

Optimizing for Managed Care

Schedule Optimization

Block scheduling allocates time slots for specific types of appointments and can **optimize efficiencies and resource utilization** by improving patient flow. By **analyzing data** around hearing aid revenue, average sales price, and closure/help rates, you can determine **how many hearing aid fittings and evaluations are needed on your schedule**.

1. Identify monthly hearing aid revenue and average sales price (ASP).

HA Revenue

ASP

2. Divide hearing aid revenue by ASP to determine number of units needed per month.

HA Revenue

ASP

=

Units

3. Divide units by binaural closure (help) rate to determine the number of *fitting* blocks that are needed.

Units

Binaural Rate

=

Fittings

4. Divide fittings by provider's closure rate to determine the number of *evaluation* blocks that are needed.

Fittings

Closure Rate

=

Evaluations

Once you've determined the number of fittings and evaluations needed, you can fill in the schedule with other types of scheduling blocks to **balance revenue and non-revenue generating appointments**.