

Comparing your fees to Well-Managed Practices'



Compare your value-based fees with Well-Managed Practices' using this worksheet from Benchmarks 2007. Enter your exam fee in the spaces provided and apply the following factors to determine your new fee.

	Percent of exam fee	Your exam fee	New fee
Professional services			
Well-Managed Practice complete physical exam fee: \$44, 20 minutes			
Medical progress exam	77.8%	\$_____ × 0.778	\$_____
Extended exam	130.6%	\$_____ × 1.306	\$_____
Hospitalized patient exam	76.4%	\$_____ × 0.764	\$_____
Diagnostic services			
Blood pressure evaluation	71.2%	\$_____ × 0.712	\$_____
ECG, 4 lead (in-house)	146.7%	\$_____ × 1.467	\$_____
Tonometry	70.5%	\$_____ × 0.705	\$_____
Diagnostic imaging (including image and interpretation)			
Abdominal ultrasound	454.8%	\$_____ × 4.548	\$_____
Radiograph (two views, 8x10 film)	259.4%	\$_____ × 2.594	\$_____
Radiograph, additional (one view, 8x10 film)	100.0%	\$_____ × 1.000	\$_____
Lab work (including lab, interpretation, collection)			
BUN	63.1%	\$_____ × 0.631	\$_____
CBC with chemistry panel (Alb, Alkp, Alt, Amy, Ca, Chol, Crea, Glu, Phos, TBil, TP, BUN, electrolytes [Na, Cl, K])	235.4%	\$_____ × 2.354	\$_____
Cytology (fine needle aspirate)	95.6%	\$_____ × 0.956	\$_____
Feline leukemia and FIV test	126.8%	\$_____ × 1.268	\$_____
Giardia ELISA	95.1%	\$_____ × 0.951	\$_____
Heartworm combination test (heartworm, Lyme, Ehrlichia)	106.6%	\$_____ × 1.066	\$_____
Immunity titer test	197.4%	\$_____ × 1.974	\$_____
Thyroid panel (T ₄ , T ₃ , free T ₄ , T ₄ autoantibody, T ₃ autoantibody, CTSH, thyroglobulin autoantibody)	269.6%	\$_____ × 2.696	\$_____
Nonelective procedures			
Doctor surgical services (soft tissue, per hour)	793.8%	\$_____ × 7.938	\$_____
Laser (additional fee)	147.1%	\$_____ × 1.471	\$_____
Endoscopy, upper GI	592.5%	\$_____ × 5.925	\$_____
Laparoscopy	625.0%	\$_____ × 6.250	\$_____
Anesthesia (including intubation)			
Anesthetic monitoring, electronic	54.8%	\$_____ × 0.548	\$_____
Gas anesthetic, sevoflurane (60-lb dog, 30 minutes)	245.4%	\$_____ × 2.454	\$_____
Gas anesthetic, isoflurane (60-lb dog, 30 minutes)	198.1%	\$_____ × 1.981	\$_____
Hospitalization, level 2 (with IV, overnight, excluding exam and inpatient services)			
10-lb cat	139.1%	\$_____ × 1.391	\$_____
60-lb dog	146.8%	\$_____ × 1.468	\$_____
Dentistry (moderate stage two of four dental calculus and gingivitis; including dental scaling and polishing, subgingival curettage, fluoride application; excluding anesthesia)			
Feline oral evaluation and cleaning	199.4%	\$_____ × 1.994	\$_____
Canine oral evaluation and cleaning	225.6%	\$_____ × 2.256	\$_____