



# Peak Ergonomics, Inc.

Review of Early Intervention cases  
from 2006 to 2020

# Costs of Musculoskeletal Disorders

- Direct Cost:
  - Medical
  - Total Temporary Disability pay (TTD)
  - Permanent Partial Disability pay (PPD)
- Indirect Cost = 1.2 x direct
  - Administrative/Legal
  - Product defects
  - Loss of production
  - OSHA fines
  - Premium/Reserve
  - Overtime/Replacement
  - Turnover/Absenteeism
  - Employee Morale

# Work Comp Costs

MO WORK COMP RESOLUTION 5/31/2019 – 5/31/2020						
Body Part	Avg. Medical	Avg PPD	Avg TTD	Total Direct	Indirect 1.2 X	Total Cost
Sprain/Strain						
Ankle/Foot	\$24,838	\$10,416	\$5,375	\$40,629	\$48,754	\$89,383
Elbow/Forearm	\$24,377	\$16,820	\$5,069	\$46,267	\$55,520	\$101,787
Hip/Thigh	\$30,030	\$13,697	\$4,031	\$47,757	\$57,309	\$105,066
Knee/Leg	\$23,461	\$11,494	\$4,596	\$39,551	\$47,461	\$87,012
Low Back/Lumbar	\$37,635	\$18,654	\$5,005	\$61,294	\$73,553	\$134,847
Mid Back/Thoracic	\$10,157	\$13,499	\$3,484	\$27,140	\$32,568	\$59,708
Neck/Cervical	\$31,992	\$22,980	\$7,254	\$62,226	\$74,671	\$136,897
Shoulder/Arm	\$22,385	\$16,552	\$4,093	\$43,030	\$51,636	\$94,665
Wrist/Hand	\$15,338	\$13,068	\$2,984	\$31,389	\$37,667	\$69,056
Carpal Tunnel	\$16,236	\$1,898	\$20,883	\$39,016	\$46,819	\$85,836

# 2006-2020 Case Review

- 16,804 New Cases
- 15,392 Successfully Resolved
  - Ankle/Foot = 2,054
  - Elbow/Forearm = 2,041
  - Hip/Thigh = 364
  - Knee/Leg = 1,534
  - Low Back/Lumbar = 1,586
  - Mid Back/Thoracic = 442
  - Neck/Cervical = 676
  - Shoulder/Arm = 2,418
  - Wrist/Hand = 2,535
  - Carpal Tunnel = 1,742

# Total Loss Avoided

Assumption: 10% of these cases would have become work comp claims without early intervention program

- Ankle/Foot:  $205.4 \times \$89,383 =$  \$18,359,268
- Elbow/Forearm:  $204.1 \times \$101,787 =$  \$20,774,727
- Hip/Thigh:  $36.4 \times \$105,066 =$  \$3,824,402
- Knee/Leg:  $153.4 \times \$87,012 =$  \$13,347,641
- Low Back/Lumbar:  $158.6 \times \$134,847 =$  \$21,386,734
- Mid Back/Thoracic:  $44.2 \times \$59,708 =$  \$2,639,094
- Neck/Cervical:  $67.6 \times \$136,897 =$  \$9,254,237
- Shoulder/Arm:  $241.8 \times \$94,665 =$  \$22,889,997
- Wrist/Hand:  $253.5 \times \$69,056 =$  \$17,505,696
- Carpal Tunnel:  $174.2 \times \$85,836 =$  \$14,952,631
- **Total Loss Avoided =** **\$144,934,427**

# Profit Margin Calculation

- Total Loss Avoided: \$144,934,427
  
- Profit Margin Calculation:
  - 20% Margin: \$724,672,135 sales loss avoidance
  - 10% Margin: \$1,449,344,270 sales loss avoidance
  - 5% Margin: \$2,898,688,540 sales loss avoidance