



AIRROSTI REHAB CENTERS
TREATMENT OUTCOME RESULTS

Musculoskeletal Value Based Benefit Report for:
All Patients

Data Reported as of: **January 9, 2012**

Total Number of Cases: **59,278**

Average Treatment Duration (Per Case): **3.0**

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	58%	37%	5%	0%	0%

Patient Reported Pain Level

	None	Very Little	Moderate	Significant	Extreme
Pre-Treatment	2%	16%	48%	29%	4%
At Last Visit	40%	48%	10%	1%	0%

Patient Reported Age of Injury

Duration of Injury	# of Cases	Avg. Visits
Acute (0-14 Days)	15,978	2.6
Subacute (15 Days - 12 Weeks)	18,024	2.9
Chronic (12+ Weeks - 1 Year)	8,445	3.2
Long Term Chronic (More than 1 Year)	16,831	3.2
ALL CASES	59,278	3.0

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	44% (26373)	56% (32905)
Referred to Specialist	56% (14654)	2% (586)
Referred to Diagnostic Imaging	70% (18540)	3% (846)
Taking Medications (Rx and Non-Rx)	51% (13437)	31% (10235) <i>Non-Rx Only</i>
Previous Surgery for Injury	10% (2677)	N/A
Prior Rehab Visits (PT/Chiro)	56% (14816) <i>avg. number of visits: 5.3</i>	N/A
AVG NUMBER OF AIRROSTI VISITS	3.3	2.7

POST TREATMENT SUCCESS

Post Treatment Plan Surveys: In addition to tracking treatment results each visit, Airrosti conducts a post treatment plan survey on a patient's final visit to gauge the impact on key cost saving and patient satisfaction indicators.

	Patient Reported Resolution & Prevention <i>(Cases Reporting "YES" to Survey Questions)</i>
Did Airrosti Resolve Your Injury/Condition?	88% (42347*)
Did Airrosti Help Prevent a Recommended Surgery?	2013
Did Airrosti Help You Eliminate/Reduce Medications Taken For This Injury?	92% (18981*)
Did Airrosti Prevent Further Medical Services For This Injury? <i>(Including Patients Reporting Prior PT/Chiro Visits)</i>	90% (42353*)

**Number of survey participants answering question*

Patient Satisfaction Results From Post Treatment Survey

YES, I Would Recommend Airrosti to Friends and Family	Extremely Satisfied	Satisfied	Dissatisfied	Extremely Dissatisfied
99.6%	87.8%	11.7%	0.5%	0.0%

VALUE-BASED BENEFIT RETURN ON INVESTMENT

Airrosti's ROI Summary: The ROI summary below was determined by comparing the cost to resolve patient musculoskeletal conditions through Airrosti to the projected costs to treat the same conditions via traditional healthcare. Cost comparative data was provided by *Compass Professional Health Services (PHS)*, based on an independent regional analysis of episodic treatment costs according to specific injury/condition diagnosis codes. The Compass PHS analysis is based on actual claims data from nearly 200,000 patients in Austin, Houston, Dallas/Fort Worth and San Antonio.

Projections are based on diagnosis codes corresponding to injuries/conditions of your health plan members treated by Airrosti. Whenever possible, traditional treatment costs and timelines are based on data specific to your region.

Average Claims and Productivity ROI Per Patient Case

Total Number of Cases: 59,278

ACTUAL AIRROSTI TREATMENT COSTS	
Average Number of Visits	3.0
Treatment Duration in Weeks	2.6
Estimated Number of Lost Work Hours	12
Airrosti Cost Per Patient Case	\$667
Total Airrosti Cost for All Cases	\$39,489,525

PROJECTION OF TRADITIONAL TREATMENT COSTS	
Average Number of Visits	6.1
Treatment Duration in Weeks	24.7
Estimated Number of Lost Work Hours	27
Average Cost Per Episodic Case	\$4,048
Total Estimated Cost for All Cases	\$239,548,463

PROJECTED AVERAGE CLAIMS ROI PER PATIENT CASE	PROJECTED COST SAVINGS OF AIRROSTI OVER TRADITIONAL CARE FOR ALL CASES
507%	\$200,058,938

VALUE-BASED BENEFIT RETURN ON INVESTMENT (CONTINUED)

Airrosti's ROI Detail By Injury: The following table outlines the Airrosti savings benefit for your organization, based on the reported injuries/conditions of your health plan members treated by Airrosti, when compared to historical episodic costs of traditional treatment for the same injuries/conditions (as reported in the Compass PHS regional analysis).

Reported Injury/ Condition (by Diagnosis Codes)	Total Cases	TRADITIONAL TREATMENT		AIRROSTI TREATMENT			
		Cost per Case	Total Costs	Cost per Case	Total Costs	Total Savings	Avg. ROI
Back/Neck	23,321	\$5,599	\$130,579,399	\$662	\$15,428,925	\$115,150,474	746%
Shoulder	8,480	\$2,803	\$23,773,597	\$675	\$5,725,575	\$18,048,022	315%
Knee	10,458	\$3,292	\$34,429,078	\$649	\$6,786,450	\$27,642,628	407%
Ankle/Foot	8,033	\$1,971	\$15,833,272	\$703	\$5,644,125	\$10,189,147	181%
Hip	4,036	\$6,460	\$26,074,126	\$674	\$2,720,250	\$23,353,876	859%
Hand/Arm/Other	4,843	\$1,829	\$8,858,991	\$657	\$3,184,200	\$5,674,791	178%
TOTAL/AVG	59,171	\$4,048	\$239,548,463	\$667	\$39,489,525	\$200,058,938	507%

AIRROSTI PRODUCTIVITY SAVINGS

Airrosti's Productivity Impact: In addition to reducing direct costs related to health plan members' musculoskeletal injuries/conditions, Airrosti's rapid recovery treatment also positively impacts productivity. As outlined below, Airrosti significantly reduces the episodic treatment timelines historically experienced with traditional care (based on data from the Compass PHS regional analysis).

Reported Injury/ Condition (by Diagnosis Codes)	Total Cases	TRADITIONAL TREATMENT			AIRROSTI TREATMENT		
		Number of Visits	Duration in Weeks	Estimated Lost Work Hours	Number of Visits	Duration in Weeks	Estimated Lost Work Hours
Back/Neck	23,321	7.9	34.4	34	2.9	2.6	12
Shoulder	8,480	5.7	15.9	26	3.0	2.6	12
Knee	10,458	4.7	18.8	22	2.9	2.5	12
Ankle/Foot	8,033	5.0	21.0	23	3.1	2.6	12
Hip	4,036	4.8	18.9	22	3.0	2.6	12
Hand/Arm/Other	4,843	4.2	17.1	19	2.9	2.6	12
TOTAL/AVG	59,171	6.1	24.7	27	3.0	2.6	12

Cost comparative data provided by Compass Professional Health Services (PHS), 2010. Source: Employer claim data aggregated from various sources such as Compass Client Data and various claims clearinghouses such as Ingenix.

SURGERY PREVENTIONS & SUBSEQUENT SAVINGS

Surgical Cost Savings: The following cost savings analysis represents the estimated costs of surgical procedures (by diagnosis code) and total surgical care prevented by Airrosti, as determined from patient reported outcomes.

For patients who seek traditional care before visiting Airrosti, the cost of a recommended surgery is often prevented (**TABLE 1**). However, for those patients who choose Airrosti as a first treatment option, the entire cost of surgical care may be prevented (**TABLE 2**), resulting in significantly higher total cost savings for your organization.

Total Number of Surgical Cases Prevented (As Reported by Patients): 2012

Total Number of Plan Members Choosing Airrosti as a First Treatment Option: 32,905 / 56%

TABLE 1. Cost Savings Estimate for Surgeries Prevented by Airrosti

Reported Injury/ Condition (by Diagnosis Codes)	Total Cases	Per Case Surgical Costs	Total Surgical Costs	Airrosti Savings Over Surgical Costs
Back/Neck	737	\$11,435	\$8,428,083	\$7,821,483
Shoulder	355	\$6,231	\$2,212,130	\$1,906,130
Knee	312	\$8,749	\$2,729,858	\$2,488,433
Ankle/Foot	284	\$2,271	\$645,205	\$384,205
Hip	118	\$20,349	\$2,401,299	\$2,306,574
Hand/Arm/Other	206	\$3,457	\$712,151	\$545,651
TOTAL	2012	\$8,513	\$17,128,726	\$15,452,476

TABLE 2. Cost Savings Estimate for Total Surgical Care Prevented by Airrosti*

Reported Injury/ Condition (by Diagnosis Codes)	Total Cases	Per Case Total Treatment/Surgical Care Costs	Total Treatment/Surgical Care Costs	Airrosti Savings Over Total Surgical Care Costs
Back/Neck	737	\$25,805	\$19,018,793	\$18,412,193
Shoulder	355	\$10,890	\$3,865,960	\$3,559,960
Knee	312	\$14,519	\$4,529,930	\$4,288,505
Ankle/Foot	284	\$5,659	\$1,607,395	\$1,346,395
Hip	118	\$29,783	\$3,514,511	\$3,419,786
Hand/Arm/Other	206	\$6,408	\$1,320,169	\$1,153,669
TOTAL	2012	\$16,827	\$33,856,758	\$32,180,508

*Total treatment/surgical care costs include the entire episodic traditional treatment costs for a musculoskeletal injury/condition that requires surgery. Total costs include imaging and other diagnostic tests, specialist visits, surgery, post-surgery rehab and other associated costs.

Cost comparative data provided by Compass Professional Health Services (PHS), 2010. Source: Employer claim data aggregated from various sources such as Compass Client Data and various claims clearinghouses such as Ingenix.