**Sepsis ROI Case Study**

According to the Centers for Disease Control and Prevention, one in three patients that die in a hospital die of sepsis – 270,000 Americans die as a result of sepsis every year. At least 1.7 million adults will develop sepsis this year. Furthermore, Sepsis costs exceed $24 billion and represent over 6.0% of all healthcare costs in the United States. The mean hospitalization cost per stay associated with Sepsis is \_\_\_\_\_\_\_\_\_\_\_\_\_\_.

You discover that your hospital has higher than normal rates of sepsis. You decide you want to do a number of educational/training initiatives to address this problem. Identify 2-3 training interventions that you would like to plan to address this problem.

Training Interventions: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Why choose these interventions? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. How many nurses/employees will participate in the training? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. How long will the training take? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. Cost of training (Include all material and training costs): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. Opportunity Costs Calculation (Assume $36/hour for each learner): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
5. Total Costs (Costs of training + opportunity costs): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Benefit Analysis

1. Sepsis Goal: This year Avera will reduce sepsis rates by \_\_\_\_\_\_%.
2. The average cost of a sepsis stay: \_\_\_\_\_\_\_.
3. The number of Sepsis cases at Avera: \_\_\_\_\_\_\_. If Avera hits the goal in a year there will be \_\_\_\_\_\_\_ sepsis cases.
4. Expected Impact of Training Intervention: \_\_\_\_\_\_%.
5. Financial Benefit Analysis (Hint: Take the number of reduced sepsis cases and multiply it by the costs of a sepsis stay. Multiply your answer by the expected impact of the training.): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

**ROI Calculation**

ROI= Benefits – Costs X 100

 Costs