MOTIONMD®

This document is designed to support the users and teams utilizing the MotionMD Executive Analytics feature. This is a detailed analysis of the functionality of MotionMD Analytics as well as a Dashboard overview.

1.0 Executive Analytics Dashboard Objective

The purpose of the Executive Analytics dashboard is to provide a high-level, consolidated view of performance metrics across multiple accounts, enabling executives to monitor trends, identify opportunities, and address risk efficiently. It supports strategic planning, account engagement, and operational oversight.
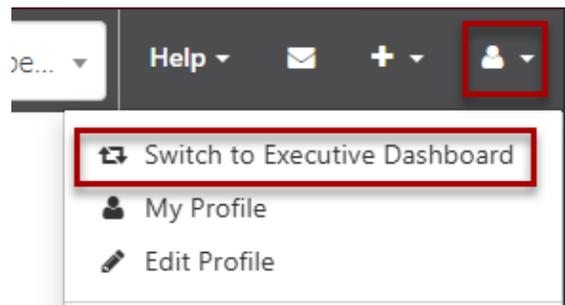
Benefits of the Executive Analytics dashboard include strategic clarity to quickly assess which accounts need attention, efficiency by reducing the time spent gathering and interpreting data, collaboration to align actions that are successful and the ability to proactively act on trends before they become issues.

Data showing on the Executive Analytics dashboard is an aggregate from the last two years and does not include rental products.

2.0 Access and Navigation to Executive Analytics Dashboard

Access to this dashboard is managed by a specific role that is only assigned by the Customer Success team from a request and approval from an Administrator at an account. Once the role is assigned the user will see a new link under the Profile dropdown labeled 'Switch to Executive Dashboard' that is visible from any account the user is assigned to.

3.0 Overview Dashboard

The Overview Dashboard is the default opening view. This dashboard contains several Account level KPI's as well as Net Income broken out by Clinic, Provider and Quarter.

This Dashboard features the following filtering options for the user:

Date Range	Data is defaulted to This Quarter. The data can be filtered to All Dates or any Custom Date range
Average Collection Rate	Filter the Avg. Collection Rate that is applied to bill charge amount for a product dispensed. Ranges from 100% - 0% in increments of 5% and is defaulted to 100%
Account	Data is defaulted to All Accounts. This filter will allow the data to be filtered by a specific account or to multi-select a set of accounts
Update Charts	After setting a filter, the Update Charts button will enable and turn green. Click the button to update the data on the tables and graphs on the page

3.1 Metrics Header

This section displays several Account level KPI's. Including: Total Billed Charge, Total Unit Cost and Total Net Income. Values for these KPI's will update based on the Date Range and Average Collection Rate selected.
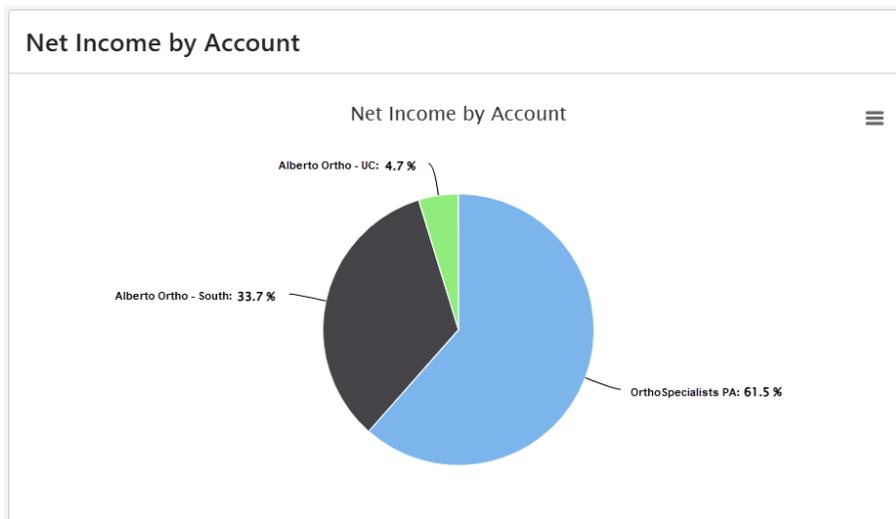
3.1 Metrics Header (Continued)

The metrics used on the Metrics Header are listed and explained below:

Metric	Description
Total Billed Charge	Sum of Billed Charges for all Products Dispensed and all Providers
Total Unit Cost	Sum of the Unit Price for all Products Dispensed and all Providers
Total Net Income	Sum of Net Income for all Products Dispensed and all Providers. (Net income is calculated by subtracting the Unit Price from the Average Collection Rate amount)

3.2 Net Income by Account

This graph breaks out Net Income by all Accounts linked to the User.

Drilldown: Hover over pie graph to see Account and total Net Income value
Download: Click on the Menu icon to open the graph on full screen, download the image or the data in CSV

The metrics used on this Dashboard are explained and listed below:

Metric	Description
Net Income	Sum of Net Income for the Account in $
Account	Account Name

3.3 Net Income by Payment Method

This graph breaks out the Net Income by Payment Methods of Medicare, Medicaid, Commercial, Work Comp, Auto and Self Pay to understand at a high-level which Payment Methods make up what percent of billed claims.

Drilldown: Hover over pie graph to see Clinic and total Net Income value
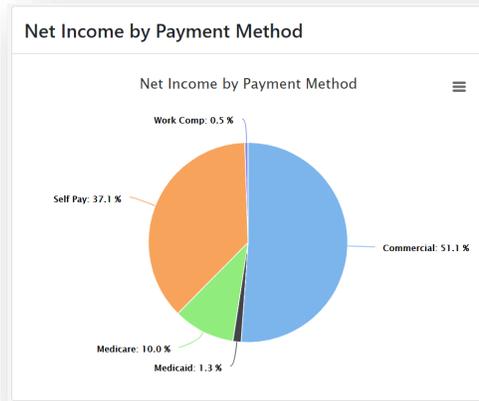**Download:** Click on the Menu icon to open the graph on full screen, download the image or the data in XLS

The metrics used on this Dashboard are explained and listed below:

Metric	Description
Net Income	Sum of Net Income for the Clinic in $
Payment Method	Higher level payor type added to claims

3.4 Net Income by Provider Classification

This graph shows the grouping of providers by the higher-level Classification rather than Specializtion to compare different groups of providers.

Drilldown: Hover over bar graph to see Provider Name and total Net Income value per Product Dispensed
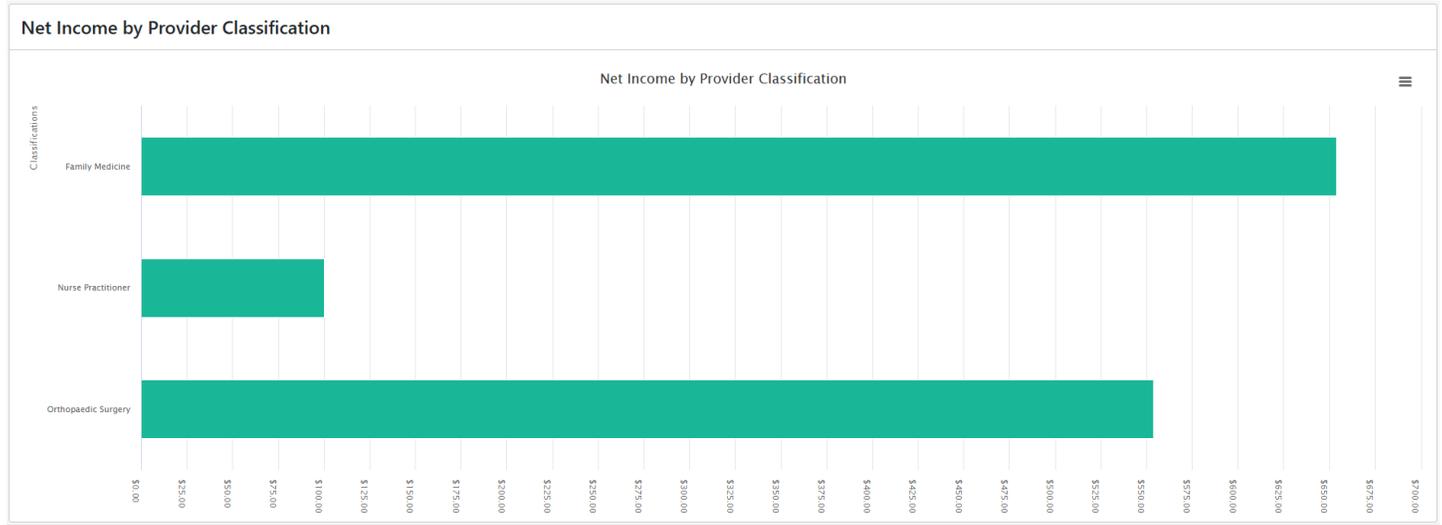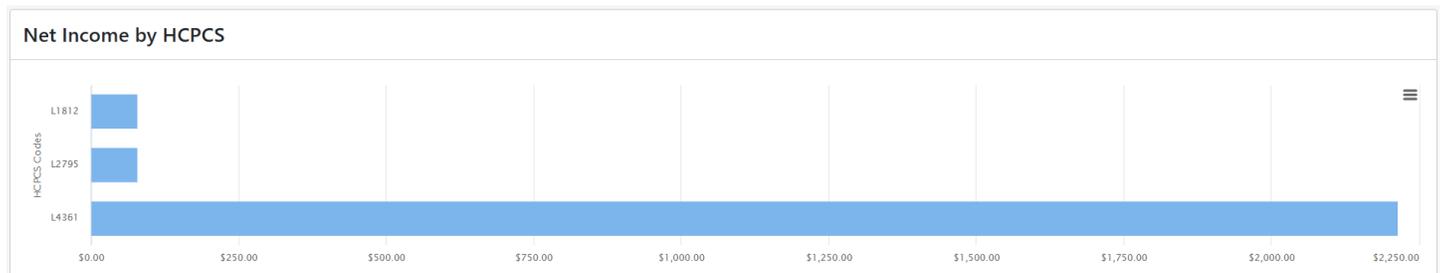**Download:** Click on the Menu icon to open the graph on full screen, download the image or the data in CSV

The metrics used on this Dashboard are explained and listed below:

Metric	Description
Net Income	Sum of Net Income by Provider per Product Dispensed
Classification	NPI Classification grouping

3.5 Net Income by HCPCS

This graph breaks out Net Income related measures and calculations by HCPCS codes on all Products dispensed.

Drilldown: Hover over bar graph to see HCPCS specific Net Income
Download: Click on the Menu icon to open the graph on full screen, download the image or the data in CSV

3.5 Net Income by HCPCS (Continued)

The metrics used on this Dashboard are explained and listed below:

Metric	Description
HCPCS	List of HCPCS used on dispensed Products
Net Income	Total Net Income for the HCPCS in $

3.6 Trending Net Income Quarterly

This graph shows Net Income by Quarter for the last two years for all accounts. Changing the filters does not alter the data on this graph.

Drilldown: Hover over points on the graph to see the total Net Income value
Download: Click on the Menu icon to open the graph on full screen, download the image or the data in XLS or CSV

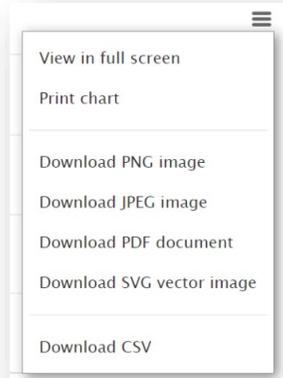The metrics used on this Dashboard are explained and listed below:

Metric	Description
Net Income	Total Net Income for the Quarter and Year in $

4.0 Helpful Information

There are additional actions Users can take to manage the tables, graphs and data. These actions can be found on the Menu option in the upper right corner of the table or graph. Section 3 reviews the calculations behind the tables and graphs.

4.1 Table and Graph Menu

The Menu option in the top right corner of tables and graphs provides the user with additional functionality in the form of raw data exports for additional analysis and images for reporting.

4.2 Menu Actions

View in full screen: This opens the table or graph into full screen image. Click Esc key to exit out of full screen view.
Print Chart: Opens graph image in Print screen. Not available on all tables or graphs.
Download PNG image: Downloads the table or graph as a PNG file.
Download JPEG image: Downloads the table or graph as JPEG file.
Download PDF document: Downloads the table or graph as PDF file.
Download SVG vector image: Downloads the table or graph as SVG vector file.
Download CSV: Downloads the data from the table or behind the graph into CSV file. Use when additional data analysis will be done.

4.3 Report Calculations

The following list includes all formulas used in the report and how they are calculated:

Metric	Calculation
Net Income	(Avg. Collection Rate % x Bill Charge) – Inventory Item Unit Price
Net Income per Product Dispensed	Net Income / Units Dispensed
Inventory Valuation	Quantity On-hand x Inventory Item Unit Price
Bill Charge	Amount billed to payor (Under Pricing in MotionMD as Bill Charge)
Inventory Unit Price	Price set on each SKU and is the price the SKU is purchased from the Vendor
Units Dispensed	Count of Inventory Items dispensed on a Patient Agreement. To be considered in this data the PA must be Ready for Billing or Billed (also includes Archived PAs in either status). Products on Incomplete PAs are not considered