



In addition to facilitating vastly improved care, CLB's Acoustic Monitoring system offers significant financial benefits and fast ROI.

BUSINESS CASE

Acoustic Monitoring

Sound business sense on every level

Acoustic Monitoring improves both your business reputation and its finances. While patients experience a range of practical benefits, you are able to operate more efficiently and enjoy cost savings so significant that the system pays for itself within 2 years.

Improved service

By replacing 2-hourly checks with continuous monitoring, risk of delayed response when incidents occur inbetween scheduled visits, is eliminated. The result is a more timely and reliable service during the night.

Improved resident satisfaction

Because residents are not disturbed by in-room monitoring visits, they benefit from a better night's sleep

while enjoying greater privacy. Both factors lead to an improved psychological state which effectively reduces levels of unexpected aggressive behaviour.

Financial advantages

Staff can be deployed much more efficiently, which means fewer staff is needed. Cost of night-time staffing can therefore be reduced substantially.

Reinvestment opportunities

In some cases, customers have chosen to reallocate saved expenditure, to improving day care which, through being more visible to residents, carries a higher perceived value. Because this reinvestment is optional it has not been included as a variable in the financial business case.

Return on investment for a typical location with 25 residents

Investment	Layout for acquiring the system	£ 25,050
Payback period	Time taken for additional operational savings to cancel out layout	0.5 years
Return on Investment	Gain from investment divided by initial cost over 10 years	1121%

The table (other side) shows extrapolations of actual figures attained by hundreds of clients who have already implemented the system. This wealth of real-case information means we can readily calculate potential savings for your specific situation. Please contact us if you'd like an individual estimate.

Calculation

Rooms	10		25		50	
Investments	Main	Satellite	Main	Satellite	Main	Satellite
Central Hardware, Software, Room equipment, configuration and commissioning	£ 15,200	£ 6,550	£ 25,050	£ 16,450	£ 41,500	£ 32,900
Excluding optional items such as:						
• Over door lights						
• Pull cords						
• Nurse call buttons						
• Door contacts						
• Motion sensors						
Staff savings						
Night staff salary per annum	£ 23,000	£ 23,000	£ 23,000	£ 23,000	£ 23,000	£ 23,000
Staff (FTEs) before AM	3.0	3.0	5.0	5.0	9.0	9.0
Staff (FTEs) after AM	2.0	2.0	3.0	3.0	4.0	4.0
Reduction	- 1.0	- 1.0	- 2.0	- 2.0	- 5.0	- 5.0
Yearly savings	£ 23,000	£ 23,000	£ 46,000	£ 46,000	£ 115,000	£ 115,000
Payback time (10 years)	0.7	0.3	0.5	0.4	0.4	0.3
Return on Investment	858%	2,428%	1,121%	1,943%	1,777%	2,428%
Total Savings in 10 years	£ 238,350	£ 258,700	£ 491,500	£ 511,850	£1,273,200	£1,293,550

Subject to changes without prior notice.

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