

Calculate the ROI of a Non-Clinical Navigator

A non-clinically licensed (lay) navigator has the opportunity to save time and money for your organization by taking over non-clinical tasks from higher-paid, clinical staff. You can use this worksheet to estimate the potential value of adding a non-clinical navigator based on clinician and other staff time saved. For example, if a nurse navigator with a salary of \$70,000 spends an average of eight hours a week on non-clinical tasks, the time saved by adding a non-clinical navigator would be worth \$14,650 per year.

Staff Member	Hours Spent on Non-Clinical Tasks Per Year	Hourly Rate Per Staff Member	Value of Time Spent on Non-Clinical Needs	Total Savings
Calculations	Value A: (hours per week) x 52 = (hours per year)	Value B: (annual salary) / 2000 ¹ = (hourly rate)	Value C: Value A (total hours per year) x Value B (hourly rate)	Total savings (sum of each Value C)
Example: Nurse Practitioner	(4 hours per week x 52) = 208	(\$90,000 / 2000) = \$45	208 x \$45 = \$9,360	\$9,360
Example: Nurse Navigator	(8 hours per week x 52) = 416	(\$70,000 / 2000) = \$35	416 x \$35 = \$14,560	\$9,360 + \$14,560 = \$23,920

1) Assumes 50 working weeks (2 weeks of vacation), 40 hours a week.

Source: Oncology Roundtable interviews and analysis.