

INVESTMENT BENEFIT SCORING MODEL

Name

QUALITY BENEFITS	WEIGHTING	IMPACT LEVELS										OVERALL IMPROVEMENT %	OVERALL IMPROVEMENT SCORE			
		0% NO IMPACT	10%	20% LOW IMPACT	30%	40% MODERATE IMPACT	50%	60% MEDIUM IMPACT	70%	80% SIGNIFICANT IMPACT	90%			100% EVIDENCE OF SIGNIFICANT IMPACT		
EFFECTIVENESS To what extent does this business case and/or development improve the outcomes of care?															0%	0
Effectiveness Score	25						12.5	15	17.5	20	22.5	25			0%	0
EXPERIENCE To what extent does this business case and/or development improve the experience of care?															0%	0
Experience Score	20									16	18	20			0%	0
SAFETY To what extent does this business case and/or development improve the safety of care?															0%	0
Safety Score	30						18	21	24	27	30				0%	0
TIMELY To what extent does this business case and/or development improve the timeliness of care?															0%	0
Timely Score	15														0%	0
EFFICIENT To what extent does this business case and/or development improve the efficiency of care?															0%	0
Efficient Score	5			1.5	2	2.5	3	3.5	4	4.5	5				0%	0
EQUITABLE To what extent does this business case and/or development improve the equity of care?															0%	0
Equitable Score	5														0%	0
TOTAL QUALITY SCORE	100														0%	0

COMMERCIAL BENEFITS	WEIGHTING	ACHIEVEMENT LEVELS										OVERALL IMPROVEMENT %	OVERALL IMPROVEMENT SCORE			
		0% NO IMPACT	10%	20% LOW LEVEL ACHIEVEMENT	30%	40% MODERATE ACHIEVEMENT	50%	60% MEDIUM LEVEL ACHIEVEMENT	70%	80% SIGNIFICANT ACHIEVEMENT	90%			100% FULL ACHIEVEMENT		
EBITDA To what extent does this business case and/or development meet the target financial return of 10%?															0%	0
EBITDA Score	40						20	24	28	32	36	40			0%	0
RETURN ON CAPITAL EMPLOYED To what extent does this business case and/or development meet the target financial return of 10%?															0%	0
ROCE Score	30									24	27	30			0%	0
PAYBACK PERIOD To what extent does this business case and/or development meet the target breakeven period of 3 years?															0%	0
Payback Score	15									12	13.5	15			0%	0
FINANCIAL RISK To what extent does this business case support the avoidance of financial penalties for non-achievement of core targets?															0%	0
Financial Risk Score	15			4.5	6	7.5	9	10.5	12	13.5	15				0%	0
TOTAL FINANCIAL SCORE	100														0%	0

STRATEGIC FIT	WEIGHTING	FIT LEVELS										OVERALL IMPROVEMENT %	OVERALL IMPROVEMENT SCORE			
		0% NO FIT	10%	20% LOW LEVEL FIT	30%	40% MODERATE FIT	50%	60% MEDIUM LEVEL FIT	70%	80% SIGNIFICANT FIT	90%			100% FULL ACHIEVEMENT		
COMMISSIONING INTENTIONS (ACTIVITY & DEMAND) Does the proposal address long-term commissioning intentions of the GPC's as well as National Policy? Is there sufficient demand to support sustainable service delivery?															0%	0
Activity Score	20						10	12	14	16	18	20			0%	0
BEST USE OF RESOURCES Does the proposal support the need for the Trust to make the best of its resources with benefit for all users?															0%	0
Best Use Score	20									16	18	20			0%	0
CLINICAL STRATEGY Is the proposal congruent with the published service Clinical Strategy?															0%	0
Clinical Strategy Score	20						10	12	14	16	18	20			0%	0
WORKFORCE/ DELIVERABILITY Is the proposal deliverable in terms of workforce availability and is the overall scope deliverable?															0%	0
Workforce Score	20						10	12	14	16	18	20			0%	0
DELIVERING INNOVATION Does the proposal provide an innovative approach to improving health care, increasing market share, reputation or improving financial returns?															0%	0
Innovation Score	20						10	12	14	16	18	20			0%	0
TOTAL STRATEGIC SCORE	100														0%	0

OVERALL RAW SCORE	300															0
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QUALITY BENEFITS	30															0
COMMERCIAL BENEFITS	40															0
STRATEGIC FIT	30															0

OVERALL WEIGHTED SCORE	100															0
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LOW IMPACT