

**Figure 2**

Benefits Estimator

Benefit Attributes		Usage/Volume of Cases	Financial Impact	Safety & Outcomes	Ease of Implementation	Stakeholder Buy-in	Total	Ranking
1	<b>Project A</b>	9	3	3	1	9	<b>25</b>	1
2	<b>Project B</b>	3	1	9	1	3	<b>17</b>	2
3	<b>Project C</b>	9	1	1	1	1	<b>13</b>	3

*Note:* Adapted from the Cause and Effect Matrix from the Six Sigma toolset, the Benefits Estimator is used to score the benefits of potential projects. The rows serve as “inputs” or “causes” of potential projects for implementation, while the columns represent “outputs” or “effects” of impacts associated with the corresponding projects. Each benefit attribute is quantified by a score (scaled from 1 to 9, in this example), and each project’s composite score is the sum of the scores for each attribute. Optionally, the attributes can be weighted according to their relative importance, intentionally biasing the composite score toward the higher-weighted attributes. Sorting the rows in descending order of composite score values facilitates a view of highest to lowest expected value for each project, informing prioritization of projects and resource planning. Example attributes are illustrated here, but attributes should be calibrated as appropriate for each organization.