

Sample Business Analysis

Fixed Costs	In-House Accounts Receivable Current Annual Cost	Cost to Outsource to Practice Management
Office Staff Salaries plus Payroll Taxes	\$50,000	Based on a percentage of Gross Receipts
Hiring	1,000	0
Training	1,500	0
Benefits, Bonuses, Etc.	4,000	0
Office Space	2,000	0
Information Systems & Equipment	5,000	0
Office Supplies	2,000	0
Postage	2,500	0
TOTALS	\$68,000	\$42,000

Annual Savings: \$26,000

Plus Additional Revenue: 37,500 (Improvement in Collection)

Annual Increase in Net Income: \$63,500 (More than 10%)