

Figure 3

Benefits Estimator

Benefit Attribute	0	1	3	9
Volume of Cases	<100 cases per year	100-499 cases per year	500-999 cases per year	>1,000 cases per year
Financial Impact	No impact	Incremental \$1-\$49,999 per year	Incremental \$50K-\$99,999 per year	Incremental >\$100,000 per year
Safety & Outcomes	Creates high risk to safety	Creates low risk to safety	No hindrance to safety, but evidence-based research may be needed	Improves safety
Ease of Implementation	>9 months until initial value realized	3-9 months until initial value realized	1-2 months until initial value realized	<1 month until initial value realized
Stakeholder Buy-in	No buy-in	5-10% buy-in of stakeholders	11-40% buy-in & stakeholder champion	>40% buy-in & stakeholder champion

Note: The Benefits Estimator's score levels should be precalibrated before the scores for any potential project are evaluated. By defining the range of value for each score level, a scoring key is produced, helping to guide the scoring process and ensure consistency and repeatability. This is especially helpful to enable the discussion of project value and to standardize the Value of Investment (VOI) process. This figure offers examples of attributes and ranges, but each organization should calibrate it as needed. The results will be most meaningful if ranges are precalibrated such that composite scores are well stratified across projects.