



SADA

THE SOUTH AFRICAN
DENTAL ASSOCIATION

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SADA User Manual for the

D-Ca^{ic}™

PRACTICE PROFITABILITY SIMULATOR

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CONTENTS

- ☞ Introduction
- ☞ General
- ☞ Inputs:
 - ☞ General Overheads
 - ☞ Equipment
 - ☞ Direct Labour
 - ☞ Consumables
 - ☞ Procedures
 - ☞ Direct Labour
- ☞ Outputs
 - ☞ Cost Summary
 - ☞ Procedure Cost Summary
 - ☞ Revenue Summary
 - ☞ Profit Summary
 - ☞ RVU Values
- ☞ Conclusion



Introduction

The D-Calc™ is a practice profitability simulator that has been developed in order to assist the practitioner to calculate the impact of their practice costs and productivity on the pricing of procedures and profitability in individual practices and under various scenarios.

Practitioners are able to use the D-Calc™ together with the published RVU to calculate an individualised rand value for each procedure that factors in their unique practice expenses and expected return on investment. The tool is based on a recognized cost accounting approach, known as Activity Based Costing (ABC), and it aims to allow practitioners to scientifically develop their own cost structures personal and custom to one's own practice.

Next Steps after purchase:

- Once your license key has been received, please wait between 30 and 45 minutes before downloading the tool as your access key needs time to register on the security database;
- Log on to the SADA website with your username and password;
- On the landing page, you will find a link to download the D-Calc™ file for saving on the computer system which will be used;
- Once downloaded, you need to click on "Enable Content" at the top of the opened document;
- Enter the key code provided when prompted to do so;
- The tool will then be active and ready for use.

Please note:

- D-Calc™ has been developed to run on a Microsoft Windows Environment.
- D-Calc™ will not run on a MAC/iPad/iPhone/Apple based system.
- It is necessary to have Excel 2010 or later installed on your system to run D-Calc™.
- One license key is required D-Calc™ tool per system. Additional systems will require the purchase of additional tools.
- Activation must take place only where the tool is to be utilized otherwise a new key code will be required for purchase.

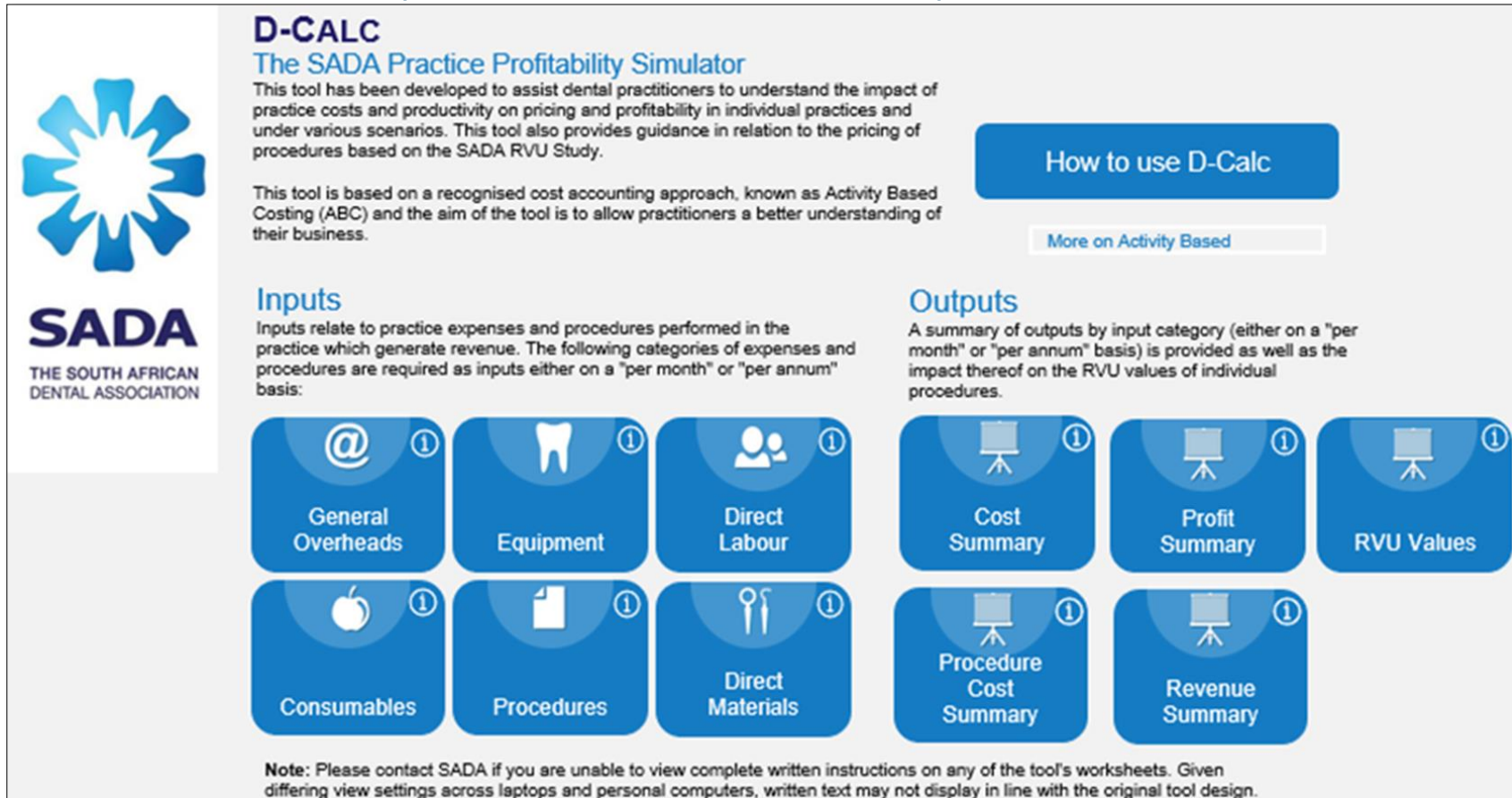
Microsoft Updates:

- It has come to SADA's attention that, subsequent to the release of the D-Calc™ tool, Microsoft has updated their macro security. If, after entering the licence key, one is presented with the following message, kindly contact Ms Ann Bayman at the SADA Office for further assistance.



General

Before we begin with the instructions for the operating manual for D-Calc™, it must be noted that the tool is comprised of two main elements i.e., inputs and outputs. The six inputs i.e., General Overheads, Equipment, Direct Labour, Consumables, Procedures and Direct Materials concern procedures carried out in the practice that generate an income as well as practice expenses. The five resultant outputs i.e., Cost Summary, Procedure Cost Summary, Profit Summary, Revenue Summary as well as RVU Values provide an overview of the inputs entered and illustrate the impact thereof on the RVUs of individual procedures.



D-CALC
The SADA Practice Profitability Simulator

This tool has been developed to assist dental practitioners to understand the impact of practice costs and productivity on pricing and profitability in individual practices and under various scenarios. This tool also provides guidance in relation to the pricing of procedures based on the SADA RVU Study.

This tool is based on a recognised cost accounting approach, known as Activity Based Costing (ABC) and the aim of the tool is to allow practitioners a better understanding of their business.

[How to use D-Calc](#)

[More on Activity Based](#)

Inputs
Inputs relate to practice expenses and procedures performed in the practice which generate revenue. The following categories of expenses and procedures are required as inputs either on a "per month" or "per annum" basis:

- General Overheads
- Equipment
- Direct Labour
- Consumables
- Procedures
- Direct Materials

Outputs
A summary of outputs by input category (either on a "per month" or "per annum" basis) is provided as well as the impact thereof on the RVU values of individual procedures.

- Cost Summary
- Profit Summary
- RVU Values
- Procedure Cost Summary
- Revenue Summary

Note: Please contact SADA if you are unable to view complete written instructions on any of the tool's worksheets. Given differing view settings across laptops and personal computers, written text may not display in line with the original tool design.

Inputs

General Overheads i.e., expenses that relate to the general running of the practice.

This input is made up of 4 subsections - Personnel Costs, Finance and Insurance, Premises Costs and Admin Costs.

a) Personnel Costs

- Select the input period as “per month” or “per annum.” Note: If the input period is selected as “per month”, it will be necessary to save the tool at the end of each month once the data has been entered and edit the necessary variable figures at the next input the following month.
- Indirect Labour Costs refer to the gross salaries of support staff such as receptionists, dental assistants etc who are not paid according to procedures done. One may select the employee’s job description from the drop-down menu on the first cell of the first column, followed by the employee’s name and gross salary in adjacent cells;
- Salary related levies and taxes refers to PAYE and UIF contributions as well as pension fund and medical aid contributions;
- Professional duties and continuing education relate to CPD event payments etc;
- Protective clothing and uniforms” refer to the purchase of uniforms or PPE for employees of the practice;
- Use the “other” column for any additional expenses that are incurred in respect of support staff.



General Overheads

Expenses related to the general running of the practice



Personnel costs



Finance and insurance



Premises costs



Admin costs



Input Period

Per Month

Personnel costs	Employee name	Gross Salary Per Month (R)
Indirect labour costs		42 000
Dental Assistant	GI Jane	12 000
Accounts person/ Book Keeper	J Numbers	15 000
Receptionist	T Bookings	10 000
Cleaning Staff	S Shine	5 000
Accountant/ Tax Consultant		
Accounts person/ Book Keeper		
Cleaning Staff		
Dental Assistant		
Practice Manager		
Receptionist		
Security guard		
Other		
Salary related levies & taxes		3 500
Professional dues & continuing education		1 200
Protective clothing and uniforms		2 000
Other		

b) Finance and Insurance

- Again, select the input period as per month or per annum. It is recommended that one uses the “per annum” input for those expenses that are fixed for the entire year.
- **Bank charges and interest:** Refer to bank fees and payments made in respect of interest due;
- **Credit card commission:** the charge (including any applicable VAT), payable to a bank or Credit Card Company in return for it providing services under a Credit Card Agreement;
- **Bad debt costs:** estimated amounts to be written off in the case of non-payments by patients and/or funders;
- **Practice risk insurance:** this includes short term insurance of the building and building contents, vehicles and specified equipment;
- **Malpractice risk insurance:** Only included if the indemnity insurance payment is made by the practice. In the event of a multi-practitioner practice where each practitioner pays their indemnity insurance individually, this payment should not be recorded in this field.
- Use “Other” for any other finance and insurance related costs not mentioned above such as HPCSA annual fees, BHF fees, etc.



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General Overheads

Expenses related to the general running of the practice



Personnel costs



Finance and insurance



Premises costs



Admin costs



Input Period

Per Month

Finance and insurance costs

Amount
Per Month (R)

① Bank charges & interest	500
Credit card commission	1000
① Bad debt costs	3500
① Practice risk insurance	800
① Indemnity Insurance	1250
Other	
HPCSA Annual fees	3055
BHF Fees	115
SADA Membership fees	4000

c) Premises Costs

- The third input under general overheads relates to premises costs. Again, the input period must be selected.
- **Rental of space/loan repayment:** As per the agreement with the landlord or bank;
- **Building maintenance and repairs:** e.g., repairs to a roof leak;
- **Services:** i.e., municipal services such as water and electricity, rates and taxes, refuse etc.;
- **Medical waste removal:** e.g., the incineration of used needles;
- **Security,** including armed response;
- Other, for any premises costs not mentioned above.



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General Overheads

Expenses related to the general running of the practice



Personnel costs



Finance and insurance



Premises costs



Admin costs



Input Period

Per Month

Premises costs

Amount
Per Month (R)

Rental of space/ Loan repayment

10 500

Building maintenance & repairs

Services

4 500

Medical waste removal

350

Security

Other

①

d) Admin Costs

- The final input on general overheads is admin costs. Select the input period.
- **Accounting, audit and management fees** e.g., fees payable to your accountant for the annual drafting of financial statements;
- **Advertising and marketing** e.g., advertising on social media sites;
- **EDI and medical scheme administration fees**, in respect of practice management software;
- **Software licencing and support** e.g., Microsoft Windows;
- **Communication Costs** e.g., SMS packages for reminding patients;
- **Legal expenses** e.g., costs of drawing up employment contracts;
- **Postage and courier services** e.g., if records are couriered;
- Printing and stationery;
- Transport costs;
- Use “Other” for those costs not mentioned above.



General Overheads

Expenses related to the general running of the practice



Personnel costs



Finance and insurance



Premises costs



Admin costs



Input Period

Per Month


Practice management and administration	Amount Per Month (R)
Accounting, audit and management fees	1 000
Advertising & marketing	500
EDI and medical scheme administration fees	750
Software licensing & support	150
Communication costs	900
Legal expenses	
Postage and courier services	100
Printing and stationery	100
Transport costs	2 500
Other	

Inputs

Equipment i.e. the equipment directly involved in performing the procedure

- This section has been divided into:
 - Existing equipment
 - Future capital expense
- For **existing equipment**, select the input period as “per month” or “per annum.” To account for the depreciation on existing equipment, either enter a single cumulative amount for depreciation or enter individual equipment items, their net book value and expected useful life in order for the tool to automatically calculate the depreciation amount per input period.
- **Future Capital Expenses** refers to specific equipment that you foresee adding to your practice in the current and following year. This could encompass furniture and fittings such as an additional dental chair, equipment for the surgery such a new autoclave and instruments such as new extraction forceps. To calculate the depreciation on future capital expenses, the unit cost (i.e., cost of the item), quantity purchased or expected to be purchased (how many of that item was purchased) and the expected useful life of the item (how long you foresee that item being functional) may be entered and the depreciation for the item will automatically be calculated as per the straight-line method. For example, if one pair of loupes purchased costs you R12 000, and you imagine its expected useful life to be 7 years, you enter that data and an appropriate depreciation value per month will be calculated by the tool.

Individualized list of depreciation per item on existing equipment:



Equipment
Equipment required to perform the procedure

Existing

Enter a single amount for depreciation

OR




Enter individual balance sheet categories

Future capital expenses

Furniture and fittings

Surgery equipment

Instruments






Input Period

Per Month ▼

Equipment per the balance sheet	Depreciation Per Month (R)	Net book value (R)	Expected useful life
Category			
Autoclave	333	20 000	5 years
Dental Chair Unit	417	50 000	10 years
Compressor	133	8 000	5 years
Curing light	56	2 000	3 years
Handpieces	83	2 000	2 years
Scaling unit	83	3 000	3 years
	-		
	-		
	-		

Future Capital Expenses:






Equipment
Equipment required to perform the procedure

Existing

Enter a single amount for depreciation **OR** Enter individual balance sheet categories

Future capital expenses

Furniture and fittings **Surgery equipment** Instruments

Input Period

Per Month ▼

Surgery equipment	Total value (R)	Depreciation Per Month (R)	Unit cost (R)	Quantity	Expected useful life
Loupes	12 000,00	143	12 000	1	7 years
Apex Locator	4 500,00	75	4 500	1	5 years
Digital X ray Sensor	50 000,00	417	50 000	1	10 years
	-	-			
	-	-			
	-	-			
	-	-			
	-	-			
	-	-			
	-	-			

Entering Inputs

Direct Labour i.e., only staff involved in performing dental procedures

In direct labour, three categories are provided for on this sheet:

- 1) **Permanent staff**, which includes yourself if you are servicing patients as well as any other employee dentists, dental therapists or oral hygienists;
- 2) **Temporary staff**, an example of which could be if an oral hygienist employee is on maternity leave and another oral hygienist replaces her on a temporary basis;
- 3) **Locum tenens** which refers to a dentist, for example, who fills in for one of the permanent dentists for a period of 6 weeks or less.

Permanent Staff:


- Once the input period is selected, add the practitioner's name in the first column and select their discipline from the drop-down list in the second column. Select "other" for scopes of practice not mentioned such as an oral hygienist.
- Enter the staff members gross salary (i.e., basic salary including PAYE, bonus, pension, medical aid, etc) per month/annum as well as the number of hours worked per week.

- When assessing productivity as a percentage, remember that this figure is an estimate of actual time spent doing clinical procedures on patients and does not include time spent during discussion with the patient on the treatment plan or informed consent or while one waits for the local anaesthetic to take effect. It also excludes the time when the chair and surgery are being cleaned. It is meant to be estimated as a reflection of time spent only on actual billable procedures.
- Next, one may enter the annual sick leave, annual and other leave (such as family responsibility leave) that the employee is likely to take – Note: this is not the number of leave days that the employee is contractually entitled to. The number of public holidays in a year per employee should also be entered.
- Thereafter an average labour rate per min per permanent employee will be automatically calculated and saved by the tool i.e., the average costs that the practice incurs for every minute of procedures performed by that practitioner.
- Similarly, a conversion rate per minute will be calculated which essentially conveys the rand conversion factor per practitioner. This figure takes into account the labour rate plus overhead costs.


Temporary Staff and Locum Tenens


- For temporary staff or locum tenens, the input should be entered exactly as with a permanent staff member with the exception of the addition of the remuneration period (how often the locum is paid e.g., weekly or monthly), the salary to be paid per remuneration period and the length of employment i.e., the number of units of the remuneration period that the locum will be paid for.
- Similarly, an average labour rate per minute and a conversion rate per minute will be calculated and saved.


Direct Labour: Permanent Staff:





Direct Labour
Labour directly involved in performing a procedure



Permanent staff


Temporary staff


Locum tenens







Input Period
Per Month ▼

Permanent Staff		
Ave labour rate per minur	Rate (R)	Conversion Rate per
Dr T Stark	14,56	15,07
Dr C Kent	13,74	14,25
Tooth Fairy	6,51	7,02

Permanent staff Employee name	Employee position	Gross Salary Per Month (R)	Working hours per week	Productivity %	Annual sick leave (days)	Annual and other leave (days)	Public holidays in a year (days)
Dr T Stark	GP Dentist	80 000	40,00	60,00%	5 days	10 days	17 days
Dr C Kent	GP Dentist	100 000	50,00	65,00%	6 days	14 days	17 days
Tooth Fairy	Other	25 000	20,00	80,00%	1 day	3 days	17 days

Direct Labour: Locum Tenens:



Direct Labour

Labour directly involved in performing a procedure



Permanent staff



Temporary staff



Locum tenens



Input Period

Per Month

Locum Tenens (Staff who stand in for permanent staff)

Ave labour rate per minu	Rate (R)	Conversion Rate per
Dr Strange	6,18	6,67

Locum Tenens
Employee name

Employee position

Remuneration Period

Salary per remuneration
period (R)

Length of
employment

Working hours
per week

Productivity %

Sick leave
(days)

Annual and other
leave (days)

Public holidays
(days)

Dr Strange

GP Dentist

Monthly

45 000

1

40,00

70,00%

-

1 day


-

Inputs

Consumables i.e., only the items involved in the performing of a dental procedure

- The consumables input may either be entered as one total amount, or may be individualized once the input period has been selected. If they are entered on the itemised list, one may use the typical consumables list already provided and/or populate your own list.
- Common everyday consumables are listed under “typical consumables” while anything additional to that may be listed under “other consumables” where the unit quantity is defined as the volume of the item for e.g. 10ml of etchant. Decimal figures may be used if only a portion of a full product is used.

Single amount for consumables:



Consumables
Items used in the performing of a procedure

Enter a single amount OR **Enter a list of items**

Typical Consumables Other Consumables

Home

Back Forward

Input Period
Per Month


Please enter a single amount		Cost Per Month (R)
Consumables		7 500

Inputs

Procedures i.e., those performed in the practice as differentiated by category of service, as in the SADA Dental Codes

- Each sub category is differentiated according to category of service as per the SADA Dental codes.
- Data may either be entered by selecting the relevant category OR by clicking on “enter procedure code” and then entering the code.
- Provision has been made for up to 10 practitioners.
- Once the input period is selected, select each category of service and indicate how many of each procedure have been performed for that month or year.
- The “independent procedure value” refers to the average fee charged for a particular procedure. This may or may not be linked to medical scheme reimbursement rates or private fees, depending on the fees charged by the practice.
- The relevant practitioner’s name should then be selected from the drop-down list.
- The tool will then automatically populate the practitioner’s discipline, the previously calculated practitioner’s labour rate per min in Rands as well as the newly calculated Labour cost per procedure. The labour cost per procedure refers to the average cost to the practice for each procedure performed.

Procedures entered for the month by category of service:



Procedures
Procedures performed in the practice by category

Diagnostic Services

Restorative Services

Implant Services

Periodontic Services

Fixed Prosthodontics

Maxillo-Facial Prosthetics

Preventive Services

Endodontic Services

Supplementary Services

Orthodontic Services

Removable Prosthodontics

Oral And Maxillo-Facial

Enter procedure code

Home

←

→

Input Period

Per Month





Code	Deloitte Code	Description	1st Practitioner					2nd Practitioner						
			Number of Procedures performed Per Month	Independent Procedure Value	Practitioner name	Practitioner description	Practitioner Labour rate per minute (R)	Labour cost per procedure (R)	Number of Procedures performed Per Month	Independent Procedure Value	Practitioner name	Practitioner description	Practitioner Labour rate per minute (R)	Labour cost per procedure (R)
Clinical oral examinations and consultations														
8101	8101_DIAG_1	Oral examination- general dental	10	268	Dr T Stark	GP	15	332	15	268	Dr C Kent	GP	14	313
8102	8102_DIAG_1	Comprehensive oral examination - general dental practitioner.												
8103	8103_DIAG_1	Extensive oral examination - condition focused combined consultation for complex treatment planning												
8104	8104_DIAG_1	Limited oral examination	20	130	Dr T Stark	GP	15	146	25	130	Dr C Kent	GP	14	137
8189	8189_DIAG_1	Re-examination - existing condition.												
8176	8176_DIAG_1	Periodontal examination.												
8190	8190_DIAG_1	Consultation - second opinion or advice.												
8105	8105_DIAG_1	Case presentation - extensive treatment planning												
8900	8900_DIAG_1	Consultation and treatment planning for minor oral surgery												
8901	8901_DIAG_1	Consultation - MFOS.												
8902	8902_DIAG_1	Consultation - MFOS (detailed).												
8903	8903_DIAG_1	House/nursing home/hospital consultation - MFOS.												

Inputs

Direct Materials i.e., to provide for listed dental direct materials provided by the practitioner

- Once the input period is selected, enter the relevant number of times each dental materials code was billed.
- Since some dental materials such as sutures are purchased in a pack containing more than one, divide the total cost of the item by the quantity in the box to obtain a unit cost. The tool will then calculate the total fee earned per direct material code.
- Enter a quantity and appropriate amount for the handling fee i.e., the cost involved in ordering the direct material, receiving the order, storage of the item, etc.

Direct Materials used for the month concerned:

 Direct Materials Materials used in the performance of specific identified procedures		  		Input Period Per Month
Code	Description	Number of units Per Month	Unit cost (R)	Total @
8090	Administration fee - medicine dispensed by a licensed dispensing dental practitioner.			-
8091	Administration fee - medicine used during a dental visit.			-
8092	Administration fee - dental direct materials.	3,00	50	150,00
8170	Cost of Mouth Protector.			-
8172	Cost of orthotic appliance.			-
8182	Cost of dermal filler.			-
8183	Therapeutic drug injection.			-
8220	Cost of suture material.	2,00	58,3	116,60
8221	Cost of haemostatic sponge.	1,00	83	83,00
8306	Cost of mineral trioxide aggregate (MTA).			-
8310	Cost of home bleaching materials.			-
8379	Cost of post/post components.			-
8380	Cost of Prefabricated non metal restoration.			-
8385	Fabrication of indirect or chairside indirect (direct-indirect) resin inlay/only restoration.			-
8480	Cost of prefabricated metal crown.			-
8483	Cost of CT Scan DICOM conversion.			-
8485	Cost of the production of a computer generated surgical guide using rapid prototyping. Systems using computer generated laboratory techniques (e.g. Med 3-D) can use laboratory technician codes			-
8600	Cost of implant components.			-
8639	Endodontic instruments per patient per completed treatment.			-
8711	The visualisation enhancement adjunct.			-
8770	Cost of bone regenerative/repair material, including membrane.			-
8889	Cost of attachment device.			-
8896	Cost of materials required to aid eruption.			-

Outputs

Cost Summary i.e., a summation of results of all cost input categories

- The Cost Summary provides an overview of all the costs incurred by the practice per category of data inputted.
- This includes the labour cost per month/annum per category of service whereas the second input i.e. the Procedure Cost Summary, provides the practitioner with an overall view of how much the cost is to the practice to perform a certain procedure.

Procedure Cost Summary i.e., a summary of the labour costs per provider for each procedure code

- This provides the practitioner with an overall view of how much the cost is to the practice to perform a certain procedure.

Cost Summary for the month:

General overheads		Per Month (R)
Personnel		48 700
Finance and insurance		14 220
Premise costs		15 350
Admin costs		6 000
Total		84 270

Direct labour - Permanent Staff	Ave labour per minute	Cost Per Month (R)
Dr T Stark	14,56	80 000
Dr C Kent	13,74	100 000
Tooth Fairy	6,51	25 000
Average	11,61	68 333

Direct labour - Locum Tenens	Ave labour per minute	Cost (R)
Dr Strange	6,18	45 000

Consumables		Cost Per Month (R)
Total consumables		7 500
Total		7 500

Direct Materials		Cost Per Month
Direct Materials		350
Total		350

Equipment		Cost
Existing equipment		1106
New equipment		635
Total depreciation		1 740

Procedures	Number of procedures	Labour Cost Per Month
Diagnostic Services	200	29 484
Preventive Services	110	37 129
Restorative Services	39	22 914
Endodontic Services	19	12 463
Periodontic Services	-	-
Removable Prosthodontics	2	4 124
Maxillo-Facial Prosthetics	-	-
Implant Services	1	291
Fixed Prosthodontics	4	2 917
Oral And Maxillo-Facial Surgery	13	4 950
Orthodontic Services	1	2 257
Supplementary Services	522	118 865
Total	911	235 393

Procedure Cost Summary for the month:


Code	1st Practitioner		2nd Practitioner	
	Practitioner name	Labour cost per procedure (R)	Practitioner name	Labour cost per procedure (R)
	0	0	0	0
	0	0	0	0
Dental prophylaxis				
8155 Polishing – complete dentition	Dr T Stark	233	Dr C Kent	220
8159 Prophylaxis (scaling and polishing) – complete dentition	Dr T Stark	583	Dr C Kent	550
8160 Removal of gross calculus and plaque	0	0	0	0
8179 Plaque removal for the periodontally diseased patient – complete dentition	0	0	0	0
8180 Scaling and polishing for the periodontally diseased patient – complete dentition	0	0	0	0
	0	0	0	0
Topical fluoride treatment				
8161 Topical application of fluoride – child	0	0	Dr C Kent	124
8162 Topical application of fluoride – adult	Dr T Stark	102	0	0
	0	0	0	0
Space maintenance (passive appliances)				
8173 Space maintainer – fixed per abutment	0	0	0	0
8174 Recementation of space maintainer	0	0	0	0
8175 Space maintainer – removable	0	0	0	0
	0	0	0	0
Other preventive services				
8151 Oral hygiene education and plaque control instruction	0	0	0	0
8153 Oral hygiene education and plaque control instruction – each additional visit	0	0	0	0
8149 Nutritional counseling	0	0	0	0
8150 Tobacco counseling	0	0	0	0
8163 Sealant – per tooth	0	0	Dr C Kent	124
8169 Occlusal guard	Dr T Stark	655	0	0
8171 Mouth guard	0	0	0	0
8177 Oral hygiene instruction (periodontally diseased patient)	0	0	0	0
8178 Oral hygiene instruction - each additional visit (periodontally diseased patient)	0	0	0	0

Outputs




Revenue Summary i.e., a complete summary of total income earned per category of service and from direct materials used

- The Revenue Summary provides the practitioner with a summary of how much gross income was earned per category according to the fees that he/she charged for procedures.
- It also provides the fees earned when billing patients or schemes for the cost of listed direct materials as well as their respective handling fees.
- Once the calculation period has been selected one would need to select the “Procedure Value Source”.
- This determines whether the revenue generated from the practice will be based on independent values either as determined by the practitioner on an individual basis (private fees) or based on medical scheme reimbursement rates, OR whether these values will be based on RVU study values applied to the practitioner’s actual practice costs as provided.
- The revenue summary will then provide a summation of all results and revenue generated for procedures and direct materials, based on the procedure value source selected.

Revenue Summary comparison between medical scheme rates (left) vs RVU study values (right):



Revenue Summary
A summation of results of revenue for procedures and direct materials

Calculation Period ⓘ


Per Month

Procedure Value Source ⓘ




Independent Values

Procedures	Number of procedures	Total Revenue (R)
Diagnostic Services	200	33 402
Preventive Services	110	24 173
Restorative Services	39	31 756
Endodontic Services	19	10 045
Periodontic Services	-	-
Removable Prosthodontics	2	3 932
Maxillo-Facial Prosthetics	-	-
Implant Services	1	126
Fixed Prosthodontics	4	5 814
Oral And Maxillo-Facial Surgery	13	3 259
Orthodontic Services	1	1 717
Supplementary Services	522	26 162
Total	911	140 446

Direct Materials	Number of units	Total Revenue (R)
Direct Materials	6	255
Total	6	255



Revenue Summary
A summation of results of revenue for procedures and direct materials

Calculation Period ⓘ

Per Month

Procedure Value Source ⓘ

RVU Study Values

Procedures	Number of procedures	Total Revenue (R)
Diagnostic Services	200	44 661
Preventive Services	110	52 147
Restorative Services	39	36 896
Endodontic Services	19	21 374
Periodontic Services	-	-
Removable Prosthodontics	2	6 830
Maxillo-Facial Prosthetics	-	-
Implant Services	1	452
Fixed Prosthodontics	4	5 066
Oral And Maxillo-Facial Surgery	13	8 709
Orthodontic Services	1	3 502
Supplementary Services	522	157 509
Total	911	337 146

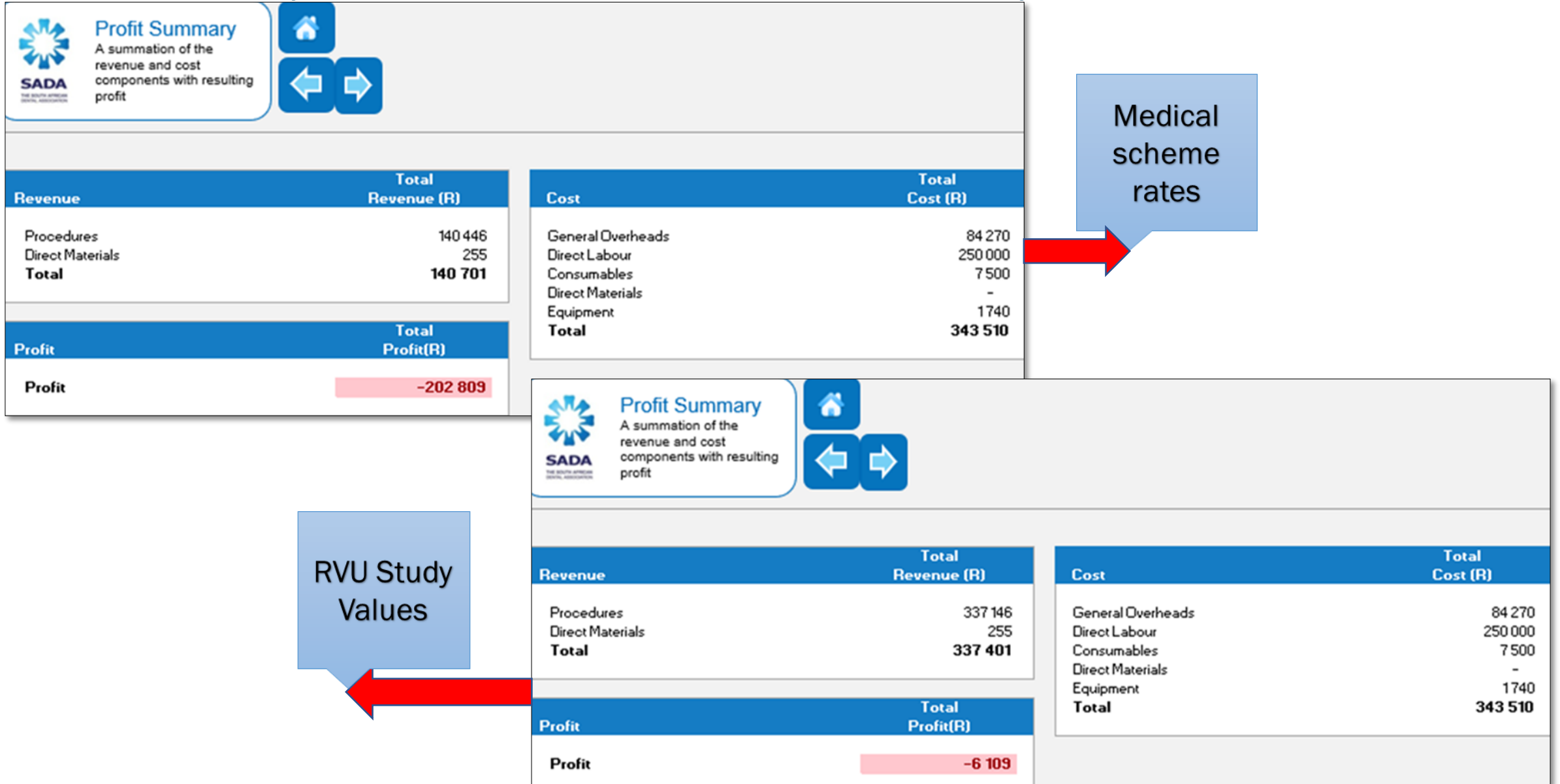
Direct Materials	Number of units	Total Revenue (R)
Direct Materials	6	255
Total	6	255

Outputs

Profit Summary i.e. a final summary of the total revenue earned and the cost components with the resulting profit or loss

- The profit summary provides an overall summation of:
 - ✓ the income received from procedures and direct materials;
 - ✓ the costs incurred by the business as a result of the various expenses inputted;
 - ✓ the resulting profit or loss.
- It allows the practitioner owner to obtain a holistic view of the financial position of the practice.
- One must ensure that the calculation period for both the previous revenue and cost summaries are the same i.e., per month or per annum.

Profit or Loss Summary comparison between medical scheme rates vs RVU study values:



Outputs

RVU Summary i.e., a summary of the RVU values for procedures

- The RVU Summary provides an overview of the RVU values per procedure, based on the SADA RVU Study, as per ones practice inputs.
- The “Return on investment” button, indicated by an equals sign, is the expected percentage return that you, as a business owner, foresee making when taking into account the risk and capital outlay to run your business. This percentage can be likened to the interest you would have earned if the same capital were invested elsewhere for e.g., in a bank account, on the stock market, buying property, etc. This value should not be confused with your salary – the salary should be accounted for under “Direct Labour”.
- The RVU summary provides the fee that you, as a practitioner, should be charging your patients per procedure code taking into account your individual practice expenses and incomes in order to reach your expected return on investment.
- The amount is calculated as the product of the individual rand conversion factor determined for your practice and the SADA RVU per code.
- As the return on investment changes, so does that practitioners rand conversion factor and therefore the fee that is recommended to be charged.

RVU Summary for the period concerned:

Code Description		1st Practitioner		2nd Practitioner	
		Price (R)	Practitioner Name	Price (R)	Practitioner
Clinical oral examinations and consultations					
8101	Oral examination- general dental practitioner.	515	Dr T Stark	487	Dr C Kent
8104	Limited oral examination	226	Dr T Stark	214	Dr C Kent
Radiographs and diagnostic imaging					
8107	Intraoral radiograph/image - periapical	148	Dr T Stark	140	Dr C Kent
8112	Intraoral radiograph/image - bitewing	148	Dr T Stark	140	Dr C Kent
8115	Panoramic radiograph/image	339	Dr T Stark	320	Dr C Kent
Dental prophylaxis					
8155	Polishing - complete dentition	289	Dr T Stark	273	Dr C Kent
8159	Prophylaxis (scaling and polishing) - complete dentition	843	Dr T Stark	797	Dr C Kent
8162	Topical application of fluoride - adult	127	Dr T Stark	-	-
8169	Occlusal guard	1017	Dr T Stark	-	-
Resin restorations					
8351	Resin - one surface, anterior	497	Dr T Stark	-	-
8367	Resin - one surface, posterior	527	Dr T Stark	-	-
8368	Resin - two surfaces, posterior	723	Dr T Stark	-	-
8369	Resin - three surfaces, posterior	868	Dr T Stark	-	-
Crowns					
8409	Crown - ceramic	2259	Dr T Stark	2136	Dr C Kent
Pulp capping					
8303	Pulp cap - indirect	410	Dr T Stark	-	-
Pulpotomy					
8132	Pulp removal (pulpectomy)	937	Dr T Stark	886	Dr C Kent

Conclusion:

- The D-Calc™ tool is not intended to replace financial statements – it is used as a guide for the setting of fees individual to one's own practice taking into account unique practice costs and expected return on investment.
- Practitioners may use the fees provided as a guideline according to the location of their practice, patient base and what they envision as a fair remuneration.
- Members may report errors discovered in the D-Calc™ tool to Dr T Parbhoo at clinical@sada.co.za.
- For those practitioners that operate or own more than one practice, they will unfortunately be required to utilize one D-Calc™ tool per practice due to the variability in expenses and costs per practice. This is encouraged to ensure that the most scientific results are obtained.

D-Calc™
PRACTICE PROFITABILITY SIMULATOR