

Cost Comparison of Using Forensic Legal Nurse Consultants vs. In-House Staff

First, always run a cost-analysis. Run a sample scenario, as we have done for you, and then examine other factors. In our experience, the most successful clients usually have deployed a judicious mix of employees for administrative legal work and legal nurse consultants for issues requiring medical expertise.

The second step should be a careful examination of work flow. If you have 42 (or more) consecutive weeks of work, in-house staffing is economically feasible. If, however, your case flow comes in bursts of activity, followed by weeks of low activity, outsourcing to a firm like Forensic Legal Nurse Consultants remains the best solution. Don't forget to factor this in: *If your staff is in the middle of another case (or three) how much of an additional burden can they absorb before things start to break down?*

Finally, if you do decide to use an outside firm to help, your choice of consultants can make or break the case. **Not any nurse should be used as a legal nurse.** Cousin Larry whose wife is a nurse in a local pediatrician's office isn't ideally certified to consult on legal cases. Ask yourself this:

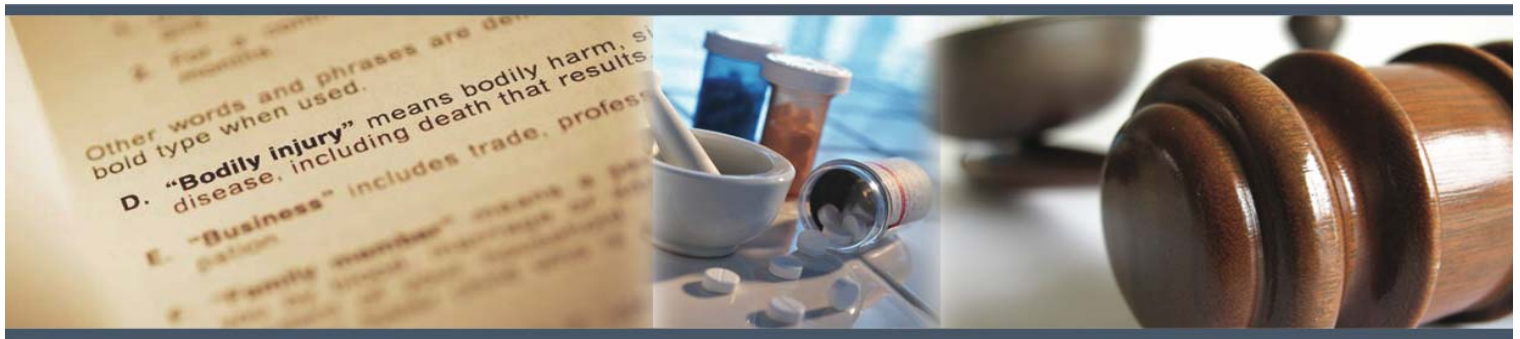
**Would you want a dermatologist doing surgery on your brain?
They're both doctors....see our point?**

Select Forensic Legal Nurse Consultants for your consulting needs. We are field-tested, experienced, and flexible to your schedule and offer a risk-free guarantee with our work.

The nursing specialties of our staff include:

Emergency Care OB/GYN Sexual Assault
Forensic Evidence Collection Cardiac Care Geriatric Care
Pediatric Nursing Home Administration

Cost is critical, so run the numbers first! But beyond the issue of price, the job must be completed on time, on budget and up to your standards of quality. Settling for less can mean the difference in settling a case you might have won.

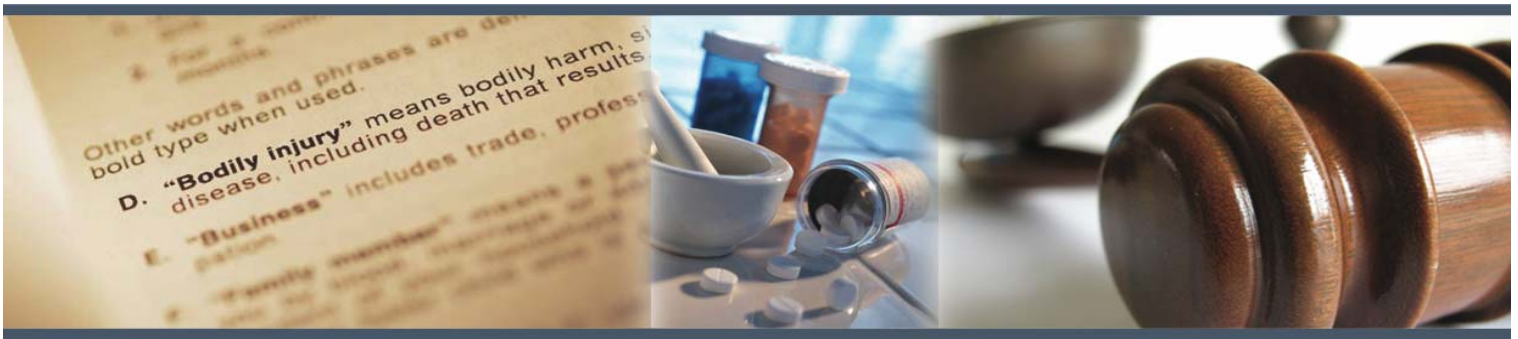


Let's look at a sample scenario to compare the typical costs of maintaining an employee versus hiring a consulting firm:

Sample Costs & Description	FLNC	Employee
Salary	\$39,000 (10 hrs/wk 1yr @ \$75/hr)	\$52,000/yr* (\$25/hr)
Two Weeks paid vacation	\$0	\$2,000/yr
Health Insurance (employer portion @12 mos. X \$150/mo.)	\$0	\$1,800/yr
FICA Taxes (7.625%)	\$0	\$3,695/yr
Worker's Comp. (.61%)	\$0	\$ 317/yr
Unemployment (State & Fed)	\$0	\$ 447/yr
Misc. Costs (Vision, Dental, Disability & 401K matching, Profit Sharing, etc.)	\$0	\$3,000/yr
Office Space, Equipment & Software (100sq ft @ conservative rate of \$25/sq ft)	\$0	\$2,500/yr
Annual Bonus (1 mo. Salary)	\$0	\$4,000/yr
Sick Time (10 days/yr)	\$0	\$ 2,000/yr
Other Intangible Costs (parking, training & fees, sick children, etc.)	\$0	\$1,200/yr
Total Typical Costs at 100% productivity	\$39,000/yr	\$72,959/yr**
At a 75% productivity level	Not Applicable	\$97,281/yr
At a 50% productivity level	Not Applicable	\$145,912/yr

* The average hourly rate was calculated at a conservative \$25 per hour rate. Typically, experienced nurses' salaries range between \$28-\$60 per hour depending on specialty and education.

**Typical Costs calculates an hourly rate at 100% productivity. A full-time staff person is very unlikely to be 100% productive for 8 hours every day, every week, all year. Due to idle time, such as errands, smoke breaks, personal matters, other office tasks, and a learning curve for specialized assignments, productivity is more likely to be 50-75%. Combine this with an employer's inability to generate work due to distractions, staff meetings, company functions, lack of timely response from clients and new case fluctuations, you may be paying an employee double his or her actual salary.



As you can see the savings scenario is tremendous when you compare hiring Forensic Legal Nurse Consultants to support your staff rather than hire permanent, in-house legal nurse consultants.

BUT!... you say, our in-house nurse is available everyday. *"I can just walk down the hall and ask her a question."* True. For some low volume firms, this is a viable option. However, there a couple of things to consider with this type of staffing arrangement:

- **Your in-house staff is probably limited to one or two nursing specialties. If they are experienced in OB/GYN cases and a Med-Surge case lands on your desk, now what?**
- **If your in-house staff has worked for you for a while, they're skills are likely outdated. Do they know how to operate and evaluate records from the AccuDose machine? Can they determine fraudulent documentation in the Patient E-Record? New services, technologies and policies make the practice of medicine ever changing.**

All of the nurses at Forensic Legal Nurse Consultants, Inc. actively practice nursing in hospital settings. Our registered nurses strongly believe that keeping their skills up to date requires more than just a few CEU's every year. It requires hands-on, day in day out working with patients and new medical innovation to save lives. This dedication to their craft allows them to be in an excellent position to determine quality of care, procedural appropriateness and evidence of malpractice.

Our nurses can consult with you on a case just as easily as in in-house staff could. We are available during professional business hours as well as on-call for emergency situations. We have convenient office locations in Fort Wayne, IN and Indianapolis, IN.

Fort Wayne
FLNC, Inc.
921 E. Dupont Rd.
Suite 736
Fort Wayne, IN 46825
800-930-FLNC (3562)

Indianapolis
FLNC, Inc.
1427 W. 86th Street
Suite 236
Indianapolis, IN 46260
877-781-FLNC (3562)

www.flncinc.com

If you are interested in partnering with Forensic Legal Nurse Consultants or seeing samples of our work, please give us a call. Clients can work with us on a case-by-case basis, billed hourly or we can be retained annually. Clients retaining our services annually receive a 25% discount on our hourly rate.