In 2017, ECG Management Consultants continues to expand its surveys to include independent, integrated, and academic provider organizations from all regions and states. This expansion has provided member organizations with enhanced national, state, and region-specific data and benchmarks as well as specific benchmarks by medical group size, ownership, practice type, and teaching affiliation. ECG's surveys deliver an in-depth review of provider market trends, including provider compensation, production, benefit packages, compensation plan design and metrics by specialty, recruiting efforts and signing bonuses by specialty, CPT code physician profiling, and numerous other key data points.

The 2016 ECG surveys included data from 142 physician specialties and 17 advanced practice provider specialties from 126 physician organizations, representing more than 34,000 practitioners. Together, they contributed to what have been our most comprehensive reports to date.

Members of ECG's 2017 National Physician Compensation Survey receive exclusive access to reports and online benchmarking tools that provide in-depth analysis of state, regional, and national market trends, including the following:

- Detailed analysis of provider trends, issues, and opportunities by ECG's experts, including an analysis of important compensation, production, benefits, and recruiting statistics.
- Detailed compensation metrics by specialty, including base, clinical, nonclinical, value-based (quality and patient satisfaction), and total compensation.
- Production metrics by specialty, including gross revenue, gross professional revenue, net collections, net professional collections, work and total relative value units (RVUs), and compensation-to-production ratios.
- Benefits information, including benefits expense by specialty, benefits as a percentage of compensation, benefits plan composition, continuing medical education days and dollars, and paid time off.
ECG’s commitment to quality is reflected in its annual surveys. We have been a participant in the survey since 2000 and rely on the complete and comprehensive information it provides to assess our competitiveness. I encourage all of our peer organizations to participate in ECG’s survey and believe other markets would benefit from working with ECG to customize a survey in their local market.”

Mr. Richard H. Cooper
Chief Executive Officer
The Everett Clinic

Survey Methodology

ECG’s survey methodology uses clear, uniformly applied definitions and a structured data validation process to transform member responses into useful information. We calculate RVUs from CPT-level data and are thus able to eliminate the RVU data consistency issues that exist in other industry surveys. RVUs and compensation-to-RVU metrics will be calculated and published using the 2016 CMS Medicare Physician Fee Schedule. To ensure data accuracy, each provider’s clinical and nonclinical full-time equivalents are defined in detail by ECG.

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About ECG

ECG offers a broad range of strategic, financial, operational, and technology-related consulting services to healthcare providers. With nearly 250 consultants, ECG is a national leader in the industry, providing specialized expertise to community hospitals, academic medical centers, health systems, and medical groups. For more than 40 years, our consultants have played an instrumental role in developing and implementing innovative and customized solutions that effectively address the issues confronting healthcare providers.

ECG’s annual provider performance surveys include the National Physician Compensation Survey and the National Pediatric Subspecialty Physician Compensation Survey.