

Stack-up™ is a configurable benchmarking platform that collects information and delivers comparison results in one easy to use solution. Configured for your association, Stack-up helps your members benchmark their information and gain immediate insight while you collect valuable data on topics such as finances, operations, compensation and benefits, procedures and best practices. Using the latest in Software as a Service technology, our platform gives you a hassle-free and state of the art solution that requires minimal IT support from your organization, provides an opportunity for non-dues revenue and collects invaluable aggregate data about your industry.

How Does It Work for Your Members?

Questions are answered by each member business through a simple online interface. Within seconds, users can compare their answers to everyone else or to a subset of businesses that they define using an intuitive filtering mechanism. Stack-up features include

- **Questions** organized into logical categories for easy data input and comparisons
- **Filters** that create peer groups “on-the-fly” for analyzing data from many angles
- **Reports** for summarizing and graphically displaying your results and comparisons in a PowerPoint format

All questions, filters and reports are completely customized for your association to create a unique version of Stack-up™ that meets your members’ business needs.

Stack-up™ Benefits You and Your Members

- Collects invaluable industry-wide trends and aggregate data for publication, advocacy and assessing member needs
- Drives membership renewal and retention by offering a unique tool only available through your association
- Generates non-dues revenue
- Utilizes the latest in web-based technology with minimal IT overhead and support
- Fosters community engagement and peer relationships
- Replaces static surveys and studies with an interactive business benchmarking tool that your members will love

Dynamic Benchmarking and You

Dynamic Benchmarking works collaboratively with professional associations to offer your members an association branded, industry-specific and real-time benchmarking tool. We confer with your association’s industry experts to define the questions and determine key performance indicators and ratios for customizing Stack-up™. We assist with the marketing and training to your members as well as provide ongoing technical support and product enhancements.

By partnering with Dynamic Benchmarking, you deliver valuable information to your members, collect industry trend data and potentially realize a new revenue stream.

Share, Compare and Prosper with Benchmarking

Benchmarking is a proven process used by successful businesses to assess and improve performance. Traditional methods of benchmarking are time consuming and often yield results that are too general, static and quickly dated in today's fast moving economy. Using web-based data collection and information delivery, Stack-up™ provides immediate information to easily spot opportunities for improvement and highlight areas of excellent performance.

Gateway Page

- Profile**
 - » Facility
 - » Demographics
 - » Structure
 - » Hours of Operation

42 of 42 questions answered
- Operational Data**
 - » Visits
 - » Integration

17 of 17 questions answered
- Employment**
 - » Staffing
 - » Compensation
 - » Benefits

32 of 32 questions answered
- Tools**
 - » Technology
 - » Marketing
 - » Coding

60 of 60 questions answered

This screen shot of a typical gateway page shows common questions categories. All questions and categories can be configured for your study and your industry.

Comparison Page

- Base Compensation**: \$79,200 | \$93,000 | \$98,000 (54th) | \$115,000
- Bonus & Incentive Compensation**: \$3,000 | \$5,000 | \$7,500 (67th) | \$10,155
- Other Reportable Compensation**: \$515 | \$4,059 | \$3,500 (48th) | \$9,260

This screen shot provides an example of compensation question comparisons. After entering data, the member can instantly access comparison data in a percentile format. Peer groups are created on-the-fly using our filtering mechanism for reviewing the data from different perspectives.

Data Input

Revenue

- » Total Revenue: \$5,000,000 (Include only payments received by this center, not charges billed.)
- » Total EBITDA: \$12,300 (Earnings before interest, taxes, depreciation and amortization. This is calculated as net income plus interest, depreciation, taxes and amortization. If this value is a negative, enter value with a minus sign (-).)

Accounts Receivable

What were the percentages at year end of your accounts receivable for each time period below (including write-offs)?

- » Percent of days in accounts receivable for 0 - 30 days: 46.0 %

The screen shot illustrates financial questions. Inputting information is as easy as typing into the answer box. Question types such as multiple choice and "check all that apply" are equally intuitive.

Sample Reports

Hourly Pay Rate for Full Time Employed Providers

Time for Extrem Patient Visit

This screen shot illustrates a few of the many report styles that are available. All are dynamically generated and downloaded into PowerPoint for easy access and unlimited usage.