

Physicians and Employers
Transforming Healthcare



Emerging Care Models are
Driving Better Health
Outcomes

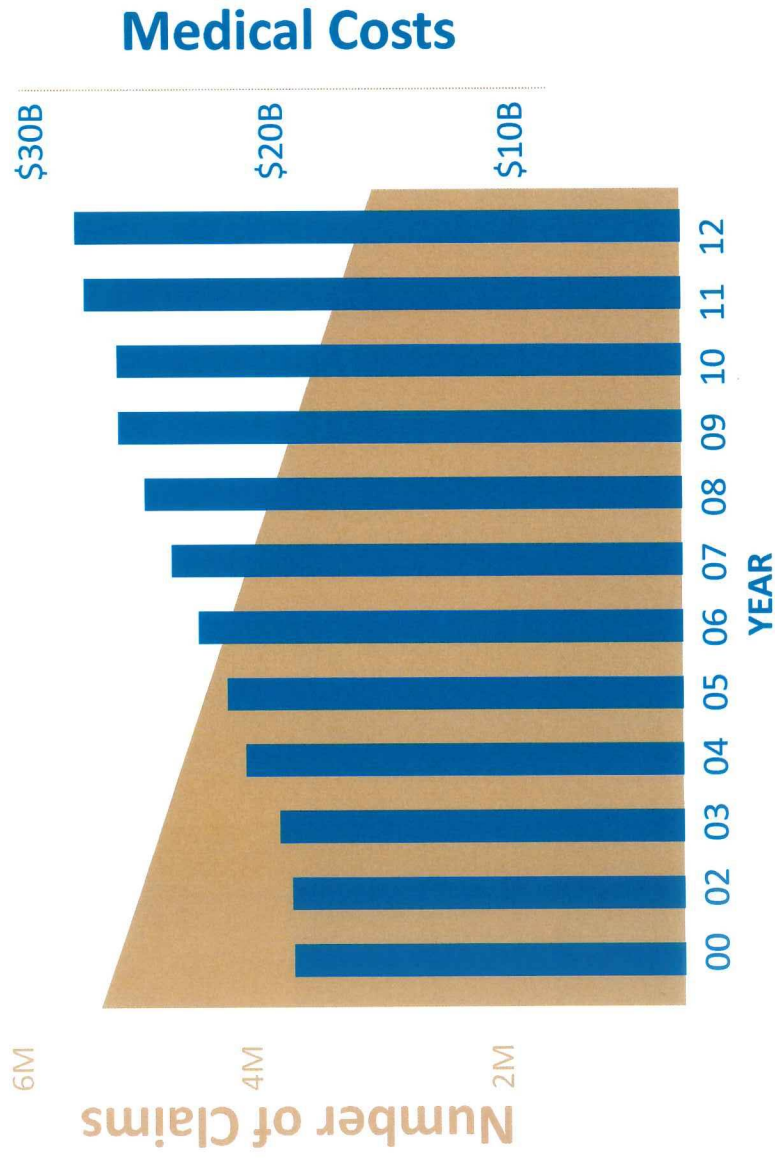


December 7, 2016

Agenda

- Workers Comp – Employers are doing their part!!
- Background – What is Clinical Variation?
- What is Occtegrity?
- Results
- Typical Client Engagement

Employers Doing their Job – What about Healthcare?



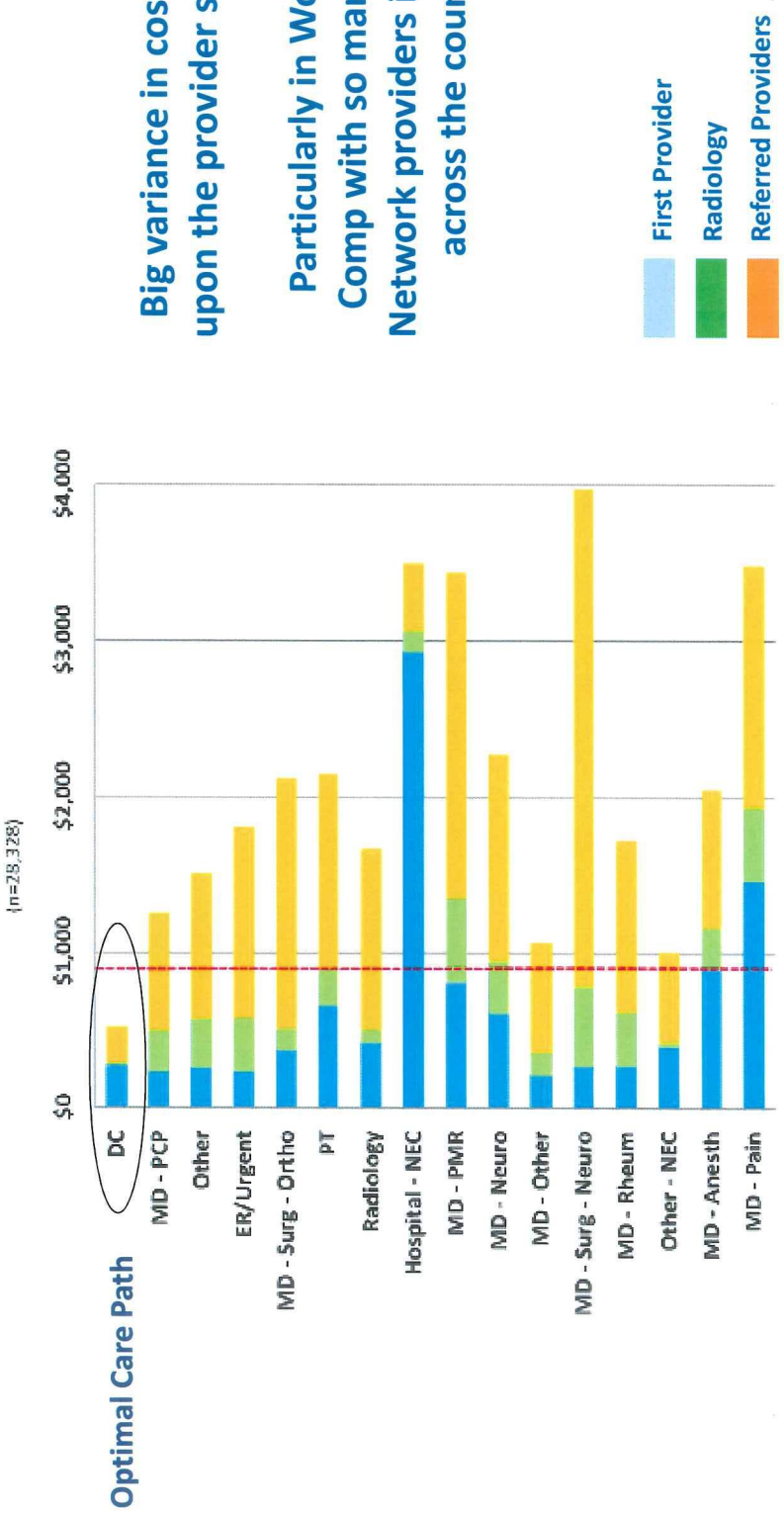
Why do Medical Costs Continue to Increase?

- **Over-utilization of Medical Services (>30%)**
 - High Degree of Clinical Variation in Care = Excess Cost
 - Imaging, Physical Therapy, Primary Care, Hospital Outpatient
- **Little Control over PPO Network Doctors**
 - Medical Management ineffective in managing care paths
 - PPO Networks focused on Discounts vs. Quality of Care
 - Contributes to High Degree of Clinical Variation = Excess Cost
 - Difficult to minimize Lost Work Days
 - Claims are open longer due to Fee for Service Model

Result = Healthcare Costs Continue to Increase

Clinical Variation = Over-Utilization

Non-Surgical Spine Total Episode Cost By First Provider Seen - MN
(n=28,328)



Big variance in cost based upon the provider seen first

Particularly in Workers Comp with so many PPO Network providers involved across the country



PROVIDER
Fairview Health Services, Orthopedic Service Line

PROBLEM

Low back pain impacts one in five people every year and is a leading cause of disability for those under the age of 45. With over 200 treatment options for low back pain, the total cost of care incurred during an episode varies dramatically, based on which provider the patient visits first. Also, there has not been an efficient way to identify who will have long-term disability.

INNOVATION

Using risk stratification tools and care guidelines, we efficiently direct patients to begin care with the most appropriate provider.

- Patients are screened for red flags and risk level over the phone by nurse triage
- Patients who are not high risk are coached and encouraged to self manage
- If the patient prefers to meet with a provider, they are advised to which provider will best meet their needs and a final decision is made based on their values

IMPROVING HEALTH

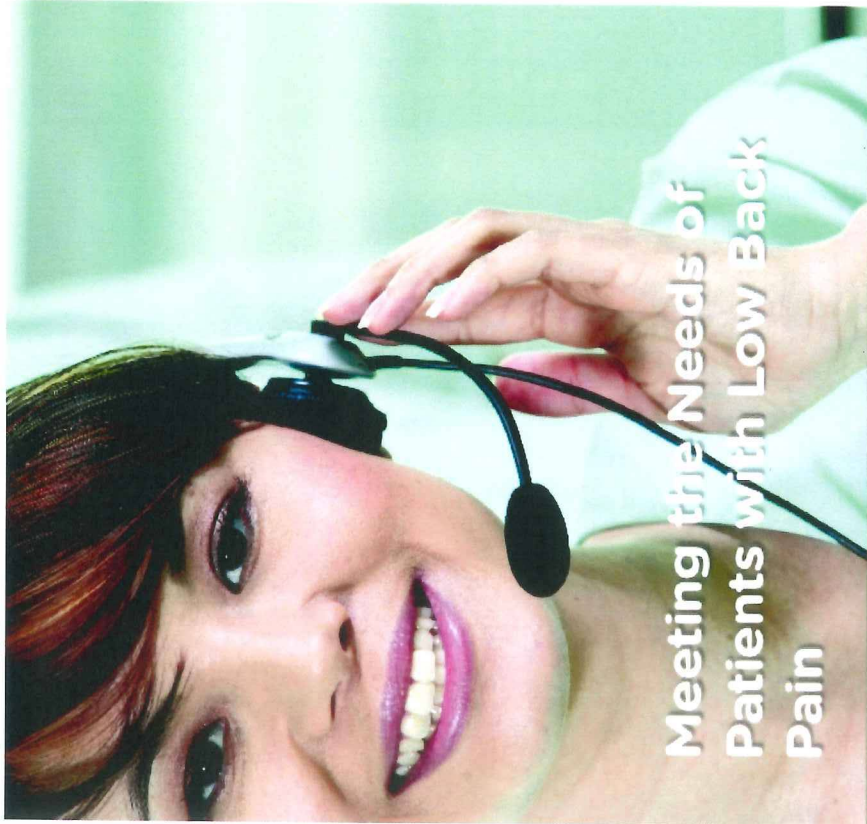
- 90% of patients electing a visit begin care with a physical therapist, 10% begin with a medical spine specialist
- 54% improvement in patients' functional outcomes, as measured by the Oswestry Disability Index

IMPROVING PATIENT EXPERIENCE

- 100% patient satisfaction with expertise of entry-point provider

IMPROVING AFFORDABILITY

- Safely eliminate one doctor visit for 88% of the population seeking care
- Reduce MRI use by 33%



Meeting the Needs of
Patients with Low Back
Pain

Partners in Excellence 2012

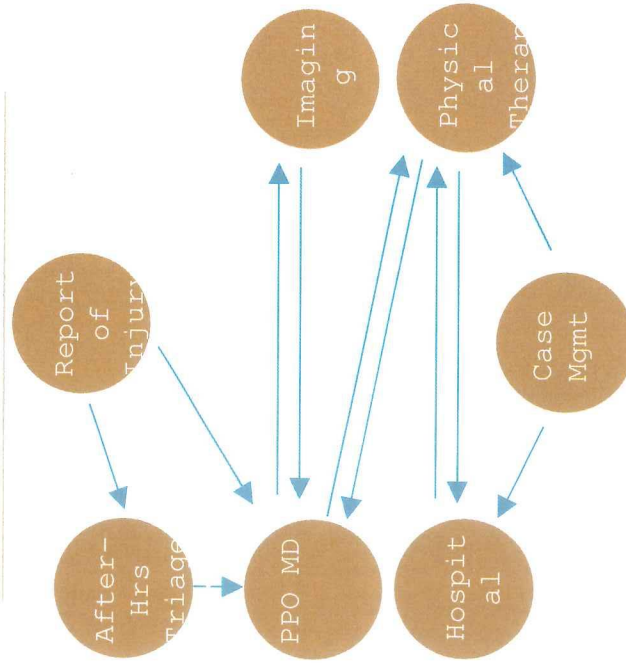


Our Unique Approach

- Improve Care through Evidence-Based Treatment
- Utilize a Custom Provider-Specific Referral Panel for each Customer location
 - Occtegrity-Selected Chiropractic Orthopedists & Physical Therapists Trained in Sports Medicine and Manual Therapies - Partnered directly with Location Managers (Mfg, Store)
- Bypass traditional Occupational Health, Primary Care and Urgent Care Clinics - Straight to Therapists who diagnose and treat on first visit
- Reduce redundant assessments, Imaging, Over-use of Physical Therapy, Hospital-based services & Prescriptions
- Use of Clinical Technology Platform to communicate, monitor care, prevent over-use

Simplify Patient Experience – Reduce Time-to-Treatment

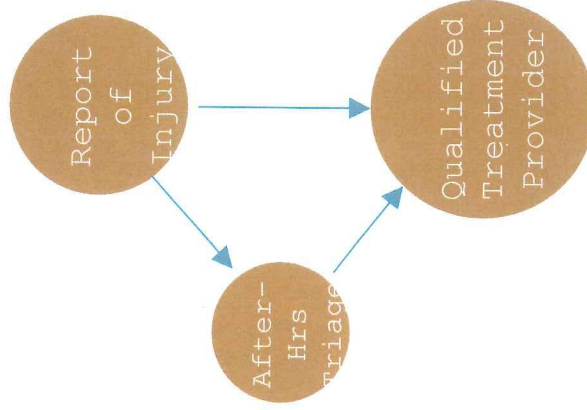
Traditional Medical Care Path



Patient referred to multiple providers

- ✓ High Cost
- ✓ Extended Treatment Time

Occtegrity Care Path



Patient referred to Selected Provider

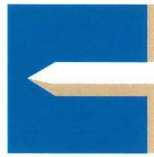
- ✓ Expedited Treatment
- ✓ Improved Outcomes, Lower Cost

Occtegrity Provider Communication System

Occtegrity Providers

Intake, Progress, Discharge Forms

- Injury Diagnosis
- Work Restrictions
- Estimated Discharge Date



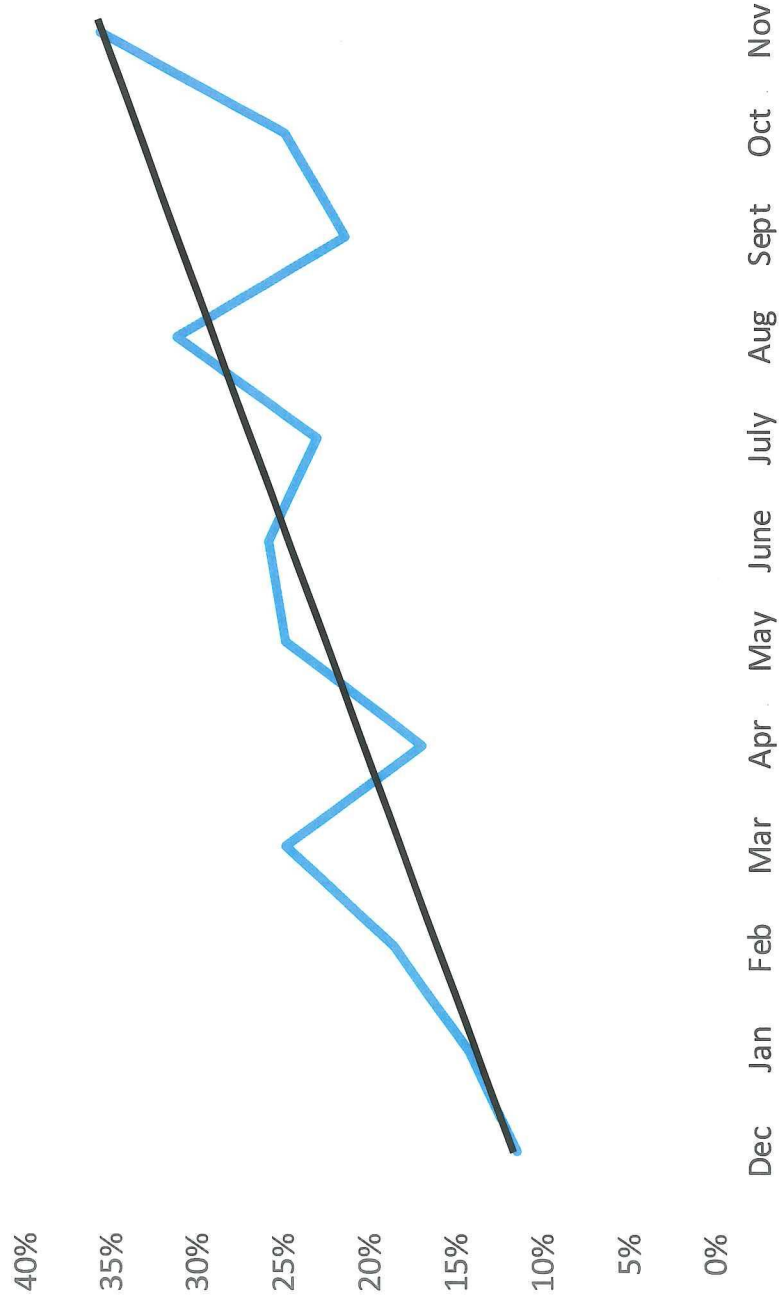
Occtegrity Database

Information Communicated

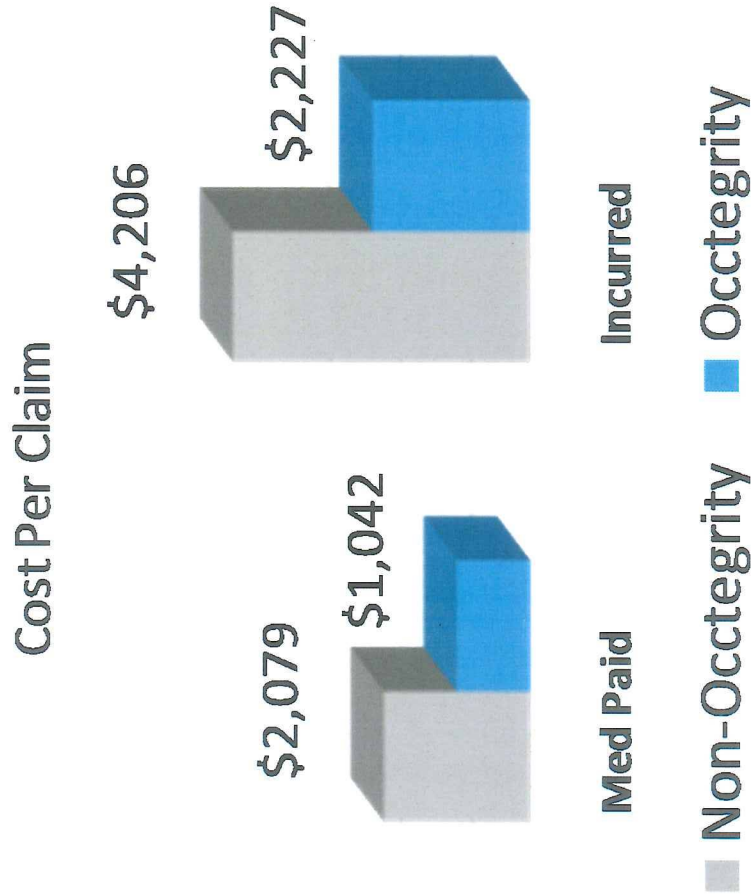
Work Restrictions - Est. Discharge Date - Doc Notes - Patient Sat. Survey



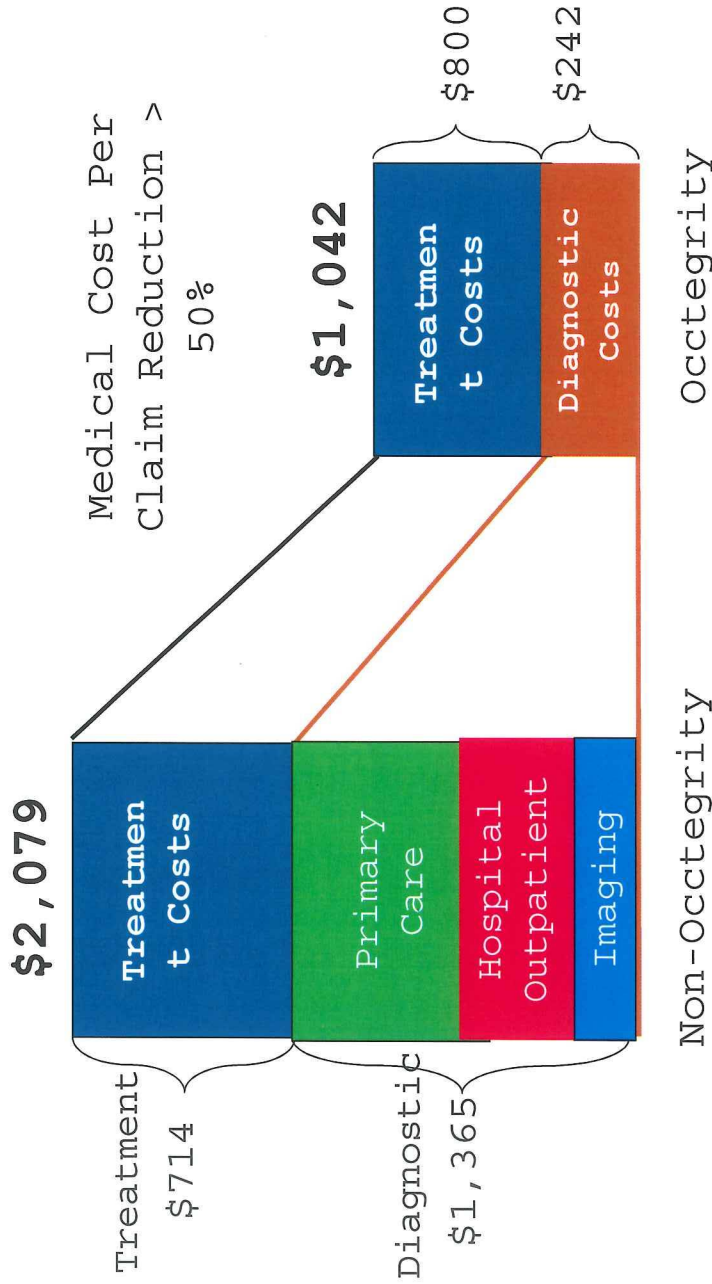
Adoption Rate



50% Reduction in Cost Per Claim



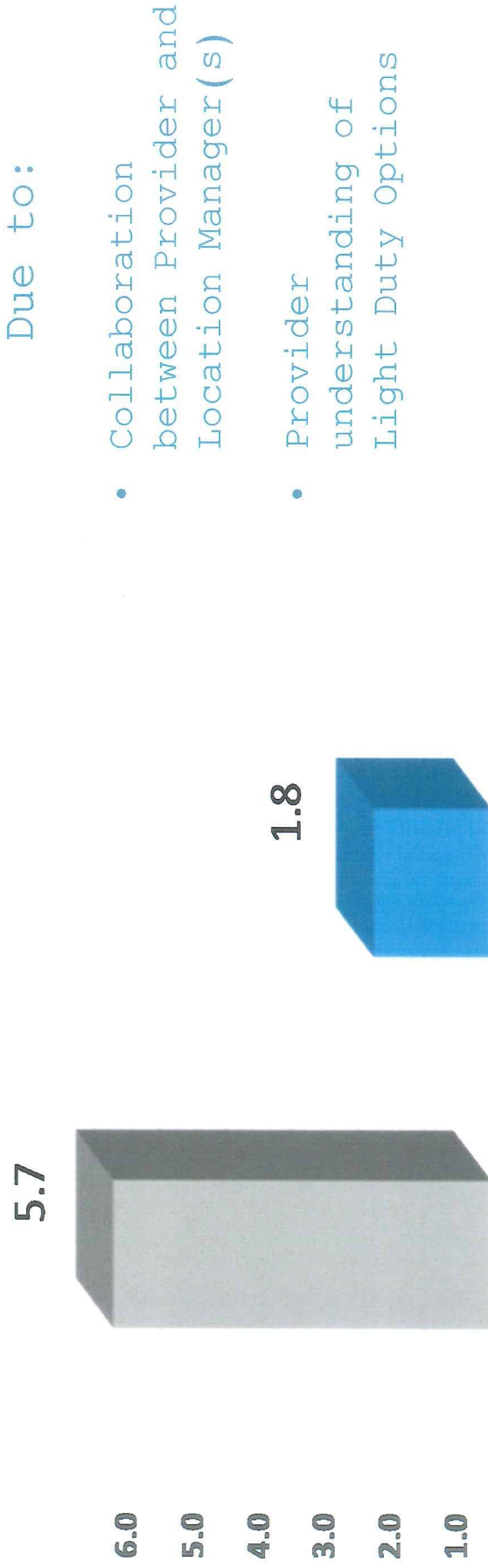
Eliminating Waste – Unnecessary Medical Services



Actual Results - 2015 - Oct 31, 2016

69% Reduction in Lost Work Days

Lost Work Days Per Claim



Claims - Average Days Open

Due to:



- Reduction of "Time-to-Treatment"
- Reduction of "non-Treatment" Medical Services

Non-Occtegrity Occtegrity

% of Musculoskeletal Injuries by Body Part

<u>Body Part</u>	<u>%</u>
Back, lower	48%
Shoulder	21%
Arms	5%
Knee	4%
Back, upper	3%
Elbows	3%
Wrists	3%
Ankles	2%
Feet	2%
Other	<u>8%</u>
	100%

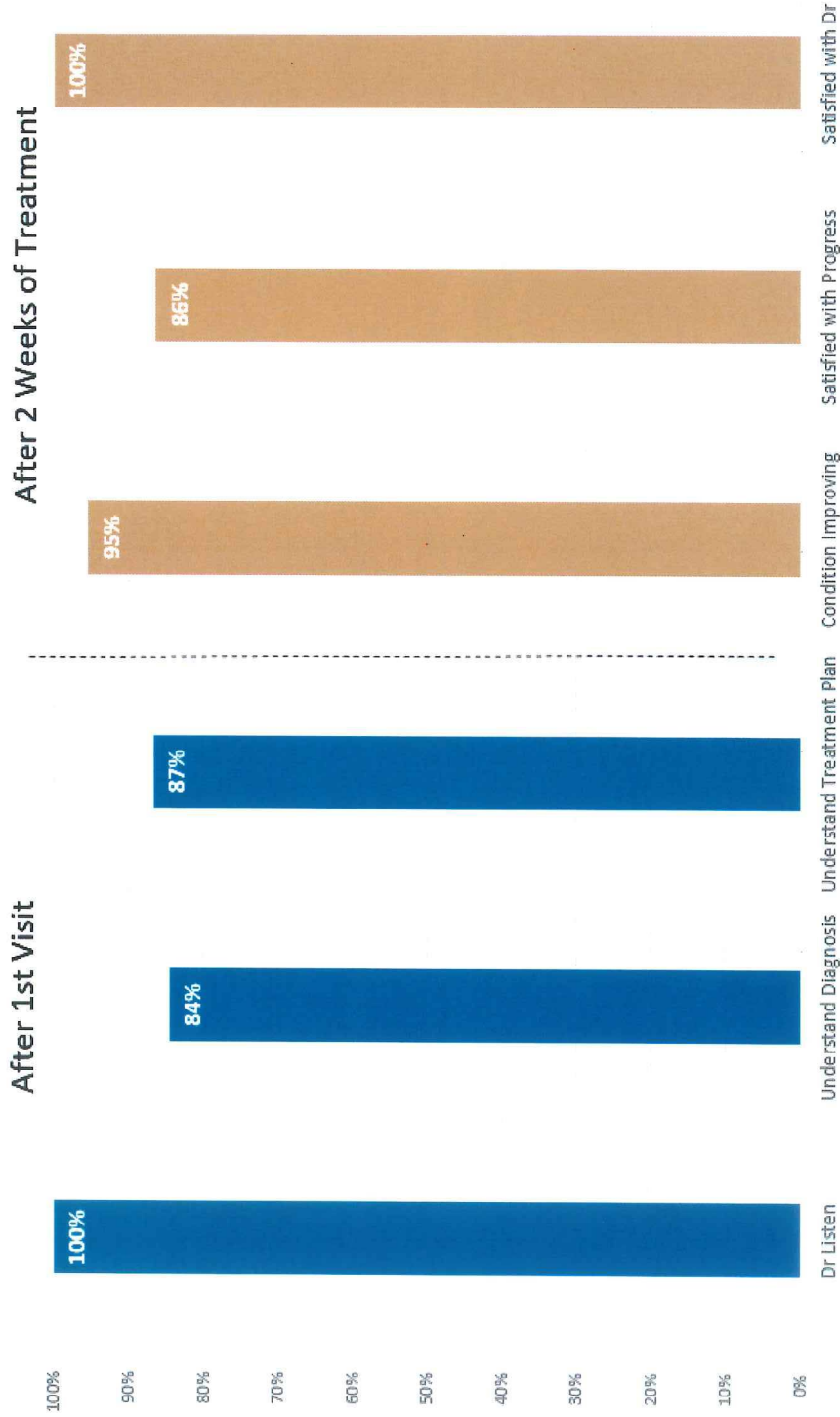
Treated by Occtegrity Providers:

- 90.2% Discharged with Full Recovery, I.e. No Referral
- .045% Recurrence Rate

Actual Results - 2015 - Oct 31, 2016

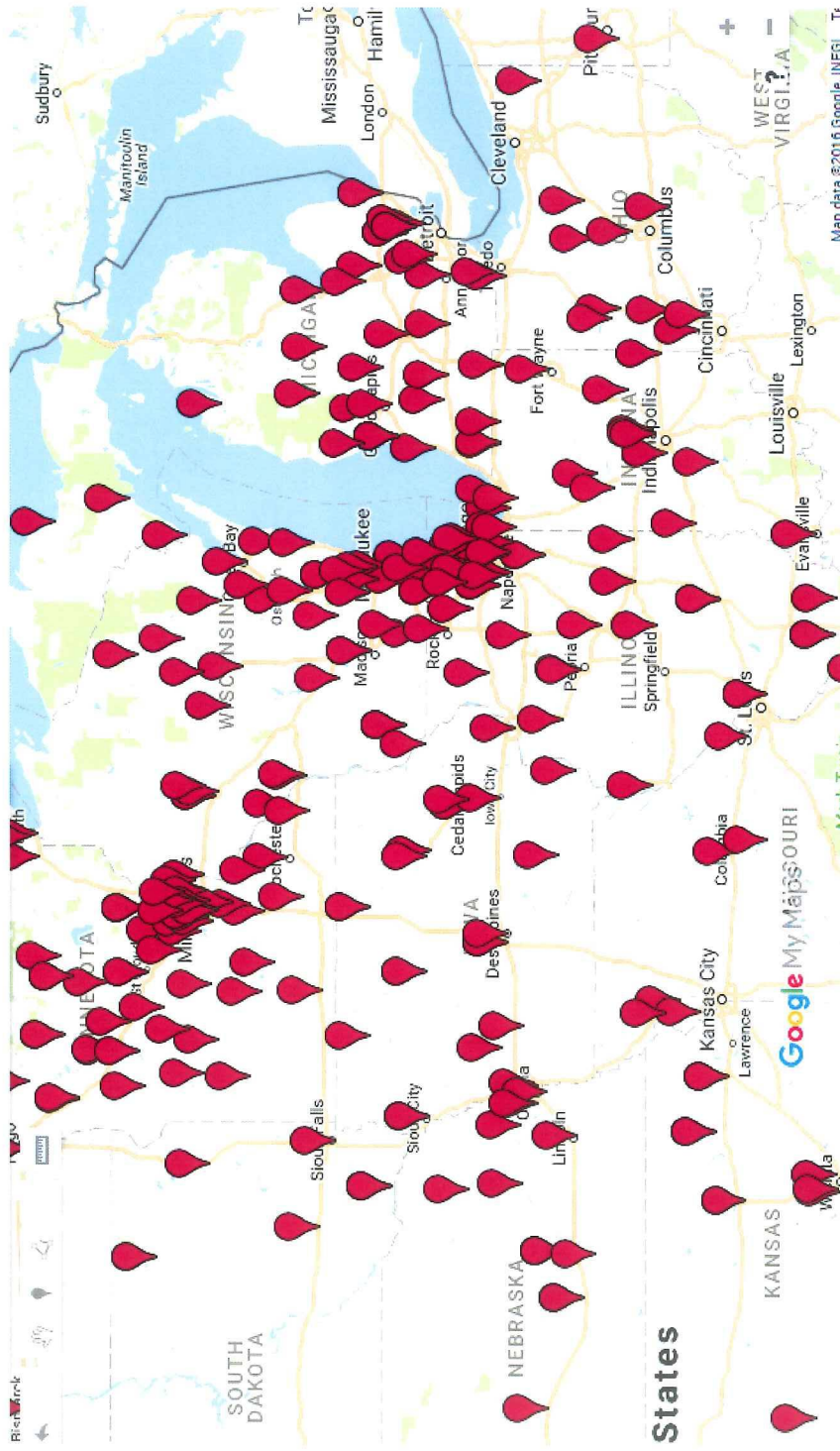
Occtegrity Patient Satisfaction Results

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Occtegrity Provider Locations – Midwest Region

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Typical Client Engagement

- Analyze Claim and Payment Data
 - Determine size and scope of opportunity by location
 - Determine scope of a Pilot (Midwest Region?)
 - Determine ROI of a Pilot and Full Occtegrity solution
- Prepare Pilot Proposal
- Communicate program to specific Location Management Teams
- Begin Introduction of Selected Providers to Location Management Teams
- Measure performance (Adoption, Patient Satisfaction, Cost Savings, etc)