

ECONOMIC CASE STUDY



Investing in EksoNR – Adoption and ROI at OhioHealth Rehabilitation Hospital

OVERVIEW

Established to provide exceptional patient care and to promote healing and recovery in a compassionate environment, OhioHealth Rehabilitation Hospital is a 74-bed, free-standing hospital serving primarily stroke and spinal cord patients.

“EksoNR presented a value proposition to our neurorehabilitation program with a return on investment of reducing length of stay, increasing patient satisfaction, and increasing outcomes of discharge to the community.”

— Eric Yap, CEO
OhioHealth Rehabilitation Hospital

CHALLENGE

Before purchasing EksoNR, OhioHealth sought to establish itself as a leader in neurorehabilitation in central Ohio. Medical Director Dr. Lisa Lombard hoped the center could “make its mark by offering the best technology and highest quality of care.”

FINANCIAL IMPACT

With an average length of stay of 12.8 days, a single stroke patient generates a monthly revenue of \$18,000. After adopting EksoNR in 2018, OhioHealth has experienced an 8% increase in stroke volume and generated an additional \$864,000 in revenue.

REVENUE BREAKDOWN

Daily Revenue per Patient	\$1,500
Average Length of Stay	12 days
Monthly Revenue per Patient	\$18,000
Monthly Stroke Volume Increase	4 patients
Additional Monthly Revenue	\$72,000
Additional Annual Revenue	\$864,000

SUMMARY

Established in August 2013, OhioHealth Rehabilitation Hospital is a 74-bed, free-standing rehabilitation hospital serving primarily stroke patients. With the goal of establishing itself as a leader in neurorehabilitation technology and care in central Ohio, OhioHealth incorporated EksoNR into its rehabilitation program in 2018. The hospital has since experienced an increase in stroke admission by over 45 patients and generated an additional revenue of \$864,000.

