



**TARGETED PREVENTION, DIAGNOSIS AND
TREATMENT OF MSK INJURIES**



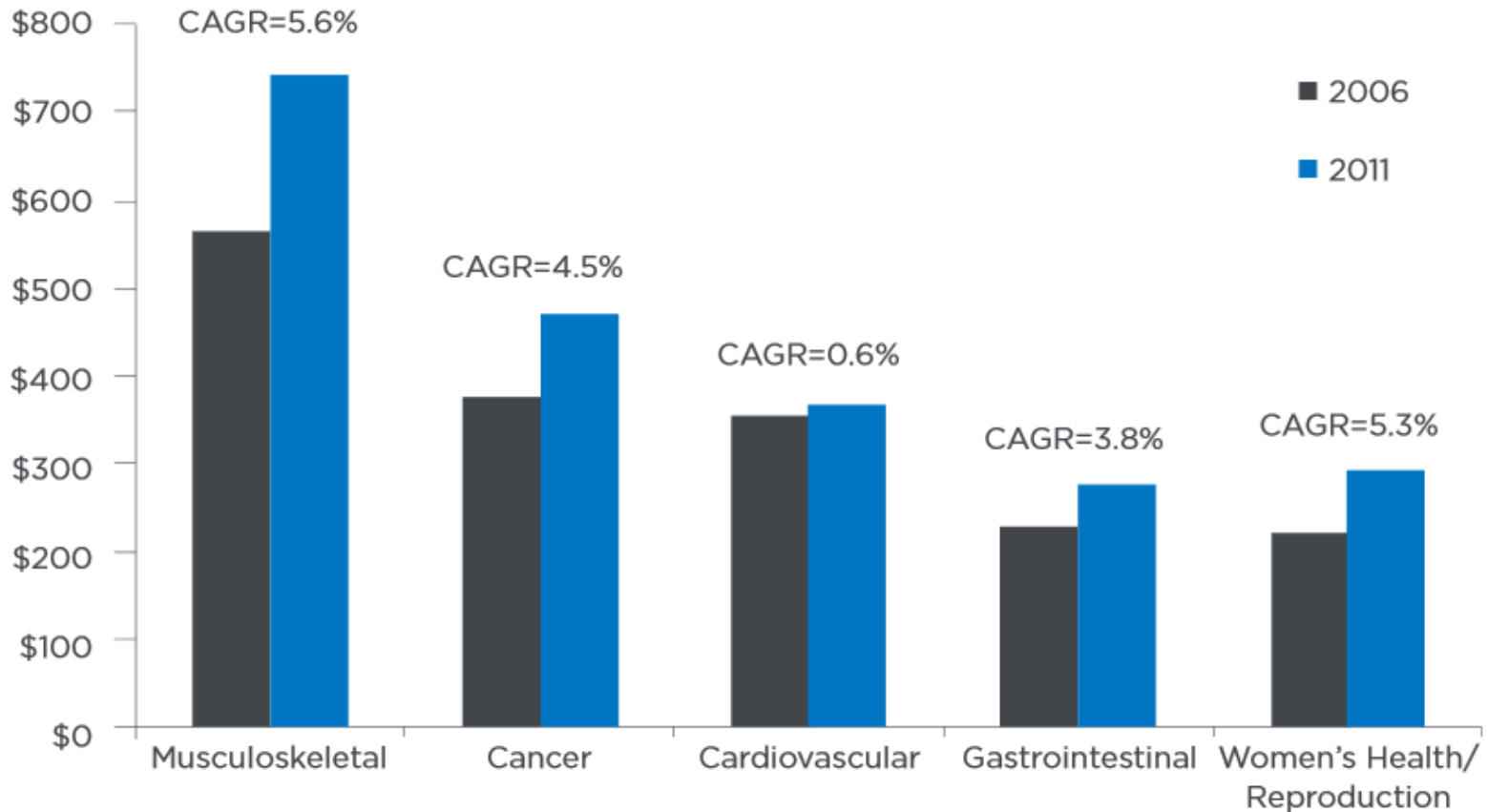


MACRO IMPACT OF MSK | “The costliest, most rapidly growing...”

“Musculoskeletal conditions are the costliest and most rapidly growing group of diseases.”

- *Truven Health Analytics*

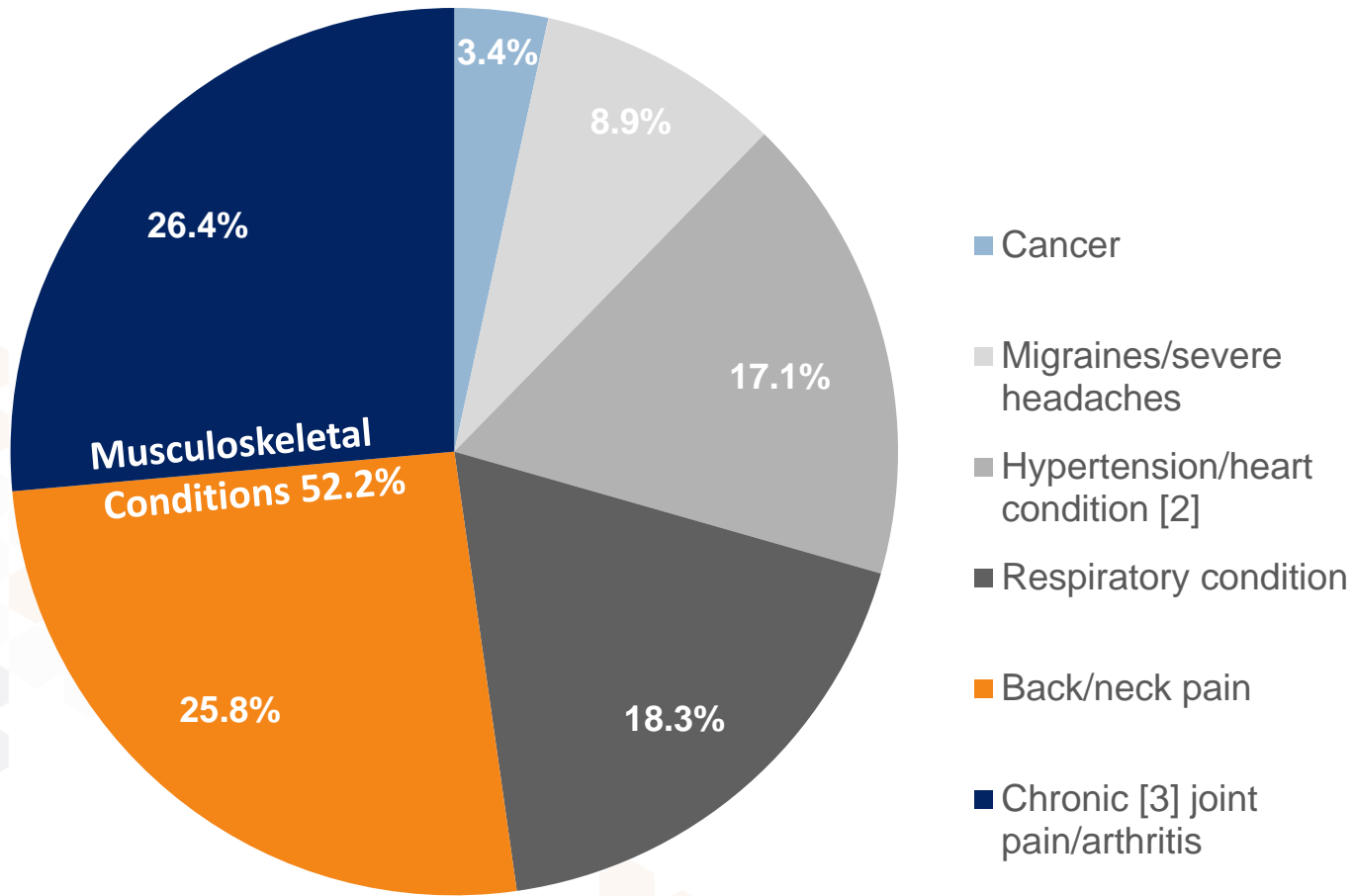
Annual PMPY Cost





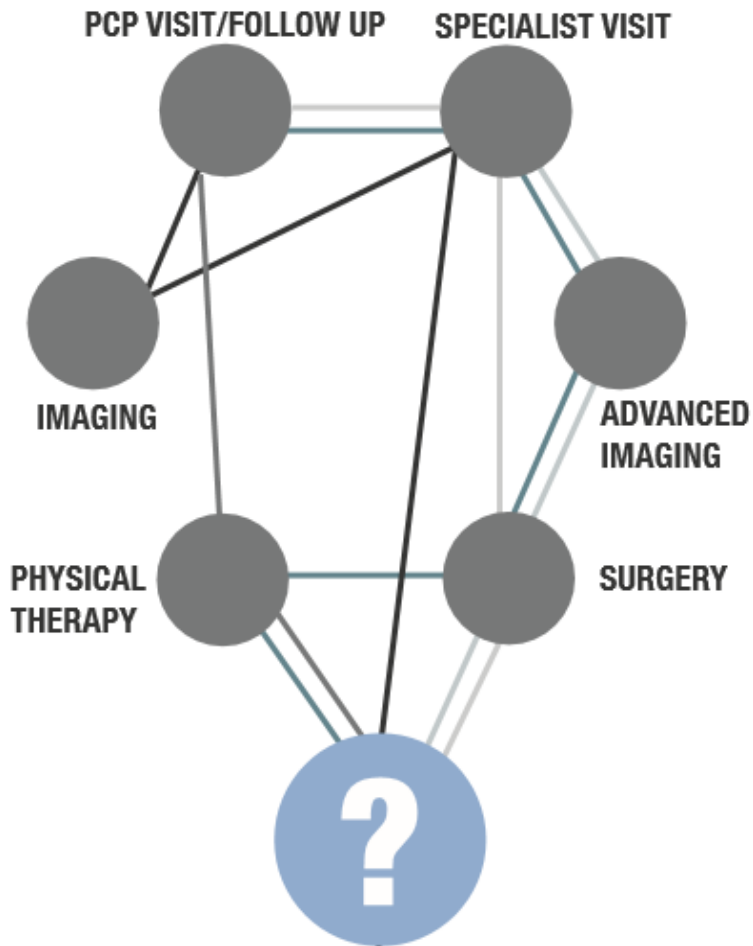
MACRO IMPACT OF MSK | *“The costliest, most rapidly growing...”*

Proportion of Total Lost Work Days by Medical Conditions, Ages 18 and Older





Traditional Transaction Based Patient Experience



Multiple Points of Entry

Very little to no Collaboration

**Lack of Quality Metrics:
Outcome, Experience & Cost**



CLINICAL GUIDELINE BASED DISCIPLINED APPROACH TO CARE





Patient Centered Musculoskeletal Care



Standardized Clinical Pathways

- Strict Provider Vetting, Training & Utilization Management
- Member Outcome & Experience Reporting
- Claim Analytics to Ensure Lower Cost

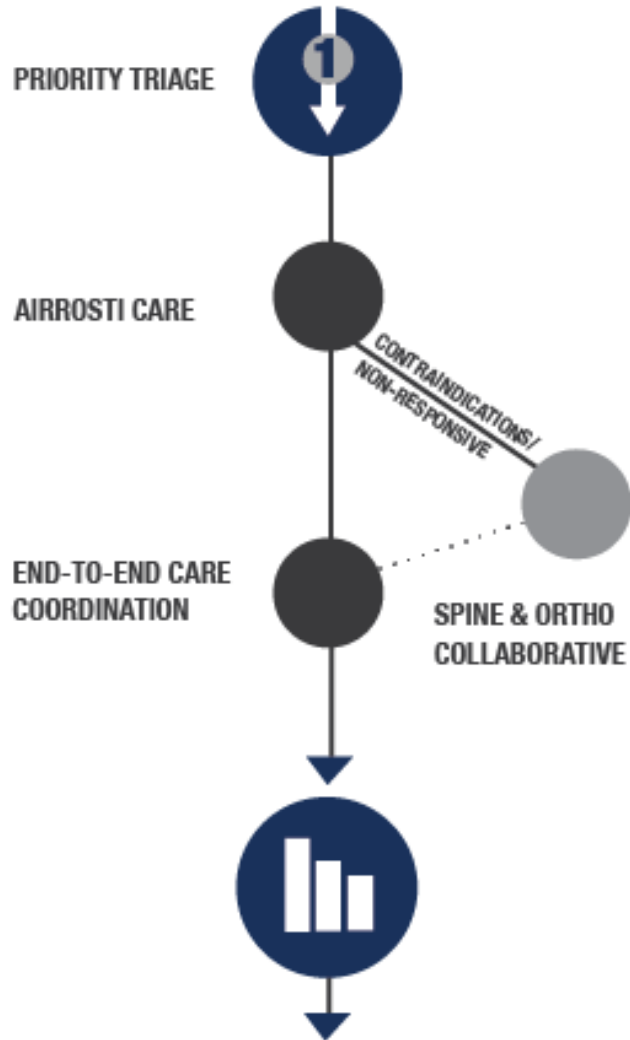


Reducing Imaging, Surgeries & Recovery Time

- Clinical Guideline Adherence with Evidence Based Medicine
- One Hour 1-on-1 Patient Time
- Manual Therapy & Active Care vs. Passive Modalities



Collaborative Care Development



**Early Triage
&
Standardized Care Pathway**

**Provider Collaboration
Appropriate Care & Timing**

**Measured & Reported Results:
Outcome, Experience & Cost**



MEMBER ENGAGEMENT





NO COST ENGAGEMENT SOLUTIONS | *For Covered Plans*



Musculoskeletal Benefit Workshops

Introduction and education on Airrosti's outcome-based care, rapid recovery for common conditions and injuries, and resolution opportunities to help avoid surgeries, imaging, or other unnecessary care



Musculoskeletal Wellness Activities

Health At Your Desk

Professionally guided group exercise and education class for common upper extremity musculoskeletal conditions *(Presentation-classroom format)*

We've Got Your Back

Professionally guided group exercise and education class on the benefits of foam roller exercises to increase flexibility and core strength, while preventing low back pain *(Exercise class format)*



Experience Airrosti Programs

Injury Assessment Day(s)

Complimentary one-on-one assessments that include a thorough evaluation, injury education, recovery options and appropriate self-care exercises *(Approximately 15 minutes each)*

Experience Airrosti Day(s)

Onsite Airrosti treatment experience for plan members currently in pain, with unresolved care, or facing surgery *(One hour treatment with each participant)*



Employee Communications

- Customized Benefit Announcements (emails, posters, mailers, table tents)
- Quarterly Accountable Care Reminders
- Mobile Engagement Tools



Injury Specific Workshops

Back Pain & Spine Surgery Prevention

Educational workshop focused on the causes of back pain, prevention, and conservative care to avoid high-tech imaging, injections, and surgeries

Tech Neck

Educational workshop that provides prevention, ergonomic and exercise strategies for the most common conditions caused by use of modern day technology



OBJECTIVE PATIENT OUTCOME REPORTING





OUTCOME REPORTING | *Collected at Each Visit*

On Demand Patient-Reported Outcomes

Outcome Summary

- Over 400,000 Patient Cases
- **3.2 Average Number of Visits**
- 88.6% Reported Full Recovery
- **Over 8500 Recommended Surgeries Avoided**
- **99.6% Would Refer Friends or Family**

AIRROSTI REHAB CENTERS
TREATMENT OUTCOME RESULTS

Musculoskeletal Value Based Benefit Report for:
All Cases

Data Reported as of: **February 16, 2016**

Total Number of Cases: **345,008**
Average Treatment Duration (Per Case): **3.2**

PATIENT REPORTED OUTCOMES

Objective Outcome Reporting: The following is a summary of the effectiveness and efficiency of the Airrosti Treatment Model as reported by Airrosti patients (not Airrosti providers), including patients still in treatment.

Patient Reported Overall Improvement

	Much Improved	Improved	No Change	Worse	Much Worse
At Last Visit	59%	35%	6%	0%	0%

Patient Reported Pain Level

	None	Very Little	Moderate	Significant	Extreme
Pre-Treatment	1%	14%	50%	31%	3%
At Last Visit	36%	48%	14%	2%	0%

Patient Reported Age of Injury

Duration of Injury	# of Cases	Avg. Visits
Acute (0-14 Days)	104,649	2.8
Subacute (15 Days - 12 Weeks)	108,307	3.2
Chronic (12+ Weeks - 1 Year)	49,397	3.6
Long Term Chronic (More than 1 Year)	82,655	3.5
ALL CASES	345,008	3.2

AIRROSTI VS. TRADITIONAL CARE

The Impact of Airrosti as a First Treatment Option: The following patient reported data demonstrates Airrosti's ability to prevent unnecessary treatment costs and the importance of educating health plan members to choose Airrosti first.

	Patients Who Chose Airrosti AFTER Unsuccessful Traditional Care	Patients Who Chose Airrosti as FIRST Treatment Option
ALL PATIENT CASES	36% (125545)	64% (219463)
Referred to Specialist	56% (70071)	2% (3624)
Referred to Diagnostic Imaging	59% (73712)	3% (5862)
Taking Medications (Rx and Non-Rx)	45% (56287)	31% (67775) <i>Non-Rx Only</i>
Previous Surgery for Injury	10% (13139)	N/A
Prior Rehab Visits (PT/Chiro)	58% (72670) <i>avg. number of visits: 6.3</i>	N/A
AVG NUMBER OF AIRROSTI VISITS	3.6	3.0

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post treatment factors.

million (dollars)

answering question

red



**THIRD PARTY
EPISODIC CLAIM ANALYSIS**





THIRD PARTY CLAIM STUDY | *Engaged ISD Analysis*

Pre and Post Airrosti Engagement

Diagnosis Category	Average Cost			Episode Length		
	Pre-Contract 2012-2013	Post-Contract 2014-2015	Delta (%)	Pre-Contract 2012-2013	Post-Contract 2014-2015	Delta (%)
Back & Neck	\$1,108	\$1,071	-3	148	69	-53
Knee	\$2,780	\$1,094	-61	119	49	-59
Shoulder	\$1,182	\$1,366	16	77	61	-21
Hip	\$4,148	\$2,136	-49	81	55	-32
Other Extremities	\$732	\$1,006	37	87	51	-41
Total	\$1,446	\$1,138	-21	121	60	-50

Total MSK Savings: \$167,000 (not including Pharmacy impact)



THIRD PARTY CLAIM STUDY | *Texas Analysis*

	Non-Airrosti	Airrosti (delta)
Episode Cost	\$1,794	\$996 (-44.5%)
Radiology Utilization	16.81%	4.43% (-73.6%)
Surgical Utilization	7.24%	1.22% (-83.1%)
Unique Days in Care	7.4 days	4.5 days
Total Episode Length	80 days	35 days

- 4.5 years of claims data
- Over 1.6 million episodes
- 90 day clean period pre/post care



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