

Manual Monitoring System - ROI Calculation Worksheet

If your organization is considering replacing a manual monitoring system for lone or at-risk workers, refer to the table below to estimate the potential direct cost savings from transitioning to SolusGuard.

Examples of manual monitoring systems include:

- Staff needing to text or call a supervisor before and after periods of working alone
- Staff calling a centralized internal monitoring department before and after working alone
- Staff using radio equipment to check in with a centralized dispatch center before and after working alone
- Staff completing itinerary forms or schedules detailing when and where they will be working alone and sharing these with a supervisor

Cost Category	Calculation	Estimated Annual Cost
Time Spent on Manual Check-ins (Lone Worker)	$\frac{\text{X}}{\text{\# of lone workers}} \times \frac{\text{X}}{\text{Min/day}} \times \frac{\text{X}}{\text{Avg. Wage}} \times \frac{250}{\text{Working Days/year}}$	
Time Spent on Manual Check-in Monitoring ¹ (Supervisors)	$\frac{\text{X}}{\text{\# of supervisors}} \times \frac{\text{X}}{\text{Min/day}} \times \frac{\text{X}}{\text{Avg. Wage}} \times \frac{250}{\text{Working Days/year}}$	
Radio Communication Equipment	$\frac{\text{X}}{\text{Number of Devices}} \times \frac{\text{X}}{\text{Monthly Device Fees}}$	
TOTAL BASELINE COST:		
Compare	$\frac{\text{Total Baseline Cost}}{\text{\# of lone workers}} = \text{Baseline Cost per Lone Worker}$ $\frac{\text{Annual cost of SolusGuard}}{\text{\# of lone workers}} = \text{New Cost per Lone Worker}$	

1. When calculating time spent on manual check-in monitoring, ensure you include the time it takes to document each check-in for compliance purposes.

Compliance & Incident Costs - ROI Calculation Worksheet

If your organization is hoping to avoid fines from regulatory agencies, reduce the number of incidents and their related costs, use the table below to estimate potential cost-savings as a result of implementing SolusGuard.

While SolusGuard cannot guarantee these cost savings, there is substantial evidence to show that emergency alert systems in combination with comprehensive safety programs can substantially reduce workplace injuries and incident severity.

A survey conducted by StaySafe with 478 companies across multiple industries that employ lone workers discovered 68% had experienced 1 or more incidents in the past three years.

Cost Category	Calculation	Estimated Annual Cost
OSHA Fines or Non-Compliance Risks	$\frac{\text{_____}}{\text{\# of Violations per Year}} \times \frac{\$16,550^1}{\text{Avg. Fine Amount per Violation}}$	$\frac{\text{_____}}{\text{Fine Costs}}$
Incident Costs (Injury, Legal, Medical)	$\frac{\text{_____}}{\text{\# of Incidents per Year}} \times \frac{\$175,000^2}{\text{Avg. Cost per Incident}}$	$\frac{\text{_____}}{\text{Incident Costs}}$
	TOTAL BASELINE COST:	
Expected Reduction in Fine & Incident Costs	$\frac{\$0}{\text{New Fine Cost (estimate 100\% reduction in fine costs)}} + \frac{\text{_____}}{\text{New Incident Cost (estimate a 20\% reduction in incident costs)}}$	$\frac{\text{_____}}{\text{Reduced Fine \& Incident Costs}}$
Compare	$\frac{\text{_____}}{\text{Annual Cost of SolusGuard}} + \frac{\text{_____}}{\text{Reduced Fine \& Incident Costs}} = \frac{\text{_____}}{\text{New Total Cost}}$	

Additional indirect cost savings may be experienced through a reduction in missed time after an incident occurs, reduced insurance premiums, and increased employee retention.

Estimating average cost for fines and incidents

1. OSHA Fines or Non-compliance Risks. Fine amounts vary based on the type of violation. The table below provides a more detailed breakdown of potential fines:

Violation Type	Maximum Fine per Violation
Serious	\$16,550
Other-than-serious	\$16,550
Failure to Abate	\$16,550 per day
Willful or Repeated	\$165,514

2. The average cost per incident can vary based on the severity of the incident (serious injury or fatality) and outcomes as a result of the legal process. The table below provides a more detailed breakdown of potential incident costs:

Cost Category	Estimated Range (USD)
Medical Expenses	\$30,000 – \$50,000
Workers' Compensation	\$20,000 – \$60,000
Legal Fees & Settlements	\$25,000 – \$100,000+
Indirect Costs (lost productivity, retraining, morale, etc.)	\$50,000 – \$150,000+
Total	\$100,000 – \$250,000+