

# Modeling Revenue Impact on New Fee Schedules

## Conversion Factors



## Impact of New Contractual Allowables

### Orthopaedic Example

Utilization constant, shifting from 2020 > 2021 fee schedules

**(\$556K)**  
net revenue impact



Code	2020 Actual Revenue		2021 Normalized Revenue		Revenue Impact
99213	71.87	\$2,726,100.97	80.43	\$3,050,790.33	\$324,689.36
20610	60.39	\$761,940.63	56.36	\$711,094.12	\$(50,846.51)
99203	103.37	\$1,257,909.53	98.49	\$1,198,524.81	\$(59,384.72)
99214	104.58	\$1,058,977.08	114.56	\$1,160,034.56	\$101,057.48
99204	159.08	\$1,386,382.20	148.66	\$1,295,571.90	\$(90,810.30)
73630	8.42	\$61,171.30	7.37	\$53,543.05	\$(7,628.25)
73030	9.42	\$57,904.74	7.97	\$48,991.59	\$(8,913.15)
99212	43.17	\$265,236.48	49.78	\$305,848.32	\$40,611.84
73562	9.42	\$52,422.30	8.26	\$45,966.90	\$(6,455.40)
73502	11.18	\$61,724.78	9.81	\$54,161.01	\$(7,563.77)
73564	11.18	\$60,472.62	9.81	\$53,062.29	\$(7,410.33)
73610	32.2	\$153,111.00	31.28	\$148,736.40	\$(4,374.60)
73110	26.99	\$100,699.69	27.04	\$100,886.24	\$186.55
72110	11.18	\$35,395.88	9.81	\$31,058.46	\$(4,337.42)
73130	23.46	\$62,685.12	23.63	\$63,139.36	\$454.24
72110	31.8	\$80,390.40	32.16	\$81,300.48	\$910.08
73560	22.49	\$50,804.91	22.2	\$50,149.80	\$(655.11)
20550	53.38	\$106,332.96	49.38	\$98,364.96	\$(7,968.00)
27447	1354.16	\$2,682,590.96	1143.51	\$2,265,293.31	\$(417,297.65)
20605	50.85	\$99,767.70	47.46	\$93,116.52	\$(6,651.18)
72040	24.1	\$40,729.00	24.19	\$40,881.10	\$152.10
73080	19.93	\$30,931.36	20.21	\$31,365.92	\$434.56
29826	176.1	\$235,621.80	154.78	\$207,095.64	\$(28,526.16)
27130	1355.84	\$1,654,124.80	1144.66	\$1,396,485.20	\$(257,639.60)
22853	262.77	\$289,309.77	230.42	\$253,692.42	\$(35,617.35)
73721	212.32	\$225,908.48	193.84	\$206,245.76	\$(19,662.72)
72050	33.08	\$34,039.32	33.58	\$34,553.82	\$514.50
64483	224.18	\$227,542.70	220.67	\$223,980.05	\$(3,562.65)