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Medical Practice Today

What members have to say

have to say research.

A full analysis of this unique research is published in the July 2012 issue of *MGMA Connexion* magazine. The two coinciding articles, "Finances top challenge charts for Association members" and "Reading between the lines: How applicable and intense are industry challenges?" are available online through virtual *Connexion*.

To read the articles:

- 1) MGMA-ACMPE members, [log in and select "Read the latest issue and exclusive online content"](#)
- 2) Once you're in virtual Connexion use the left-hand navigation bar to find the table of contents. The two Medical Practice Today articles can be found on pages 42 and 46.

2012 results at a glance:

Top 10 challenges

This list was identified by the applicability-weighted index, which is defined below.

- | | |
|--|---|
| 1. Managing finances with the uncertainty of Medicare reimbursement rates | 6. Understanding the total cost of an episode of care from the payer's perspective |
| 2. Preparing for reimbursement models that place a greater share of financial risk on the practice | 7. Collecting from self-pay, high-deductible health plan and/or health savings account patients |
| 3. Preparing for the transition to ICD-10 diagnosis coding | 8. Maintaining physician compensation levels |
| 4. Dealing with rising operating costs | 9. Managing finances |
| 5. Participating in the CMS EHR meaningful use incentive program | 10. Recruiting physicians |

How do we decide which challenges are most pressing? We use three different indexes to examine the data:

Applicability index

Members responding to the questionnaire can indicate when a specific challenge is not applicable to their situation. So the applicability percentage showcases how many of our members are dealing with a given challenge.

Intensity metric

We ask members to classify (along a five-point scale) how big of a challenge they consider each issue, from "no challenge at all" to "extreme challenge." Challenges categorized as "considerable" and "extreme" are considered intense challenges, so the intensity index measures how many of our members classify a given challenge as "intense."

[Applicability-weighted intensity index](#)