



Investing in EksoGT – Adoption and ROI at Good Shepherd

ORGANIZATION

Good Shepherd Rehabilitation Network (Allentown, PA) is a nationally recognized neuro-rehabilitation leader, offering a continuum of care for patients with stroke, spinal cord injuries and other neurological conditions.

“The Ekso System represents a compelling marriage of exceptional clinical outcomes and very positive financial margins for our program.”

— Frank Hyland, PT, MS VP,
Rehabilitation Services and Hospital Administrator
Good Shepherd Rehabilitation Hospital

CHALLENGE

Good Shepherd’s goal was to become a national destination for patients with SCI and stroke, increase their patient catchment area, and provide clinicians with ways to enhance motor control and functional recovery for their patients.

FINANCIAL IMPACT

Integrating EksoGT demonstrated a robust financial performance. In the first year, their program delivered a contribution margin of 37% with a payback period of two years. The net present value of purchase of EksoGT is \$500K.

ROI BREAKDOWN

Total Capital Investment	\$	150,000*
5 Year Contribution Margin / EBITDA	\$	513,342
5 Year Net Income	\$	394,839
Pay Back Period Undiscounted		2 Years
Net Present Value	\$	466,478
IRR		53%

SUMMARY

Within 3 months of purchasing EksoGT for their outpatient unit, the device was in use 35-45 hours a week. The success of the program led them to purchase a 2nd device for their inpatient unit within 12 months. Their acquisition of EksoGT delivered an immediate impact on patient demand, with an expanding catchment area from a 20-mile radius to greater than 100 miles. Good Shepherd also saw an increase in their SCI admissions by 100% and a reduced length of stay in their inpatient. In fact, 298 out of 300 patients who used EksoGT in inpatient did not require robotic gait training when they entered outpatient.

