

Revenue	Price	Qty	Total	Grand Total
Patients per FTE Doctor			1000	
Doctor (FTE)			1	
Nurse (FTE) max 5 nurses >12 hrs pw			1	
Total Patients (SWPE)			1000	
Diabetic Patient No.	30%		300	
Doctor Fee for Service Income				
23 BMI	\$	37.05	\$	11,115.00
705(703,705 & 707 for >30 mins apply) Healthcare Assessment <30min	\$	190.30	\$	57,090.00
721 GP Mgt Plan (GPMP)	\$	108.05	\$	32,415.00
723 Team Care Arrangements (TCA)	\$	85.75	\$	25,725.00
732 Review a GPMP	\$	54.05	\$	16,215.00
2517(2517 - 2526 and 2620 - 2635) Completion of the Annual Diabetes Cycle of Care	\$	37.05	\$	11,115.00
2518 Service Incentive Payment (SIPS)	\$	2.00	\$	600.00
10990/1 Bulk Billing Incentive	\$	7.20	\$	2,160.00
				\$ 156,435.00
Practice Income				
10997 (max 5 per patient p.a.) Practice Nurse Support	\$	12.00	1 \$	3,600.00
PIP Diabetes Outcome	\$	20.00	\$	6,000.00
PNIP Practice Nurse Incentive Program			\$	25,000.00
				\$ 34,600.00
<b>Total Revenue</b>				<b>\$ 191,035.00</b>

Expense	Price	Qty	Total
Medical	65%		\$ 101,682.75
Nurse >12 hrs pw	52 \$	35.00	700.00 \$ 24,500.00
Marketing & Admin - set up cost amortised	\$	2.00	\$ 2,000.00

<b>Total Expenses</b>				<b>\$ 128,182.75</b>
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<b>Total Contribution Profit before fixed costs</b>				<b>\$ 62,852.25</b>
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<b>Total Net Profit after fixed costs</b>				<b>\$ 56,852.25</b>
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Contribution Margin Profit per Patient				\$ 209.51
Revenue per Patient				\$ 636.78
Fixed Cost per Patient				\$ 20.00
<b>Net Profit per Patient</b>				<b>\$ 189.51</b>
<b>Net Profit Margin %</b>				<b>30%</b>

(Note Diabetic patient Net Profit Margin is circa 16% due to loss of PNIP if nurse working <12 hrs per week) Dr FTE 1

\*This excludes additional income from in house allied and specialist services and Telehealth item numbers. Need at least 10 diabetic patients per week to make a good return. Scalability important > 3 FTE GP's.

**Assumptions regarding service fees**  
35% Service Fee on these medical fees

**Doctor's & nurses time and medical fees**

Hours	Net hourly income	Gross hourly income
600.00	\$ 169.47	\$ 260.73

**Assumptions of time spent per item number**

Item Number	Total Estimated Time	Nurse Time	Doctor Time
23	20 - 30 mins	20	20
705	1 hour	45	30
721	1 hour	45	20
723	15-30 mins	15	15
732	15-30 mins	15	15
2517(2517 - 2526 and 2620 - 2635)	20 - 30 mins	0	20
	<b>Total Mins</b>	<b>140</b>	<b>120</b>
	<b>Total Hours</b>	<b>2.33</b>	<b>2.00</b>
	<b>Total Hours p.a.</b>	<b>700.00</b>	<b>600.00</b>

**Assumptions regarding nursing time:** additional 0% of patient time spent on administrative duties.

Treat them like a doctor.

Source: <http://www.mbsonline.gov.au>

DISCLAIMER:

Please consult your adviser or Health and Life [www.healthandlife.com.au](http://www.healthandlife.com.au),

[pa@healthandlife.com.au](mailto:pa@healthandlife.com.au) or 1800 077 222 before acting. Results may vary.