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CTRC Sample Telehealth Sustainability Worksheet

This worksheet is provided as a basic tool to assist in business model development for FQHC/RHC/IHS and is based on the model of purchasing blocks of time

Instructions: Insert your data into the blue cells. All remaining cells will be automatically populated based on the information entered.

Appointment type:	Number	
	Minutes	of visits
Initial		#VALUE!
Established		#VALUE!
Total number of visits per block of time purchased		#VALUE!

Patient volume	#VALUE!
Specialist hourly rate	
Specialty cost per block of time reserved	#VALUE!
Clinic collection rate per encounter (PPS rate)	
Amount clinic collects if 100% billable	#VALUE!
Average No Show rate for clinic (or specialty)	
Clinic collection minus No Show rate	#VALUE!
Clinic uninsured rate	
Adjusted clinic collection minus No Show rate	#VALUE!
Staffing and overhead per hour	
Staffing and overhead per block of time purchased	#VALUE!
Variance	#VALUE!

Note: This calculation does not include sliding fee collection

To download this interactive worksheet, visit:

caltrc.org/knowledge-center/best-practices/sample-forms/

For more information or assistance, please contact us!
California Telehealth Resource Center, www.caltrc.org