Demand/Capacity Analysis

Identify and Remove Obstacles to Practice Growth

To understand if you need more new patients, you need to know if your practice growth is being blocked by capacity or demand.

1. Can you see existing patients for a hygiene appointment within a week?
2. Can you see new patients for a comprehensive exam and hygiene appointment within 3 days?
3. Can you see a patient for an hour and a half perio SRP appointment within a week?
4. Can the doctor see a patient for a simple restorative procedure within a week?
5. Can the doctor see a patient for a 2-hour procedure within 2 weeks?
6. Can you see an existing patient for an emergency appointment that day?
7. Is your average monthly production per operatory $20,000 or higher?

Unless you answered yes to all of these questions, you have a capacity block in your practice.



Demand

Do we have enough patient flow to keep everyone busy?



Capacity

Are we capable of effectively serving all of our current patients?

Balancing demand and capacity is essential to maximizing both patient health and practice productivity. Use your practice data to identify if you have a demand or capacity problem.