



REDESIGNING MSK CARE DELIVERY

WHY INVEST IN A MSK SOLUTION?

Integrated Musculoskeletal Care

The need is growing for quality treatment and care. Over the past decade, the number of individuals who suffer from musculoskeletal disorders (MSDs) has increased by more than 25%. This percentage is expected to increase with an aging population.

50%
Recurrence of MSK
Conditions at 1 Year

40%
Of MSD's are
misdiagnosed

45%
of patients have
failed previous care

Americans currently
suffer from an MSD

50%

10-year Increase in
Prevalence of MSK

25%

Occupational related
Injuries are MSK

80%

The numbers
that matter



MSK TRENDS

Why aren't we changing the trajectory



High Levels of Variability

Providers have highly varied practice methods for assessing, diagnosing and treating MSK conditions. Many of the methods used by clinicians are not considered best practices that are supported by the peer science (includes Physician, Physical Therapy, and Chiropractic disciplines). Clinicians need training in best practice principles as a standard of care.



Limited Measurement

Patient reported outcomes are the gold standard for tracking MSK patient experience/outcomes. Broad scale collection of validated pain, function and disability measures are not a standard for measuring patient experience and outcome. These measures must be collected at every care encounter to verify the effectiveness of treatment and patient outcomes.



Lack of Quality Management

Constant monitoring of patient outcomes and adjustment of practice patterns to react to outliers is not a standard practice for quality assuring patients in the course of MSK treatment. The principles should be a standard practice in MSK delivery systems and help identify healthcare value.

JOINTSTRONG® HIGH PERFORMANCE NETWORK

What makes the IMC solution different?



STANDARDIZED

All providers in the network are trained and standardized around the best practices for assessing, diagnosing and selecting appropriate treatment for MSK patients.

MEASURED

Without measurement there can be no standards. Every patient entering the IMC network is monitored using scientifically validated indices to measure pain, function and disability specific to the body region complaint. These outcomes are collected at every encounter through the course of their care.

QUALITY ASSURED

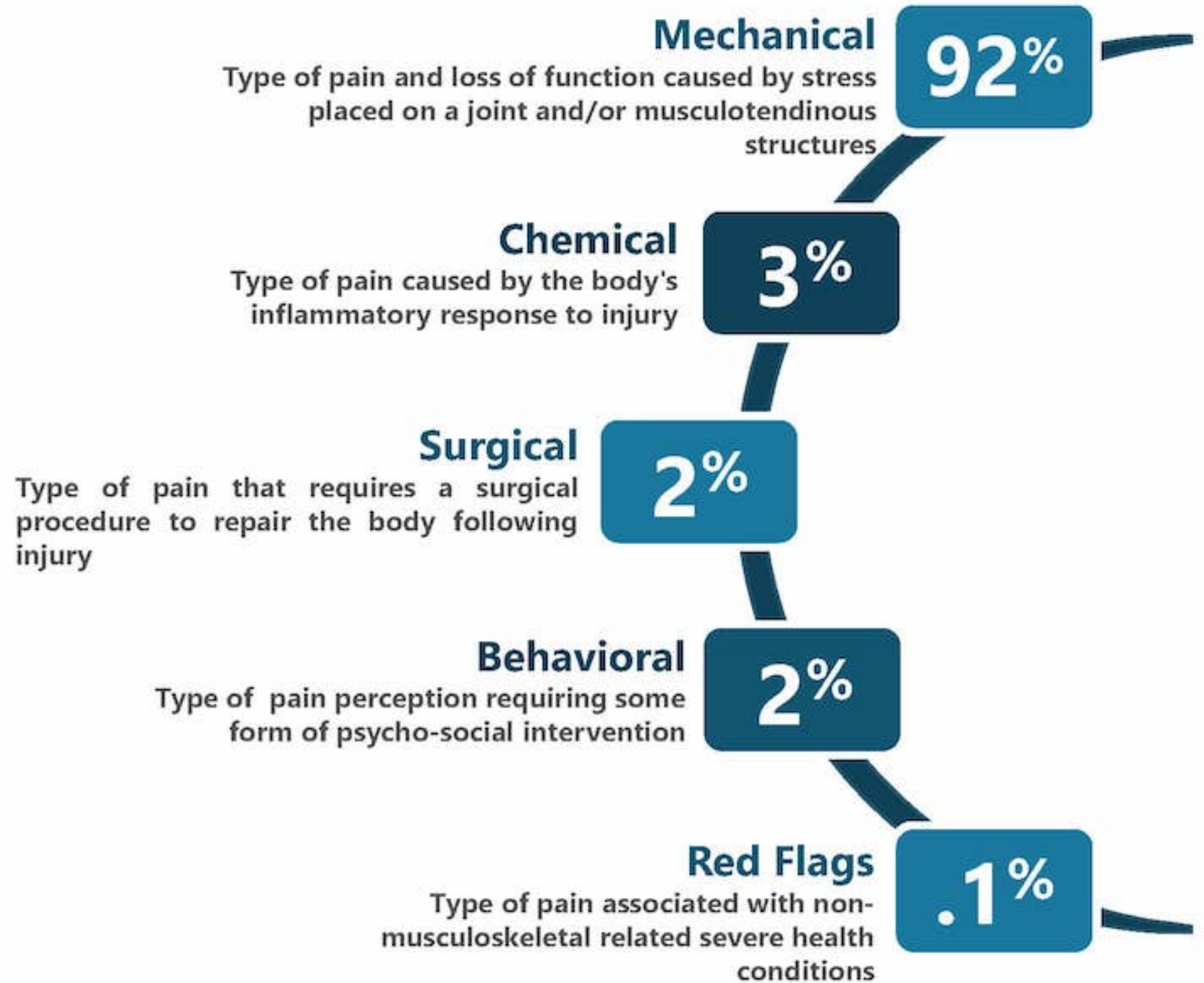
Patient reported outcomes data is used in relative real time to monitor and adjust the practice patterns of the JointStrong providers and flag cases that need to be escalated into the JointStrong Grand Rounds program. IMC also combines quality data for patient outcomes with medical plan claims data to measure shifts in procedural care and total cost of care for our cohort versus a benchmark or counterfactual group. This process guarantees scalable and sustainable clinical and financial outcomes.

IMC CLINICAL PROCESS

JointStrong[®] approach to MSD's

RESPONSE BASED ASSESSMENT

Matching the patient's condition with the most appropriate treatment classification allows the clinician to rapidly sub-classify the patient into one of five management groups for treatment.

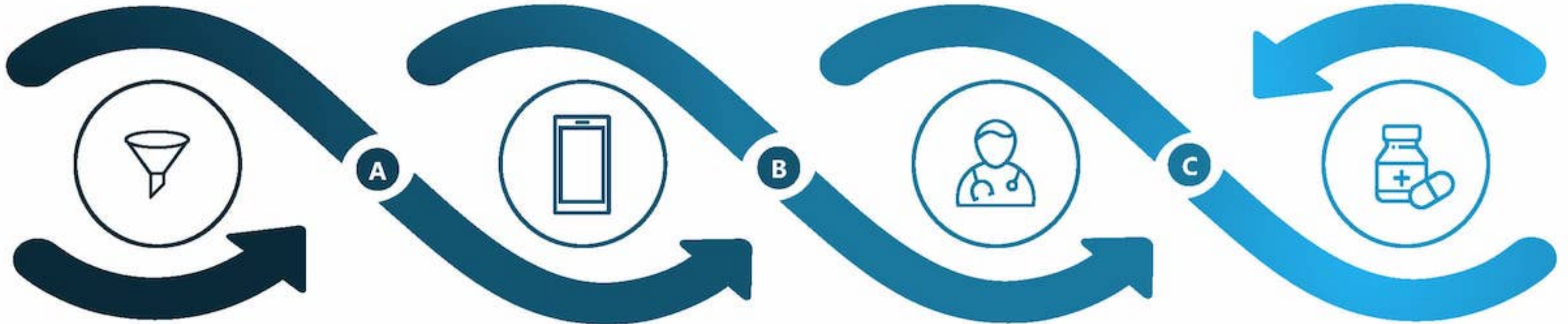


IMC CLINICAL PROCESS

Patient Stratification

01 LOW RISK
JointStrong® Mobile App
Health Coaching

02 HIGH RISK
In-Person | IMC Telehealth Treatment
Chemical Treatment | Surgical | Imaging



TRIAGE QUESTIONNAIRE

Performed by a JointStrong® Health Coach or the Mobile Application to properly stratify patients into the appropriate category.

SELF-CARE

50+% of MSK cases can effectively self-treat and resolve their condition through provider guided, health coach guided or mobile app guided self-care protocols.

CONSERVATIVE CARE

MSK patients that are unable to manage or resolve their condition with self-care protocols, require escalation into conservative care through the JointStrong® clinical network or virtual care platform.

SPECIALTY CARE

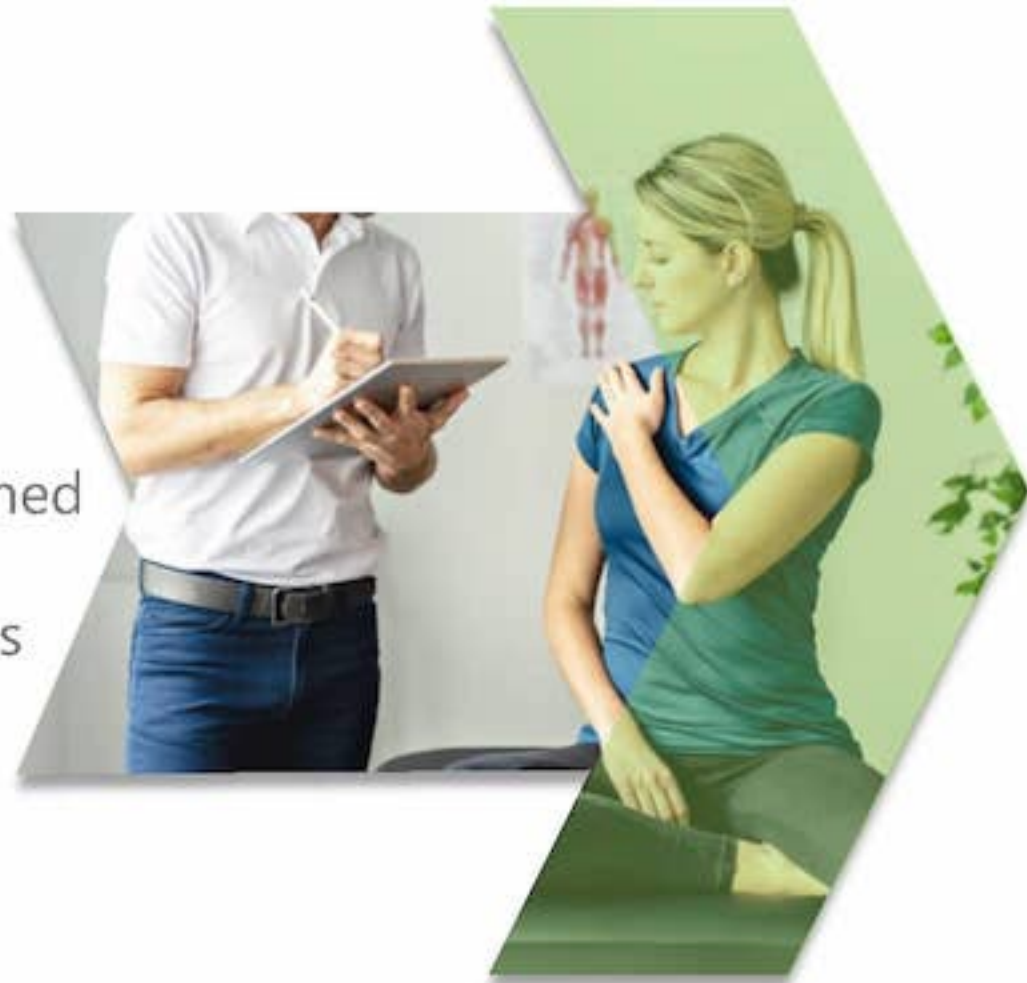
MSK patients unable to resolve their condition through self-care or conservative care programs may require escalation into specialty care.

IMC CLINICAL PROCESS

How patients receive care

In-Person Care

- JointStrong® Triage Trained Clinicians (IMC)
- Conservative Care Clinics
- Occupational Health



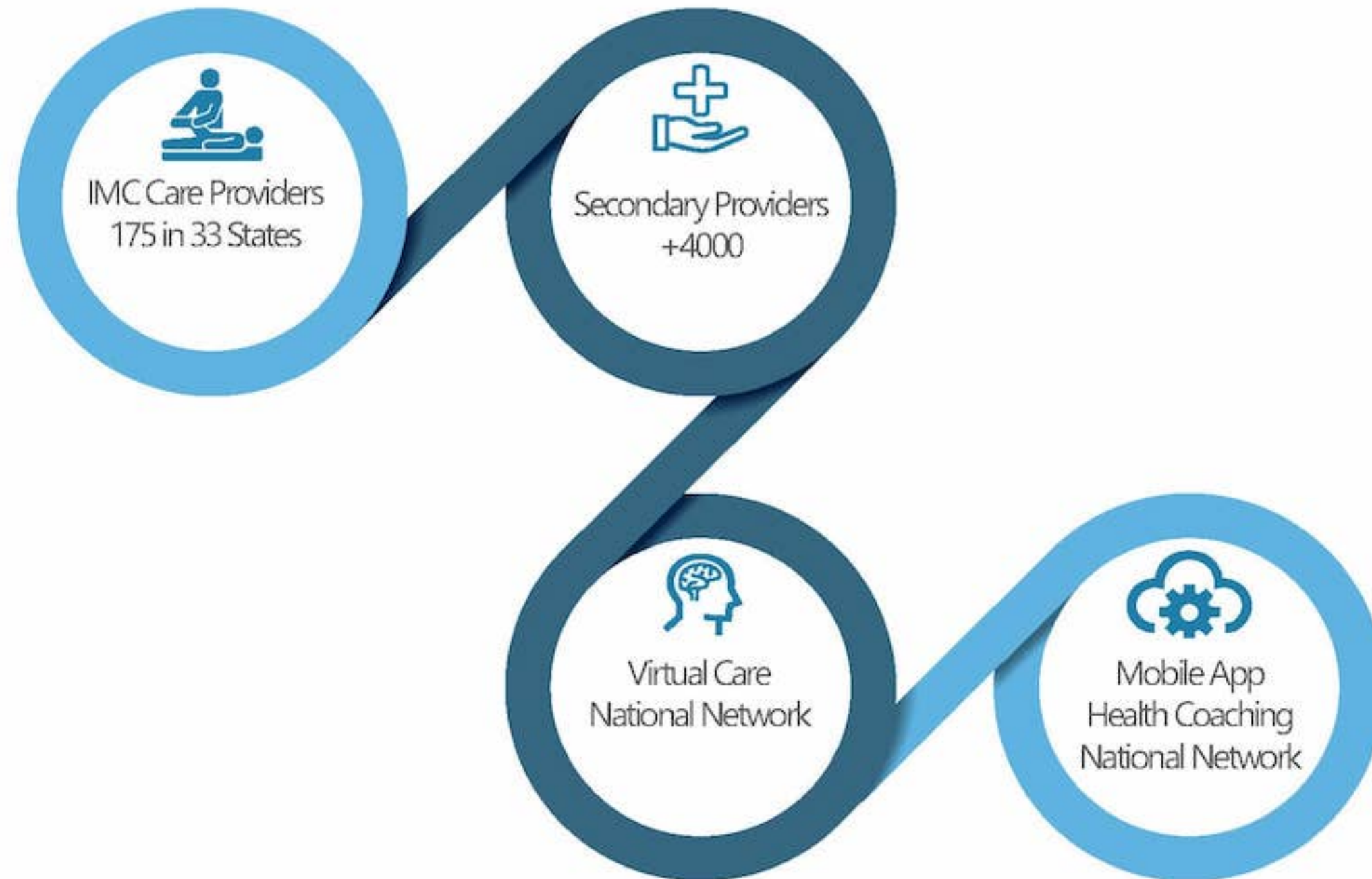
Virtual Care

- Self-Care Mobile App
- Health Coaching
- JointStrong® Telehealth

ACTIVE CLINICAL NETWORK

Integrated Musculoskeletal Care

IMC'S programs provide patients convenient access to MSK services throughout the United States, ensuring optimum healthcare services and value.



IN-PERSON CARE MODEL

Integrated Musculoskeletal Care



TRIAGE TRAINING

Proprietary training programs optimizing PCP's ability to triage MSK cases in at on-site/near-site or community based practices accessed by members.



CONSERVATIVE CARE CLINICS

National network of highly trained, standardized, and quality assured JointStrong® PT/Chiro.



ON-SITE IMC PT / CHIRO

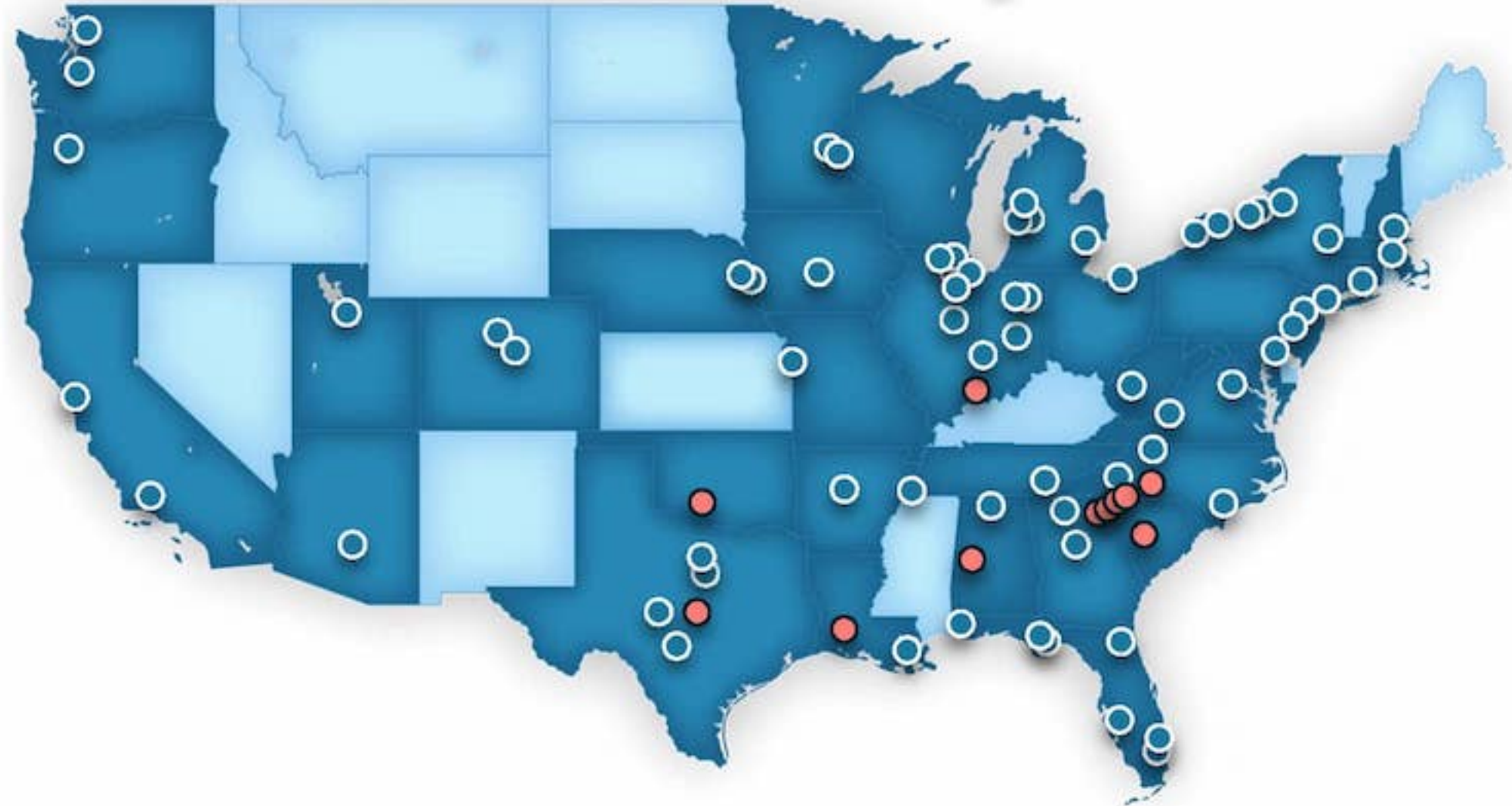
For employers with concentrated work forces utilizing on-site/near-site or DPC clinics, IMC embeds JointStrong® providers within their clinic.



OCCUPATIONAL HEALTH

Proprietary training programs for care providers and employees alike, with IMC on-site clinician providing all care for escalated cases.

- Available to all members
- Dedicated clinic





IMC DIGITAL PLATFORM

JointStrong[®] Mobile Application



Self-Care Application

Embedded with the clinical insight of over **1,000,000 encounters**, JointStrong[®] ensures an accurate diagnosis and intuitively matches patient conditions to the proper movement pathway.



Virtual Care

HIPPA compliant video and direct message communication between the patients and clinicians, available in 49 states.

JointStrong[®]

MOBILE APPLICATION



Diagnostic Assessment

of musculoskeletal condition, ensuring proper diagnosis and level of care is met



Personalized Treatment Plan

tailored to results of diagnostic assessment



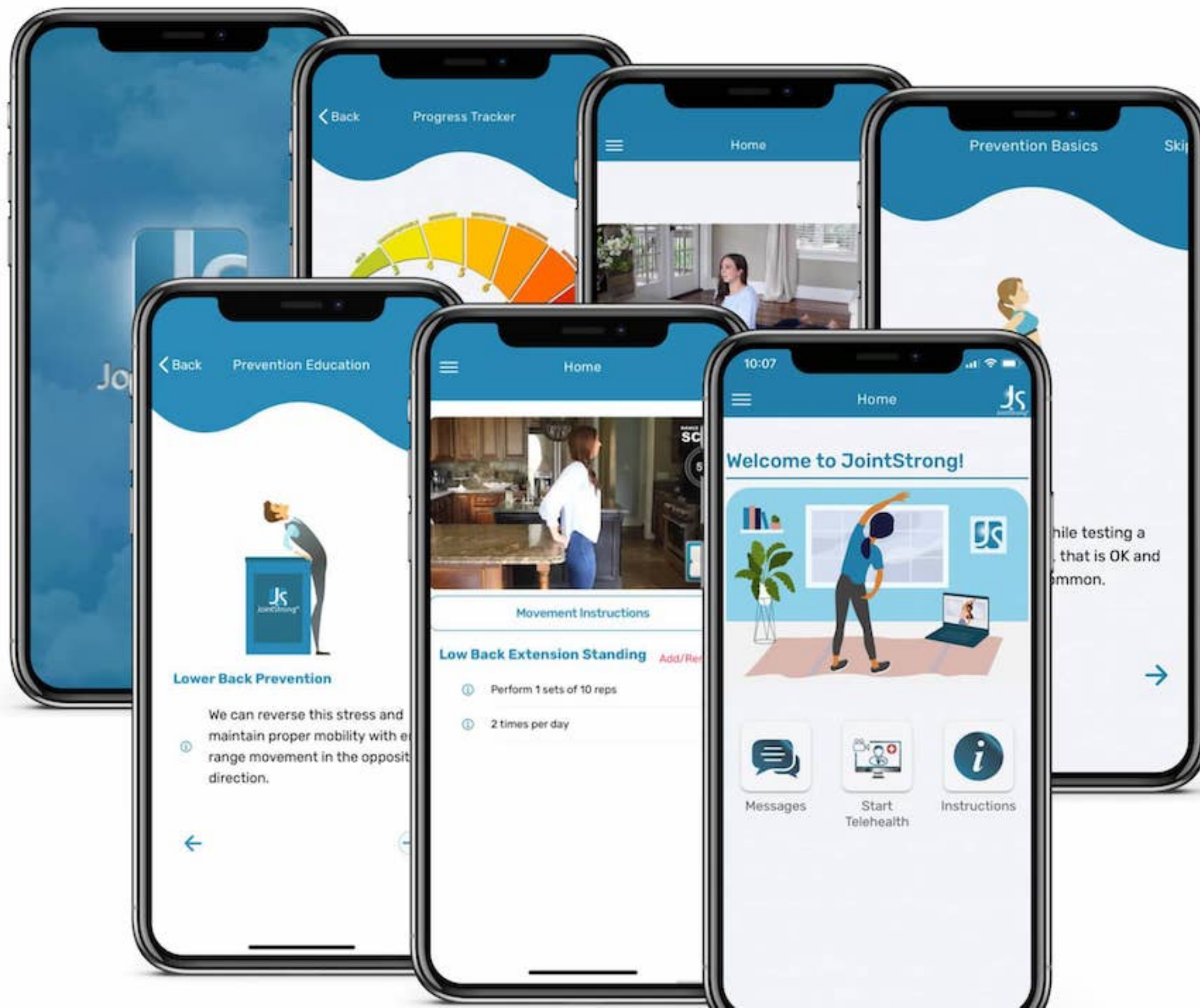
On-Call Wellness Coaches

available to assist with questions and offer support



Customized Self-Care Education

specific to the patient's condition





IMC VIRTUAL CARE

JointStrong® video-based telehealth appointments provide the ability to schedule with our quality trained clinicians from the comfort of your home or office.



49 State Network of Providers



JointStrong® Clinicians



Outcomes Assessment



HIPPA Compliant Video and Direct Communications



Personalized Treatment Plans



Cross Platform Functionality

FINANCIAL OUTCOMES

On-site Employer Case Study

Represent 15,000+ MSK-related cases treated with IMC's comprehensive suite of JointStrong® programs over a 9-year period for a Fortune 500 employer.

01

Community - PMPY
\$3,168

02

IMC - PMPY
\$1,695

COST SAVINGS PER MEMBER

\$1,473

Injection

Community

22.1%

IMC

4.8%

Difference

-78%

Emergency

Community

13.7%

IMC

2.1%

Difference

-84%

Imaging

Community

25.8%

IMC

13.8%

Difference

-46%

Surgery

Community

12.6%

IMC

7.9%

Difference

-37%

Therapy

Community

25.8%

IMC

71.4%

Difference

176%

CLINICAL OUTCOMES

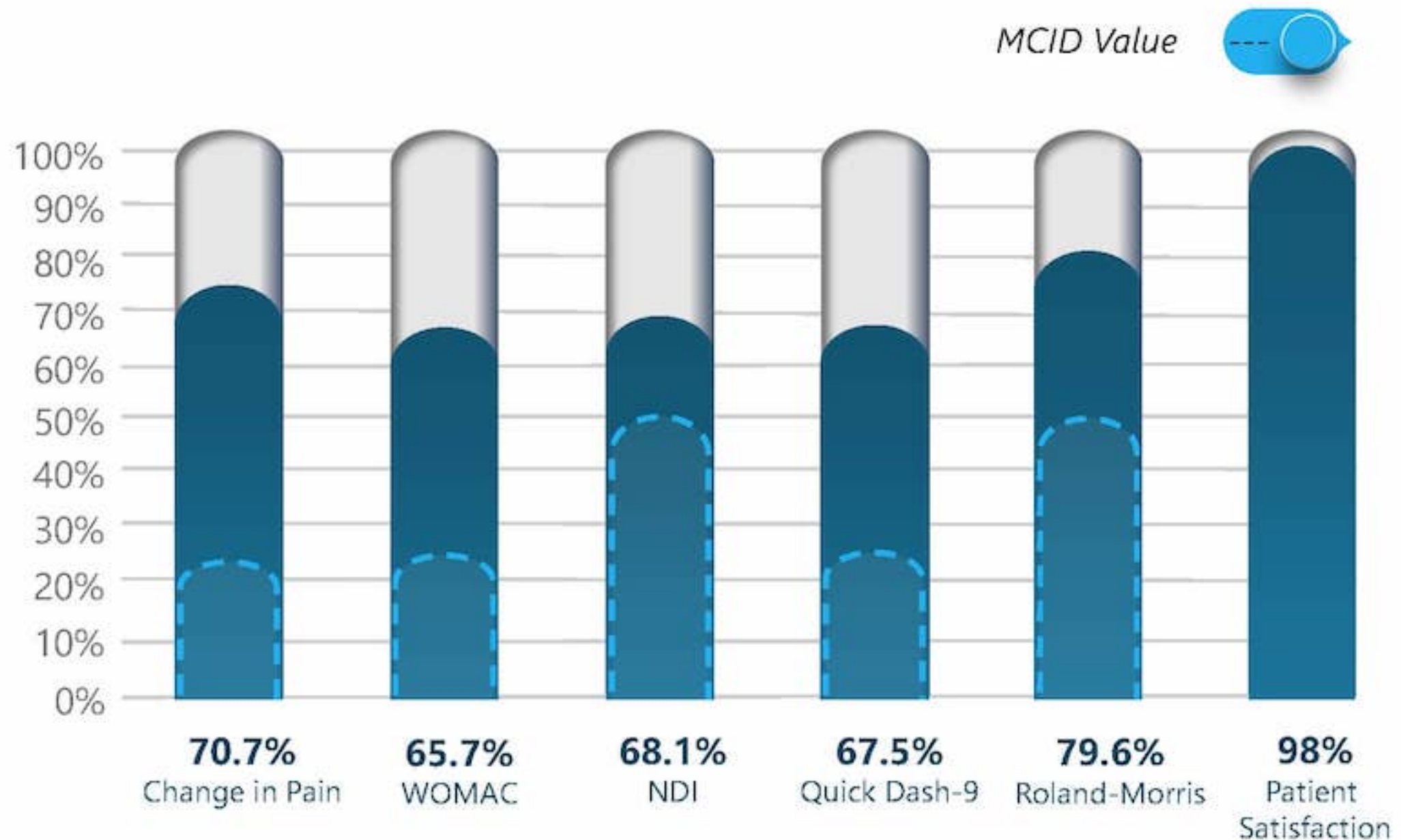
On-site Employer Case Study

Represents 15,000+ MSK-related cases treated with IMC's comprehensive suite of JointStrong® programs over a 9-year period for a Fortune 500 employer.

MSK CONDITION *
RECURRENCE RATE

Community
38.6%

IMC Care
16.4%



* Based on 18-month post discharge analysis of claims data

FINANCIAL OUTCOMES

Dispersed Employer Case Study

Represents the client experience of a highly dispersed employer utilizing IMC's Digital Platform model.

81% of all IMC cases treated with JointStrong® Telehealth



46% of scheduled MSK surgical procedures cancelled following IMC care

Average Cost Per Case



SOLUTION COST SAMPLE

Integrated Musculoskeletal Care

HEALTH COACHING CASE

\$100⁰⁰

VIRTUAL CARE CASE

\$750⁰⁰ - \$900⁰⁰

IN-PERSON CASE

\$850⁰⁰ - \$1000⁰⁰

NO SERVICE PMPM

All services are utilization based, and there is no PMPM or PMPY associated with the IMC program.

ALL INCLUSIVE RATE

Each case constitutes all potential visits with an IMC clinician for treatment of a body region

FOLLOW UPS INCLUDED

After discharge, a patient may return to their IMC provider for up to 3 months in the event of condition recurrence with no additional charge to client

BILLING OPPORTUNITIES

Client is billed after the member's initial evaluation. Clinical care cases can be billed as medical claims through clients TPA or invoiced directly to client.



VERIFIED SAVINGS

For the lives we touch

IMC guarantees a 25% reduction in your organizations musculoskeletal spend.



SOLUTION INTEGRATION

Integrated Musculoskeletal Care

01 EDUCATIONAL SUPPORT

Provide education to care coordination teams on proper identification of patients appropriate for JointStrong® programs.

02 PRE-CERTIFICATION REVIEW

Review pre-certification information and implement outreach campaigns targeting patients at-risk for escalation into higher cost care.

03 CALL CENTER | PATIENT TRANSFERS

Accept warm transfers to further patient education of JointStrong® programs and enroll qualified patients in the proper level of care.

04 OUTCOMES COLLECTION

Transfer outcomes data on member interactions, program completion, and recommended continuation of treatment plans to care coordination teams.

05 CLINICAL CARE RECOMMENDATIONS

Engage second opinion vendors to provide detailed JointStrong® clinical care notes and recommendations to assist in patient's clinical treatment.



COMMUNICATION OPPORTUNITIES

Member – Patient Engagement

IMC has successfully implemented segmented and general population strategic marketing campaigns for clients of all sizes with centralized and dispersed member populations across all industries.



Email and Direct Mail Communications

Care Coordination, HR Benefits Team Training

On-site Program Presentations

Prior Authorization Programs

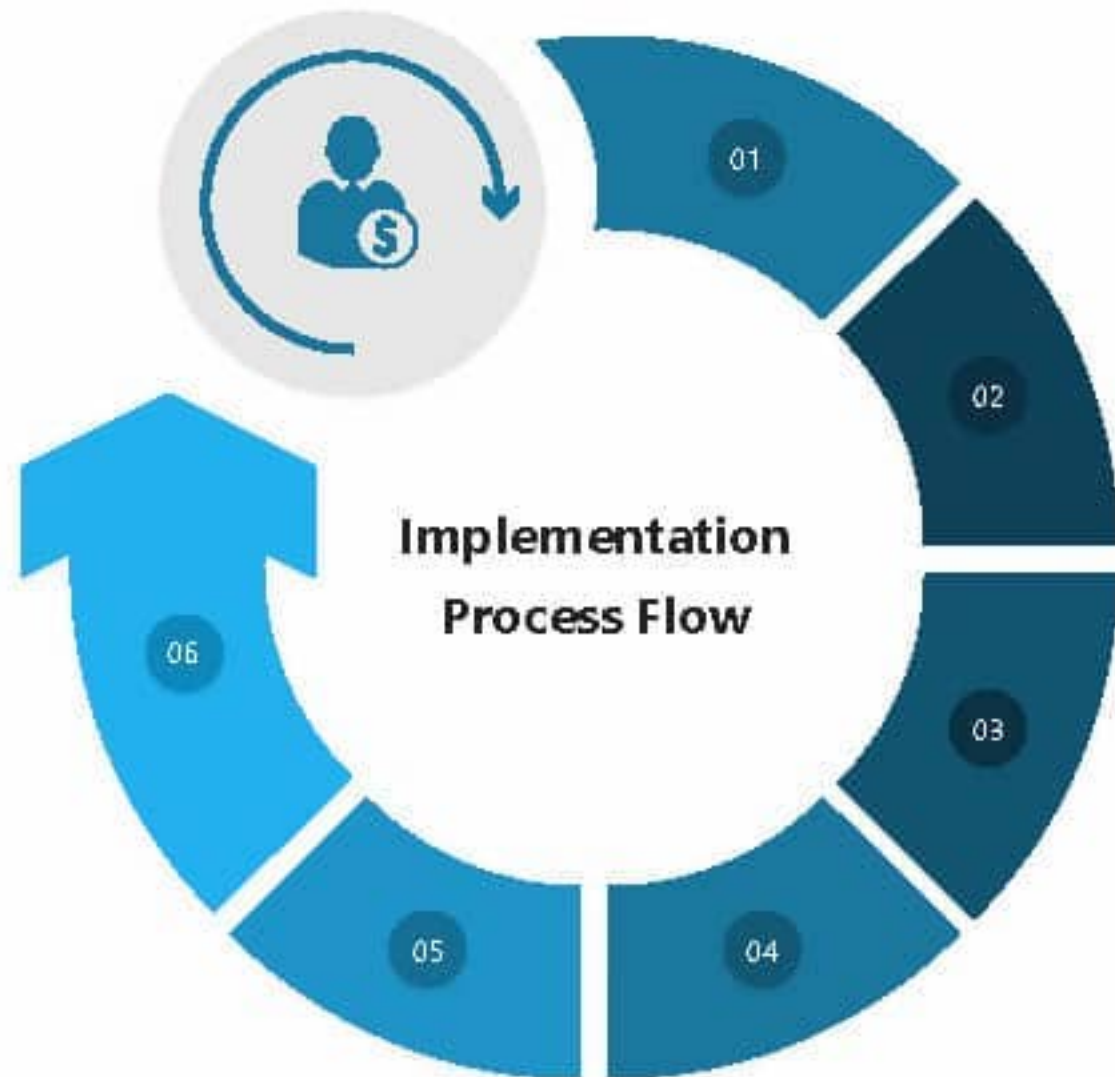
Client App and Website Integration

Breakroom / Common Area Print Media and Video Program Content

On-site Provider / Clinician Training and Program Introduction

WHAT HAPPENS NEXT

Integrated Musculoskeletal Care



01

LOCATION MAPPING

Client provides member census data for location mapping to IMC clinical network.

02

OPPORTUNITY ANALYSIS

Client provides claims data for opportunity analysis

03

STATEMENT OF WORK

IMC develops statement of work based on client needs and claims data review

04

SET IMPLEMENTATION STRATEGY

Client and IMC develop implementation strategy and service locations / pathway utilization

05

REVIEW FINANCIAL AGREEMENT

Client and IMC will set case rate for care

06

KPI GUARANTEES SET

IMC and client will establish key performance indicators (KPI's) around which contracted guarantees will be made.



Outcomes-Accountable™ Musculoskeletal Care

www.imcpt.com

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