary Diagnosis Codes	14 14
	70 – CPT Codes associated with Primary Diagnosis Codes	14 14 14
	70 – CPT Codes associated with Primary Diagnosis Codes  75 – CPT & Primary Diagnosis Performed by Age  80 – Primary Diagnosis Codes by Providers and Insurance  nsurance Companies Compared	14 14 14 14
	70 – CPT Codes associated with Primary Diagnosis Codes  75 – CPT & Primary Diagnosis Performed by Age  80 – Primary Diagnosis Codes by Providers and Insurance  nsurance Companies Compared  Based on collections	14 14 14 14 14
	70 – CPT Codes associated with Primary Diagnosis Codes  75 – CPT & Primary Diagnosis Performed by Age  80 – Primary Diagnosis Codes by Providers and Insurance  nsurance Companies Compared  Based on collections  650 – Applied Payments by Production, Financial, CPT and Diagnosis Codes	14 14 14 14 14 14
E	70 – CPT Codes associated with Primary Diagnosis Codes  75 – CPT & Primary Diagnosis Performed by Age  80 – Primary Diagnosis Codes by Providers and Insurance  nsurance Companies Compared  Based on collections  650 – Applied Payments by Production, Financial, CPT and Diagnosis Codes  110 – Monthly Sales by Financial & Production Groups	14 14 14 14 14 14
E	70 – CPT Codes associated with Primary Diagnosis Codes	14 14 14 14 14 14 15
E	70 – CPT Codes associated with Primary Diagnosis Codes  75 – CPT & Primary Diagnosis Performed by Age  80 – Primary Diagnosis Codes by Providers and Insurance  Insurance Companies Compared  Based on collections  650 – Applied Payments by Production, Financial, CPT and Diagnosis Codes  110 – Monthly Sales by Financial & Production Groups  115 – Monthly Fees by CPT Codes Months Compared	14 14 14 14 14 15
E	70 – CPT Codes associated with Primary Diagnosis Codes  75 – CPT & Primary Diagnosis Performed by Age  80 – Primary Diagnosis Codes by Providers and Insurance  Insurance Companies Compared  Based on collections  650 – Applied Payments by Production, Financial, CPT and Diagnosis Codes  110 – Monthly Sales by Financial & Production Groups  115 – Monthly Fees by CPT Codes Months Compared  Vers or Frame Reps  160 – Frame Sales by Age, Cost, Fee, Gender, Mount +	14 14 14 14 14 15 15

	510 – Frame Sales Gross Profits by Board Space	15
	520 – Frame Sales History	15
Pro	duct Setup Reports	15
	250 – Products and Services Fees Only – Give to staff	15
	530 – Vendor Listing	15
	255 – Products Setup	15
	260 – Services Setup Listing	15
Per	petual Inventory Reports	16
	265 – Products in Transit in Process or Committed with Board Location	16
	500 – Inventory Adjustments made by Type	16
	520 – Inventory Listing with Quantities and Dates	16
	270- Frame, Ready Readers and Sunglasses Board Locations	16
	535 - Physical Count	16
On	Demand Reports	16
	451- Medicaid\Medicare EHR Incentive research	16
	810 – Journal Entries	16
Ind	ex	17

On the Desktop					
<b>Organize Reports</b>					
By function in separate folders	Name A	Size	Туре	Date Modified	
under the eyeReports to	Documents		File Folder	06/12/2014 1:54 PM	
	☐ Masters		File Folder	08/06/2014 5:54 PM	
xx\xx\xxxx folder	Recall		File Folder	09/26/2014 2:22 PM	
	Appointment		File Folder	09/26/2014 2:22 PM	
	Production		File Folder	09/26/2014 2:22 PM	
	Collections		File Folder	09/26/2014 2:22 PM	

<b>Appointment &amp; Patient</b>	
Check-in Report	
360 – Appointment Schedule  16 – Patient Demographic	<ul> <li>Review scheduled appointment statistics to know scheduling effectiveness related o the # of:         <ul> <li>Shows vs. No Shows to # scheduled</li> <li>Cancelled vs. scheduled</li> <li># of bookings to available times</li> <li>Pre-appointments that cancelled – how effective is pre-appointing</li> <li>Patients scheduling with insurance - # cancelled to show</li> <li>Be sure insurance on schedule equals insurance charged against fee slip (compare 360 and 450)</li> <li>Know scheduled patients that need pre-authorization.</li> <li>Know who accepts Text messages.</li> </ul> </li> <li>Select a patient and print a single sheet which prints the current demographic information in OfficeMate.</li> </ul>
Information Verification Form	The patient can then make additions and corrections on the sheet and give back to staff to update.
<b>ExamWRITER Reports</b>	
900 – ExamWRITER Patient IOP, Pachmetry, Rx History	Previously #'s 900 and 910  After selecting a patient name, the reports shows:  • A graphical comparison of IOP's over time  • Pachmetry history  • Therapeutics History  Open exams are also listed to find exams that still need to be closed or billed.
920 – Exam Meaningful Use Fields	Be sure the Meaningful Use fields are entered if you are qualifying for Meaningful Use.
930 – Analyze exams without fee slips and review recall meaningful use fields	<ul> <li>Analyze the # of exams that created lab orders and then ultimately became charges.</li> <li>Be sure meaningful Use Fields are being completed through ExamWRITER</li> <li>Be sure the patient recall date is being updated in ExamWRITER</li> <li>Know exam open charges</li> </ul>
1040 – Exam ExamWRITER exam and lab order charges and redo orders	Know the charges that are still open for exam charges and lab orders that have been created and invoiced but never Posted.
Production Reports	invoiced but never i osted.
Based on Net Fees	
110 – Monthly Sales by Financial & Production Groups	<ul> <li>Know Net Fees and Units generated by Financial and Production Groups         <ul> <li>By Months compared</li> <li>By Insurance Company</li> <li>By Providers</li> <li>By the months % of sales</li> <li>By Product names by selecting a product name</li> </ul> </li> <li>Know discounts given during the period</li> </ul>
115 – Monthly Fees by CPT Codes Months Compared	Know Net Fees and units generated by CPT Codes  By Months compared – compare 2 years By Insurance Company By Providers By the months % of sales If you pay providers by RVUs' this report details the RVU's when you use the Wholesale cost as the RVU value.
111 – 2011 vs. 2012 Production Groups and CPT Codes Compared <u>by</u> <u>Collections and Net Fees</u>	<ul> <li>Know the increase or decrease in net fees, units and collections from 2011 to 2012 by:         <ul> <li>CPT Codes</li> <li>Production Groups</li> </ul> </li> <li>Compare Provider Net Fees by Production Groups</li> </ul>
Based on Collections  650 – Applied Payments by Production, Financial, CPT and Diagnosis Codes	This report is the same as 110 and 115 except it is based on collections. It details actual payments applied by:  Production Groups by months compared Production Groups by Providers compared Production Groups by Insurance companies CPT Codes by months compared CPT Codes by Providers compared CPT Codes by Insurance companies compared

•	Primary Diagnosis Codes by months compared
•	Primary Diagnosis Codes by Providers compared
•	Primary Diagnosis Codes by Insurance companies compared
•	Financial Groups by months compared
•	CPT Codes by Locations compared

655 – Graphs of Applied Payments by	This report details 650 by a graphical presentation after selecting the Date of Service period:
Production, Financial, CPT and	Production Groups compared
Diagnosis Codes	Providers compared
	Collections by months compared
	CPT Codes compared
	Primary Diagnosis Codes compared
	Financial Groups compared
	CPT Codes by Locations compared
	Primary Diagnosis Codes by Locations compared
<b>Product Sales</b>	
Based on Net Fees	•
155 DS – Sales by Dispenser (same as	Calculate staff net fees generated per hour and gross profit generated per hour
155C except it is based on Net Fees)	Know products sold by staff comparison with gross profits generated
	Compare staff sales by products or product types
	Compare staff units sold by product or product types
	Compare staff sales by products by months of the year
	Compare staff units sold by products by months of the year
	Know by staff name who is promoting second pair sales
	Know who is up-selling and compare
	Compare staff sales by insurance companies
145 – Contact lenses Sold to Patients	Know which patients are buying which lenses.
	Get patients email addresses and phone numbers and age
	Know contact lens gross profits.
	Select patients by the lenses they are wearing.
	Graph net fees by contact lens names to quickly see fees by each
	Know gross profits by Contact Lens Names and filter:
	o By Manufacturer
	o By Insurance
	o By Provider
	o By Staff Name
	o By Series
510 – Frame Sales & Board Locations	Gross profits by frames sold with board locations
Compare 2+ Locations Results	
176 – Graphs of Locations Sales,	Using graphs for visual comparison of location results for:
Collections and % Collected	Net fees by location
	Patient Fees & Co-pays generated
	Discounts given by location
	% collected from patients at the time of visit
	Amount collected from patients at the time of visit
	Patient Receipts by payment types compared
465 – Percent of Patient Payments	This report details by months and Recorded By the per cents collected by them at the patient time of
Collected by Staff at Time of Visit	visit. Review this report to see what staff members are collecting a lower per cent to know if additional
	training is needed to increase cash flows. Compare collection %'s by:
	Recorded By
	By Locations
Based on Collections	
155 C – Amounts Collected on	Calculate staff net fees generated per hour and gross profit generated per hour
Dispenser/Staff sales (same as 155DS	Know products sold by staff comparison with gross profits generated
except based on collections)	Compare staff sales by products or product types
	Compare staff units sold by product or product types
	Compare staff sales by products by months of the year
	Compare staff units sold by products by months of the year
	Know by staff name who is promoting second pair sales
	Know who is up-selling and compare
	Compare staff sales by insurance companies
520 Inventory Values and Dates Sold	Get lists of products on hand and see the last dates frames were added and then sold. Give to Frame reps
	to analyze their frame sales.
Daily Reports	
	i

460 – Day Sheets & Patient Receipts – <u>Based on OfficeMate Posting Date</u> 470 – Insurance Payments Received -	This report lists all day's details during a period. OfficeMate presents a single day sheet, this presents a single day plus many more with additional details of transactions during the day.  Review details of fee slips recorded.  Know payments by payment types  Know adjustments and returns made during the day  Know amount and % of collections made to patient responsibility to stay on top of receivables  Use to help with the deposit ticket to know the break out of collection types  NOTE: This shows only applied payments for fee slips created. It does not include applied payments on receivables.  This report lists the insurance payments received by payment types. Use in conjunction with the
Based on OfficeMate Posting Date	OfficeMate deposit Ticket to know more details about the payments.  NOTE: This shows only applied payments for fee slips created. It does not include applied payments on
175 – Daily Sales and Patient Collections at time of visit with comparisons of Providers and Staff and Recorded By	receivables.  This report details by days the sales by Production Groups or product names on fee slips and compares the Net Fees and patient responsibility to the actual amount collected from the patient.  Review details of fee slips recorded for Net Fees vs. Patient Responsibility.  Know how many new patients are added during the period  Know what % staff is collecting from patients at time of visit  Compare daily sales by days  Compare daily sales by Providers  Compare daily sales by staff  Compare staff % collected from patients at time of visit  Compare Recorded By collected from patients at time of visit  Know patient payment methods and the details that makeup the payments
465 – Percent of Patient Payments Collected by Staff at Time of Visit - Based on OfficeMate Posting Date	This report details by months and Recorded By the per cents collected by them at the patient time of visit. Review this report to see what staff members are collecting a lower per cent to know if additional training is needed to increase cash flows. Compare collection %'s by:  • Recorded By  • By Locations  NOTE: This shows only applied payments for fee slips created. It does not include applied payments on receivables.
Audit Reports	
440 – Deposit & Applied Payment Adjustments	Payments that have been applied can be deleted. Payments that have been recorded can be reversed or corrected. This report shows the payment deletions, corrections and reversals and who is making those changes.  • Know the payment reversals and corrections made and why they were made by recorded by  • Know the deleted payments that were previously applied.
450 – Fee Slip Listing with Line Item Providers and Staff	This report lists the details of each fee slip recorded during the period. Each line item, if the provider or staff is to be credited for the sale, should have the staff name and provider name assigned. Use this report to:  • Be sure all provider names and staff names are assigned correctly • Review the fee slip details to be sure the insurance is assigned correctly. Compare the insurance indicated when the appointment was made to the insurance assigned on the fee slip. • Be sure the Date of Service Dates are correct. • Know the costs by providers of the products sold
490 – Adjustment to the Patient Ledger	This report lists all adjustments types with the patient details of adjustments made to the patient financial ledger.  • Know what amount of adjustments are made by adjustment type and to which patients  • Select the adjustment type and see which patients are getting the adjustments  • Know what write-offs & adjustments are being made to patient financial records by months.  • Compare adjustment types made by locations  • Compare and review for any that should not be made by Recorded By names
480 – Discounts Given to Patients	This report details the discounts given to analyze what discounts and how much of discounts are being given by staff. Review by:  Discount Type  Dates and amounts given

360 – Appointment Schedule	Review that all scheduled appointments had a fee slip recorded.
Marketing & Patient	
Follow-up or Recall	
30 – Recall Date Listing	Be sure patient recall dates are after their last exam date – know that staff is updating the recall dates and they are not getting left in the past. This report lists:  • all patients whose recall date is less than their last exam date
35 – Patient Referred Out Status report	<ul> <li>all patients and their recall dates</li> <li>Use this report only if you refer patients out to other providers and maintain the dates they are expected to return using the Patient referrals to other provider's process on the patient Exams tab in both ExamWRITER and OfficeMate. This report helps you find:         <ul> <li>Patients who have not returned based on their expected return date</li> <li>Patients that need follow-up care or to be contacted to find out how they are</li> </ul> </li> </ul>
190 – Fees by Patient Source	Analyze the effectiveness of your marketing efforts and know the effectiveness of the marketing and referral efforts  Know net fees by marketing source  Compare net fees generated by months  Know net fees by source and which insurance the patients are associated with  Know which professionals are referring patients and the # of patients referred  Know net fees by employers  Know the net fees breakout by product type after selecting the patient Source. What types of products are sold based on the marketing effort?
210 – Internal Marketing – Patients spending over a specified amount	<ul> <li>This report finds patients who spent over a specified amount on various product type or manufacturers.</li> <li>It can be used to invite patients to "trunk shows" frame promotions, etc.</li> <li>Find patients spending over a specified amount</li> <li>Know contact information or email addresses to merge to a mailer or email blast to market the practice based on past sales</li> </ul>
220 – Diagnosis Codes by Patients	This report lists the patients and their diagnosis codes and CPT codes assigned on a fee slip. It also lists their demographics contact information  Find patients with a specific diagnosis  Find patients with a diagnosis and the CPT code assigned  Use in conjunction with Eyecor.  Notify patients with related diagnosis of new equipment, procedures, etc.
10 – Patient Listing with Insurance	<ul> <li>View listing of patients and their insurance carriers.</li> <li>Select patients by a particular insurance carrier.</li> <li>Select based on many other categories</li> <li>Use for mailings or email notifications.</li> <li>Analyze patient base based on insurance</li> <li>Research scheduled patient's insurance carriers before their appointment.</li> </ul>
15 – Patient Listing Demographics Dates, et.al.	<ul> <li>View your active patient sales and office Visit, Last Exam Date, Age, Birth date</li> <li>Use for mailings or email notifications</li> <li>Analyze growth or decline of the patient base</li> <li>Find and know financial status of patients</li> <li>Understand breakout by age, ethnicity, gender, occupation.</li> <li>Use in conjunction with 160 and 400 to know patient base to order frames.</li> <li>Review meaningful Use fields are populated like Communication Preference, Race, Gender, and Preferred Language. Ethnicity</li> </ul>
20 – Graphs of Patient Demographic information	Provides an easier view of report # 15 above.

Managed Care	
Managers	
5 – Insurance Company Analysis	<ul> <li>Compare insurance companies collected and uncollected amounts</li> <li>Analyze whether to keep accepting the company based on uncollected and sales made</li> <li>Know key performance indicators of private pay vs. insurance fees</li> <li>Know insurance past due balances from prior years that need to be collected</li> <li>Know gross profits of frames by insurance carriers. Know which ones to sell based on insurance so losses are not incurred – by Net Fees and Collected</li> </ul>
310 – Insurance Charge Backs and VSP Non Covered Charges 495 – Insurance Claims Open, On Hold, Submitted and with Errors	Know the amount you are being charged from VSP for non covered lab charge backs and the amount of charge backs by insurance company.  This report lists all claims that have been submitted electronically or have errors or are still open, Worksheets include:  Open Claims On Hold Claims Submitted Claims Claims with errors
50 – Provider Productivity Units & Fees – Select a CPT Code and compare fees generated from that code  55 – Provider Productivity Units & Fees – Select a Primary Diagnosis Code and compare fees generated from that code  10 – Patient Listing with Insurance	<ul> <li>Use only if you want to compare results by Provider</li> <li>Compare Provider daily sales by Net Fees with summary or detail or products and services sold.</li> <li>Compare Provider daily sales by Units sold with summary or detail or products and services sold.</li> <li>Use only if you want to compare results by Provider</li> <li>Compare Provider daily sales by Net Fees with summary or detail or products and services sold.</li> <li>Compare Provider daily sales by Units sold with summary or detail or products and services sold.</li> <li>Research scheduled patient's insurance carriers before their appointment.</li> </ul>
Lab Order Tracking  600 – Frame and Lens lab Order Tracking  610 – Soft Lens Order Tracking	This report details the frame and lens lab orders that are created during a selected period. Know what frames and lenses are selling and to whom. Also use this report to track the lab orders to know and act upon:  Orders created but not invoiced on a fee slip Charged on a fee slip but not recorded Ordered but not received Received but the patient has not been notified for dispense Patient notified but not dispensed Find lab orders based on promised dates All details to contact patients are included for easy notification Same as 600 except for Soft Contact Lens Orders
620 – Rigid Lens Order Tracking	Same as 600 except for Rigid Contact Lens Orders

<b>Practice Metrics</b>	
5 – Insurance Company Analysis	<ul> <li>Compare insurance companies collected and uncollected amounts</li> <li>Analyze whether to keep accepting the company based on uncollected and sales made</li> <li>Know key performance indicators of private pay vs. insurance fees</li> <li>Know insurance past due balances from prior years that need to be collected</li> <li>Know gross profits of frames by insurance carriers. Know which ones to sell based on insurance so losses are not incurred – by Net Fees and Collected</li> </ul>
Based on Net Fees	•
0 PM – Practice Metrics & Product Sales by Net Fees	<ul> <li>Analyze practice metrics per comprehensive exam and refractions based on Net Fees</li> <li>Review net fees by CPT Codes and Products by Net Fees, Units and % of sales</li> <li>Know metrics by staff and provider hours worked</li> </ul>
0 PS – Product Sales and Graphs Key Performance Indicators by Net Fees	<ul> <li>View by graphs the product sales.</li> <li>View by graphs sales by designers</li> <li>View by graphs units sold</li> </ul>
Based on collections	
1 – Practice Metrics based on Collections (same as OPM, except based on collections)	<ul> <li>Analyze practice metrics per comprehensive exam and refractions based on Net Fees</li> <li>Review net fees by CPT Codes and Products by Net Fees, Units and % of sales</li> <li>Know metrics by staff and provider hours worked</li> </ul>
2 – Graphs of Practice Metrics based on Collections	<ul> <li>Compare practice metrics and key performance indicators by years from 2008 to the present.</li> <li>Check if trends are back to 2008 or better levels.</li> <li>See if you are performing better than the prior year</li> <li>Know what new patients are contributing and are you adding new patients.</li> </ul>
3 – eyeFocus Practice Metrics	With a few clicks compare basic practice metrics between periods and see them graphed.
4 – Get your metrics for your PM consultants	Get many metrics and use to give to your practice management consultants or create your own dashboard of metrics.
Consultant or Affiliate	These are reports specifically created for practice management consultants or affiliate groups.
Reports	
1000 – ODExcellence Benchmarks worksheet	This report quickly gathers the data you need to enter on the ODx web site Profit center.
1010 – Cleinman Performance Partners Data Gathering for the Operations Report	This report quickly gathers the data you need to enter on the CPP web site to get your Operations Report details.
1020 – Williams Group Data Gathering Reports	This report quickly gathers the data you need to give to your Williams Group consultant.

<b>Marketing Manager</b>	
190 – Fees by Patient Source	Analyze the effectiveness of your marketing efforts and know the effectiveness of the marketing and referral efforts  • Know net fees by marketing source  • Compare net fees generated by months  • Know net fees by source and which insurance the patients are associated with  • Know which professionals are referring patients and the # of patients referred  • Know net fees by employers  • Know the net fees breakout by product type after selecting the patient Source. What types of products are sold based on the marketing effort?
210 – Internal Marketing – Patients spending over a specified amount	This report finds patients who spent over a specified amount on various product type or manufacturers. It can be used to invite patients to "trunk shows" frame promotions, etc.  Find patients spending over a specified amount  Know contact information or email addresses to merge to a mailer or email blast to market the practice based on past sales
220 – Diagnosis Codes by Patients	This report lists the patients and their diagnosis codes and CPT codes assigned on a fee slip. It also lists their demographics contact information  Find patients with a specific diagnosis  Find patients with a diagnosis and the CPT code assigned  Use in conjunction with Eyecor.  Notify patients with related diagnosis of new equipment, procedures, etc.
10 – Patient Listing with Insurance	<ul> <li>View listing of patients and their insurance carriers.</li> <li>Select patients by a particular insurance carrier.</li> <li>Select based on many other categories</li> <li>Use for mailings or email notifications.</li> <li>Analyze patient base based on insurance</li> </ul>
15 – Patient Listing Demographics, Dates, et.al.	<ul> <li>View your active patient base</li> <li>Select based on filters such as Last Office Visit, Last Exam Date, Age, Birth date</li> <li>Use for mailings or email notifications</li> <li>Analyze growth or decline of the patient base</li> <li>Find and know financial status of patients</li> <li>Understand breakout by age, ethnicity, gender, occupation.</li> <li>Use in conjunction with 160 and 400 to know patient base to order frames.</li> </ul>
20 – Graphs of Patient Demographic information	Provides an easier view of report # 15 above.

Managed Care	
Managers	
310 – Insurance Charge Backs and VSP Non Covered Charges	Know the amount you are being charged from VSP for non covered lab charge backs and the amount of charge backs by insurance company.
50 – Provider Productivity Units &	Use only if you want to compare results by Provider
Fees – Select a CPT Code and compare fees generated from that code	Compare Provider daily sales by Net Fees with summary or detail or products and services sold.
55 – Provider Productivity Units &	<ul> <li>Compare Provider daily sales by Units sold with summary or detail or products and services sold.</li> <li>Use only if you want to compare results by Provider</li> </ul>
Fees – Select a Primary Diagnosis Code and compare fees generated from that code	<ul> <li>Compare Provider daily sales by Net Fees with summary or detail or products and services sold.</li> <li>Compare Provider daily sales by Units sold with summary or detail or products and services sold.</li> </ul>
80 – Primary Diagnosis Codes by Providers and Insurance	<ul> <li>Know net fees and average fee and units generated by primary diagnosis.</li> <li>Know net fees and average fee and units generated by primary diagnosis by provider</li> <li>Know net fees and average fee and units generated by primary diagnosis by Insurance company</li> <li>Compare net fees generated by primary diagnosis by insurance company.</li> <li>Compare units generated by primary diagnosis by provider.</li> </ul>
	Compare units generated by primary diagnosis by provider.
	Analyze CPT and Diagnosis Codes Assigned
70 – CPT Codes associated with Primary Diagnosis Codes	<ul> <li>Know what CPT Codes are resulting from Primary Diagnosis Codes and what net fees are generated by the Diagnosis</li> <li>Know what CPT Codes are resulting from Primary Diagnosis Codes and the number of units that are</li> </ul>
	generated by the Diagnosis  Know what Primary Diagnosis Codes generate a CPT Code and what net fees are generated by the CPT code.  Know what Primary Diagnosis Codes generate a CPT Code and the number of units that are
	generated by the CPT code
75 – CPT & Primary Diagnosis Performed by Age	<ul> <li>Know the count of CPT codes performed by Gender</li> <li>Know the % of totals that the CPT codes charged make based on Age Ranges.</li> <li>Know the count of CPT Codes charged by Patient Ages.</li> <li>Know the count of Primary Diagnosis codes performed by Gender</li> <li>Know the count of Primary Diagnosis Codes charged by Patient Ages.</li> <li>Know the counts of CPT Codes charged to insurance companies by patient ages.</li> <li>Know provider comparative results by patient ages</li> </ul>
80 – Primary Diagnosis Codes by	Know net fees and average fee and units generated by primary diagnosis.
Providers and Insurance	<ul> <li>Know net fees and average fee and units generated by primary diagnosis by provider</li> <li>Know net fees and average fee and units generated by primary diagnosis by Insurance company</li> <li>Compare net fees generated by primary diagnosis by insurance company.</li> <li>Compare units generated by primary diagnosis by provider.</li> <li>Compare units generated by primary diagnosis by provider.</li> <li>Compare units generated by primary diagnosis by provider.</li> </ul>
Insurance Companies Compared	, , , , , ,
Based on collections	
650 – Applied Payments by	This report is the same as 110 and 115 except it is based on collections. It details actual payments applied
Production, Financial, CPT and Diagnosis Codes	<ul> <li>by:</li> <li>Production Groups by Providers compared</li> <li>CPT Codes by Providers compared</li> <li>Primary Diagnosis Codes by Providers compared</li> </ul>
Based on Net Fees	
110 – Monthly Sales by Financial &	Know Net Fees and Units generated by Financial and Production Groups
Production Groups	O By Insurance Company
115 – Monthly Fees by CPT Codes Months Compared	Know Net Fees and units generated by CPT Codes     By Insurance Company

<b>Buyers or Frame Reps</b>		
160 – Frame Sales by Age, Cost, Fee,	Analyze unit frame sales by the following categories:	
Gender, Mount +	o Net Fee Ranges	
	o Cost Ranges	
	<ul> <li>By patient age ranges and manufacturer after you select the manufacturer</li> </ul>	
	<ul> <li>By patient age ranges by all manufacturers compared</li> </ul>	
	<ul> <li>By Gender, Material, Mount, Usage or Type after selecting the category</li> </ul>	
165 – Graphs of Frame Sales by	Using graphs for a visual view of frame units sales by:	
Gender, Mount +	o Usage	
	o Material	
	o Manufacturer	
	o Frame Type	
	Using graphs for a visual view of frame net fees by:	
	o Insurance Companies	
	o Manufacturers	
400 – Frame Sales Analysis by Gender,	Using graphs for a visual view of frame units sales by:	
Average Cost, Costs and Fees and	o Usage	
manufacturer	o Material	
	o Manufacturer	
	o Frame Type	
	Using graphs for a visual view of frame net fees by:	
	o Insurance Companies	
	o Manufacturers	
15 & 20 – Patient Demographic Listing	View the patient demographics in conjunction with 160 and 400 to get a view of what frames should be ordered based on sales and demographics	
510 – Frame Sales Gross Profits by		
Board Space	After selecting a period and the Board Space that is assigned to a frame, this report computes and details:	
Board Space	Gross profit by Board Space	
	# of Board Turns	
	Frames Sold with Gross Profit of Frames Sold	
520 – Frame Sales History	Lists frames on hand and the dates last sold	
•	Lists Haines on hand the dates last sold	
Product Setup Reports		
250 – Products and Services Fees Only	This report lists al products and only their Fees after selecting the Product Type. It also lists the Quantity	
- Give to staff	on Hand if you keep perpetual inventory. Use this list if you want staff to know fees without the costs.	
530 – Vendor Listing	This report details all information on the vendor's setup in OfficeMate.	
255 – Products Setup	This report is used to verify the setup of products with the various categories of sales to be sure you	
	valid reporting results. Be sure the following is correct and find those that are wrong:	
	o Production and Financial Groups	
	Fees and Costs	
	o Categories	
200 Complete Cotana Linting	O Attributes Assigned	
260 – Services Setup Listing	This report is used to verify the setup of services with the various categories of sales to be sure you get	
	valid reporting results. Be sure the following is correct and find those that are wrong:  o Production and Financial Groups	
	007 0 1	
	<ul> <li>Attributes Assigned</li> <li>On Short List, Place of Service, Duration, etc.</li> </ul>	
	On Short List, Flace of Service, Duration, etc.	

Perpetual Inventory	Use these reports if you maintain perpetual inventory
Reports 265 – Products in Transit in Process or	This report lists the product board locations and details and the number of each that have a:
Committed with Board Location	Quantity in Transit
	Quantity in Process
	Quantity Committed
500 – Inventory Adjustments made by Type	This report details all adjustments made to inventory quantities by type and recorded by with quantities and amounts.
	Review inventory adjustments by type and recorded by
	Review product transfers and who is making them
	Review adjustments by dates made
520 – Inventory Listing with Quantities and Dates	This report details the quantities and dates related to inventory that is maintained using the perpetual inventory process. It lists:
	Quantities On Hand, In Transit, On Order, Committed and In Process
	Inventory values by Wholesale, Cost and retail
	Dates Last received Last Sold, Last Returned and # of days to sell
	Backordered status
	Stocking Levels, Minimum Order Quantities, Minimum reorder quantities and minimum sample quantities
	Board locations
270- Frame, Ready Readers and Sunglasses Board Locations	This report lists the product board locations
535 - Physical Count	If you take physical counts and use the OfficeMate process, get past histories with this # 535
On Demand Reports	
451- Medicaid\Medicare EHR	Request this report and use it to get the Medicaid or Medicare encounters to the total to submit for your
Incentive research	EHR incentives.
810 – Journal Entries	This report gives you the journal entries you need to manually enter into your accounting system. After you setup OfficeMate to interface with MAS90/200, journal entries will then be created.

## Index

% Collected, 8	Insurance, 6, 8, 10, 12, 13, 14, 15, 16, 17
Adjustments, 10, 18	Insurance Charge Backs, 13, 16
Age, 8, 12, 15, 16, 17	Insurance Claims, 13
Applied, 6	Internal Marketing, 15
Appointment, 6	Inventory, 18
Cancelled, 6	IOP's, 6
No Shows, 6	Journal Entries, 19
Pre-Appointments, 6	Locations, 6, 8, 10
Scheduled, 6	Manufacturer, 8, 17
Shows, 6	Marketing, 12
Attributes, 18	Marketing source, 15
Average Cost, 17	Material, 17
Backordered, 18	Medicaid, 19
Board Location, 8, 18	Medicare, 19
Categories, 18	Minimum Order Quantities, 18
Cleinman, 14	Monthly, 6, 17
Collected at time of visit, 8	Months Compared, 6, 17
Collections, 8, 10, 14, 16	Mount, 17
Committed, 18	ODExcellence, 14
Contact lenses, 8	Over a specified amount, 15
Costs, 17, 18	Pachmetry, 6
CPT Codes, 6, 8, 13, 14, 16, 17, 18	Patient, 8, 11, 12
Dates Last received, 18	Dates, 15
Dates Last Returned, 18	Demographics, 12, 15, 17
Dates Last Sold, 18	Diagnosis Codes, 12, 15
Day Sheets, 10	Employers, 12
Diagnosis Codes, 6, 8, 12, 13, 15, 16	Financial status, 15
Discounts, 8, 11	Insurance, 15
Dispenser, 8	Listing, 12
Duration, 18	Referred Out, 12
EHR Incentive research, 19	Source, 12, 15
Email, 8, 12, 15	Spending over a specified amount, 15
Employers, 15	Payments, 6, 8, 10, 16
ExamWRITER, 6	Perpetual inventory, 18
Fe Slips Recorded, 11	Place of Service, 18
Fees, 6, 8, 10, 12, 13, 14, 15, 16, 17, 18	Posting Date, 10
Fees and Costs, 18	Practice Metrics, 14
Fees by Patient Source, 12	Product names, 6
Fees Only, 18	Production, 17
Financial Groups, 6, 8, 16, 17, 18	Production Groups, 6, 8, 10, 16, 17, 18
Frame, 8, 13, 17, 18	Production Reports, 6
Frame Type, 17	Products Setup, 18
Gender, 17	Provider Productivity, 13, 16
Gender,, 17	Quantities, 18
Graph	Quantity on Hand, 18
IOP's, 6	Recall Date, 12
Graphs, 8, 12, 14, 15, 17	Recorded By, 8, 10
Gross profit, 8, 13, 14, 17	Referring patients, 15
in Process, 18	Rigid Lens, 13
in Transit, 18	RVU, 6
iii iiuiisit, 10	NVO, 0

sales, 6, 8, 10, 12, 13, 14, 15, 16, 17, 18
Sales, 6, 8, 10, 14, 17
Sample quantities, 18
Schedule, 6
Second pair, 8
Services Setup, 18
Short List, 18
Soft Lens, 13
spending over a specified amount, 12

Staff, 8, 10
Stocking Levels, 18
Therapeutic Rx, 6
Transfers, 18
Trunk Show, 15
Up-selling, 8
Usage, 17
Vendor, 18
Williams Group, 14