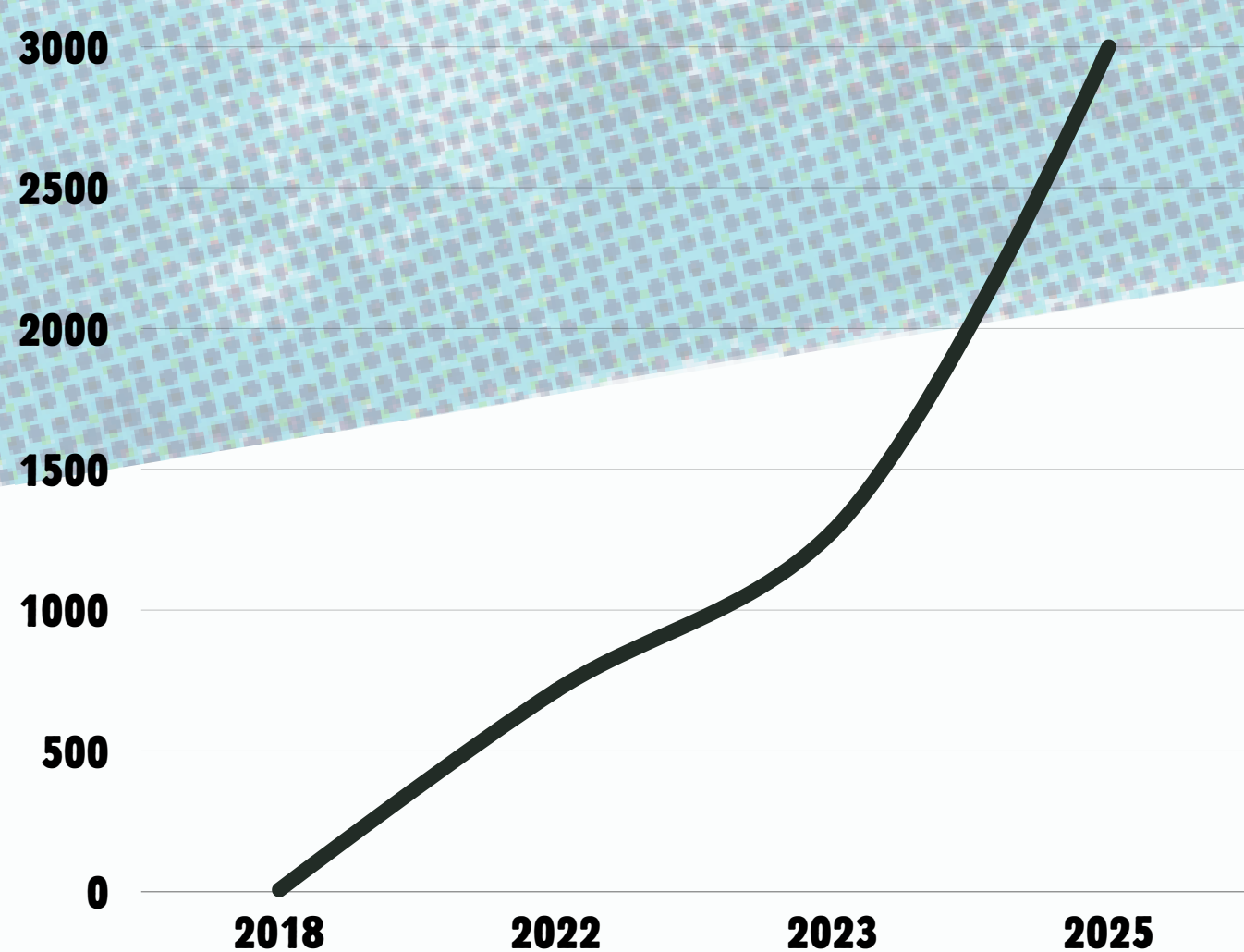


THE FINANCIAL VALUE OF ENABLING TECHNOLOGY

Based on a report from the Tennessee Department of Disability and Aging showing return on investment for use of Enabling Technology among their 1915c waiver participants.

Enabling Technology Utilization has grown exponentially among individuals served by Tennessee's waiver programs



Methodology

13.5:1 ROI

This was calculated by taking the mean ROI of all people using Enabling Technology in Tennessee's 1915c waiver programs over a four-year period and dividing it by the mean annual cost of Enabling Technology for the same people. Over 2,000 billings from the four-year period were pulled for this report.

Key Trend

The longer a person used Enabling Technology as part of their services, the total cost of all their waiver services began to decrease over time.

A Winning Investment

- 13.5:1 return on investment during the first year of someone using Enabling Technology.
- Annual waiver cost reduction of \$1.83 million based on current utilization.
- People are 1.9 times more likely to be employed if they use Enabling Technology.
- People are 1.8 times more likely to use Enabling Technology if they are employed.

An ROI Example

John has been using Enabling Technology for four years.

ROI is calculated by looking at the average cost change that was achieved between the total support costs one year before a new enabling technology was purchased and one year after.

John had an average reduction in costs of \$2,110 for all his supports after the introduction of Enabling Technology. The average cost of his Enabling Technology was \$601.50.

$$\$2,110 / \$601.50 = 3.51 \text{ ROI}$$

For every \$1 spent on Enabling Technology, John saved \$3.51.