

Sound Masking Return on Investment for Government Facilities and Contractors



Sound masking is a low-cost, high-impact acoustic solution that enhances speech privacy, protects sensitive information, improves employee focus, and supports compliance with federal regulations.

Key ROI Drivers

Speech Privacy & Compliance

- **FISMA** (Federal Information Security Management Act)¹
- **NIST SP 800-53** (Security and Privacy Controls for Information Systems)
- **DoD SCIF acoustic security protocols** - Sound masking reduces risk of verbal data spillage and supports controlled unclassified information (CUI) protection.

Productivity Gains

- Reduces time lost to distractions and improves concentration in mission-critical and high-sensitivity environments².

Cost Avoidance

- Reduces the need for high-cost physical renovations or private buildouts.

Potential Financial Exposure

Noncompliance with FISMA and NIST controls can result in:

- **Loss of federal contracts or funding**
- **Administrative sanctions**
- **Fines or penalties** (e.g., FISMA enforcement can lead to funding reductions or cost reimbursement demands)
- **Cost of breach response** - (incident handling, investigations, containment, remediation) A single incident involving overheard or leaked sensitive information can result in six-figure response costs, reputational damage, and delayed or lost procurement eligibility.

Workplace Morale & Retention

- Creates a more secure, less stressful workspace that enhances employee satisfaction and retention³.

Sound Masking ROI Estimates by Facility Size

Facility Type	Typical Staff	Est. Square Footage (175/employee)	Installed Cost (@ \$3 / sq. ft.)	Annual Productivity ROI	FISMA Risk Mitigation	Additional Benefits
Small Facility	25	4,375	\$13,125	\$35,000 - \$50,000	\$50,000 - \$250,000	Compliance with FISMA/NIST, enhanced information security
Medium Facility	100	17,500	\$52,500	\$140,000 - \$200,000	\$500,000 - \$5,000,000	Improved confidentiality, productivity, and morale
Large Facility	500	87,500	\$262,500	\$700,000 - \$1,000,000+	\$500,000 - \$5,000,000	SCIF support, reduced information leakage risk



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Conclusion

Sound masking provides measurable ROI for government operations. Beyond fast payback through productivity gains, it is a strategic asset for protecting sensitive information and ensuring compliance with evolving federal regulations.

Ready to evaluate your facility's acoustic security and performance?

Contact Lencore for a free, customized assessment and quote.

Assumptions for ROI Calculation:

- Avg salary: \$75,000/year (\$36/hr)
- Daily productivity lost to noise: 1 hr/employee⁴
- Sound masking recovers 15–20% of lost time⁵
- 240 annual workdays

References:

1. Duke University School of Medicine (2022). "Guidance on FISMA compliance for federal grant applications."
2. University of California, Irvine (2013). "The Cost of Interrupted Work: More Speed and Stress."
3. Leesman Index Reports (Ongoing). "Workplace experience benchmarks."
4. Steelcase (2005). "The Office Code: How Office Workers Get Things Done."
5. BSI Group (2015). "Productivity in the Modern Workplace."



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