

# CALCULATION ASSUMPTIONS

Medtronic

The cost-savings benefit of an early mobility (EM) program depends on a variety of factors. This calculator only accounts for savings resulting from ICU length of stay (LOS) reduction, with your result representing a 10% to 25% reduction in LOS, representing conservative to optimistic scenarios.<sup>1</sup>

Several assumptions were built into our calculations. Because the first patient day is the most expensive, we weighted it as four times the cost<sup>2</sup> of all subsequent days. We assumed subsequent days to be equal in cost.

Implementing EM requires a variety of resources (e.g., training, equipment, etc.). However, because staffing is the main recurring EM expense, it was the only one considered for the savings result.<sup>1</sup> Hiring cost numbers were derived from calculations based on the salary rates and hiring practices from Lord et. Al\*:<sup>1</sup>

- PT/OT salary: \$102,402
  - Full-time equivalents (FTEs)/Admissions: assuming 0.33, 1.5, 2.0, and 4.0 full-time equivalent PTs/OTs for 200, 600, 900, and 2,000 annual admissions, respectively<sup>1</sup>
- Rehabilitation technician salary: \$39,104
  - FTEs/Admissions: assuming 0, 0.33, 1.0, and 2.0 full-time equivalent technicians for 200, 600, 900, and 2,000 annual admissions, respectively<sup>1</sup>
- Coordinator salary: \$73,000
  - FTEs/Admissions: assuming 0, 0.33, 1.0, and 2.0 full-time equivalent coordinators for 200, 600, 900, and 2,000 admissions, respectively<sup>1</sup>

\*ICU physician leader salary not included in calculation

Disclaimer: Predicting the potential cost savings achieved by implementing an ICU Early Mobility program is an involved process that can only be determined by a thorough assessment of your individual ICU. This calculator is informational only and is not intended to be used for decision-making.

1. Lord RK, Mayhew CR, Korupolu R, et al. ICU early physical rehabilitation programs: financial modeling of cost savings. *Crit Care Med*. 2013. 41(3):717–724. doi: 10.1097/CCM.0b013e3182711de2

2. Rapoport J, Teres D, Zhao Y, Lemeshow S. Length of stay data as a guide to hospital economic performance for ICU patients. *Med Care*. 2003. 41(3):386–397.

© 2018 Medtronic. All rights reserved. Medtronic, Medtronic logo and Further, Together are trademarks of Medtronic. All other brands are trademarks of a Medtronic company. 17-RE-0037