

## Return On Investment (ROI)

Back pain, along with Diabetes and Ischemic Heart Disease sits squarely as one of the 3 most expensive maladies in all of healthcare in the United States. When you figure in the long-term disability cost, it is by far the single most expensive item in the American healthcare system. It is the most common musculoskeletal injury/pain and the most common cause of disability in the country. For most employers, it represents their single most expensive health/safety issue.

When we look at direct as well indirect costs for employers, there are wide ranging numbers for the costs of back pain to an employer since there are so many other health and environmental factors involved. Additionally, despite various early detection techniques and screenings, an employer can not accurately predict which employee will have back pain and those that will not.

Therefore, the most accurate practical number for determining the costs of back pain to an employer is to take the average cost of back pain, for *all* employees. In other words, the cost of the injury itself needs to spread over *all of the entire workforce* of an employer, including those who may never have any type of back pain. Taking an average from all employment sectors, in 2017 dollars, *the average annual cost to an employer for lower back pain is \$904 per employee.*

The cost for an employer to empower their employees with *The Back Saver System* can be **less than \$23.00 per employee** and is the least expensive and most effective solution any employer can find, yielding a ROI of over 39 times the initial investment or over 3900%.

Katz, Jeffrey N. "Lumbar Disc Disorders and Low Back Pain: Socioeconomic Factors and Consequences." *The Journal of Bone and Joint Surgery*

J. Bryla, "Low Back Pain Takes Toll on Worker Health & Productivity", *Integrated Benefits Institute*