

Occupational Accountable Care, LLC



Mission: To Develop Occupational Accountable Care relationships between providers, employers and payors to improve the Health and Productivity of Employed Populations

Value Driven Integration

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Why Occupational Accountable Care



Healthcare Trends

- Employer Healthcare Liability
- Aging Workforce
- Musculoskeletal Health Costs
- Population Health Management
- Value Based Reimbursements
- Coordinated Care Initiatives
- Quality Care Metrics
- Wellness Incentives
- Telehealth Triage

Occupational Barriers

- Benefit Silos
- Safety verses Health Promotion
- Provider Accountability
- Payer Collaboration
- Comorbidity Management
- Coordinated Care Services
- Primary Care Navigation
- Employee Population Health
- Value Based Reimbursements

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Accountable Metrics

- Work Comp (WC) Claims Experience
- WC Insurance Cost (BWC)
- WC Injury Frequency
- WC Claims Costs
- Work Disability (OSHA 300 DART)
- Employee Health Plan Medical Cost
- Health Risk Analysis
- Primary Care Navigation
- Health Plan Participation

Integrated Services

- Occupational Health
- Post Offer Screening
- On-Site Services
- Work Comp Injury Management
- Integrated Disability Management
 - OSHA First Aid
 - Direct Access
- Wellness Intervention
- Claims Management Policies
- Employee Population Health

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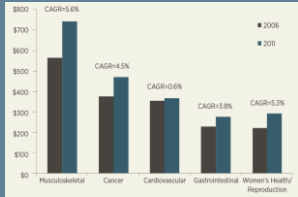
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Problem

"Musculoskeletal conditions are the costliest and most rapidly growing group of diseases."
 Truven Health Analytics

Spending PMPY by Major Diagnostic Category



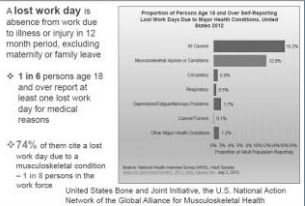
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The Problem

Lost Productivity
 Musculoskeletal conditions result in 74% of all lost work days



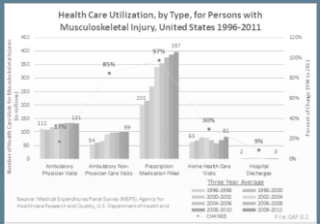
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The Problem

Musculoskeletal injury treatment had a 97% increase in Prescription Medications



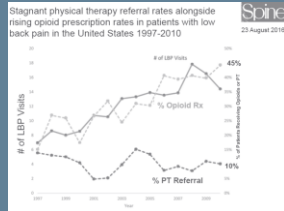
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The Problem ...

Opioid prescription treatment has increased by 45% while Physical Therapy treatment has remained stagnant at 10%



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Musculoskeletal Health and Wellness



The Solution = An Musculoskeletal Health and Wellness program that deploys preventative and pro-active treatment interventions for MSD's

- The rehabilitation provider should be the “hands on” leader to coordinate preventative and pro-active treatment to achieve the most cost-effective return on investment for musculoskeletal issues.

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Musculoskeletal Health and Wellness



The Solution ...

Musculoskeletal Health and Wellness Program

Prevention :

- Physical Ability Screening
- Ergonomic Job Analysis and Job Coaching
- Stretching and Exercise Program
- On-Site Athletic Trainers

Early Symptom Intervention

- OSHA Musculoskeletal First Aid
- Direct Access Evaluation and Treatment
- Coordinated Care Network
- Progressive Transitional Work Accommodation

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Musculoskeletal Health and Wellness

The Solution ...
Physical Ability Screening

Why:

- > New Hire Safety
- > Pre-Existing Conditions
- > Injury Prevention

What:

- > 30-Minute Physical Ability Screen
- > Establish Baseline Physical Ability
- > Identify Impairments and Coaching Exercises

When:

- > Post Employment Offer
- > Return to Work
- > Voluntary Wellness Screen

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Musculoskeletal Health and Wellness

The Solution ...
Ergonomic Job Analysis and Coaching

Why :

- > New Hire Safe Job Matching
- > Return to Work Capability
- > Transitional Work Accommodation
- > Supervisor Training

What :

- > Identify Essential Physical Job Demands
- > Ergonomic Risk Analysis
- > Safe Work Instruction and Training

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Musculoskeletal Health and Wellness

The Solution ...
Stretching and Exercise Program

Why :

- > Improve Employee Moral and Productivity
- > Enhance OSHA First Aid treatment options
- > Reduce Work-Related Injuries

What :

- > Identify posture > movement > strength requirements
- > Develop job specific targeted stretching and exercises
- > Promote flexibility, comfort and optimal muscle function

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Musculoskeletal Health and Wellness

The Solution ...
On-Site Athletic Trainers

What :

- > Part-Time On-Site Athletic Trainer
- > Musculoskeletal evaluations, triage and treatments
- > On-Site Work Coach and Employee Consultation
- > Physical Ability Screening and RTW Accommodation

Why:

- > Reduce claim frequency, medical cost and disability
- > Eliminate time off for medical appointments
- > Cost effective hourly on-site medical services
- > Independent Medical Professional consultation

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Musculoskeletal Health and Wellness

The Solution Early Symptom Intervention

OSHA First Aid for Work Related Musculoskeletal Complaints



1. OSHA has expanded the definition of First Aid treatment to include work-related musculoskeletal evaluations and passive rehabilitation.
2. Employers and injured workers have the option to seek an OSHA First Aid evaluation prior to filing a Workers' Compensation claim.
3. OSHA services can be provided on-site or as outpatient rehabilitation.
4. OSHA services are billed and paid directly by the employer
5. Employers have significantly reduced work related musculoskeletal claims frequency and severity through OSHA First Aid.

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Musculoskeletal Health and Wellness

OSHA First Aid Musculoskeletal Evaluation

1. Take a thorough medical history
2. Determine pre-existing and causality
3. Observe and evaluate tissue changes
4. Assess range of motion,
5. Manual muscle tests
6. Indicated special tests
7. Circulation & neurological assessment
8. Rule out significant injuries

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Musculoskeletal Health and Wellness

The Solution Early Symptom Intervention

Direct Access for Non- Work-Related Musculoskeletal Injuries

1. Patients can see a licensed Physical and Occupational Therapist without a Physician prescription in the State of Ohio.
2. Direct Access rehabilitation is accepted and billed to the employee health insurance plan.
3. Direct Access has proven to reduce unnecessary medical visits, diagnostics and rehabilitation delays which will save employees and employers medical costs.

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Musculoskeletal Health and Wellness

The Solution

Return of Investment (ROI) = Reduced Claim Frequency and Severity

Average Annual Workers' Compensation ROI Projection						
ROI Estimate	30%		40%		50%	
	Conservative	Realistic	Conservative	Realistic	Conservative	Realistic
Reduced Frequency	45	45	45	45	45	45
Reduced Severity	25%	25%	25%	25%	25%	25%
Total Claims	45	45	45	45	45	45
MSD Claims	20	20	20	20	20	20
Reduced Frequency	6	8	10	10	10	10
Remaining Claims	14	12	10	10	10	10
Reduced Severity	\$ 22,531	\$ 22,531	\$ 22,531	\$ 22,531	\$ 22,531	\$ 22,531
Direct WC Cost Savings	\$ 74,986	\$ 94,719	\$ 94,719	\$ 94,719	\$ 106,539	\$ 106,539
IDM Program Cost Estimate	\$ 41,577	\$ 41,577	\$ 41,577	\$ 41,577	\$ 41,577	\$ 41,577
Direct Cost ROI Estimate	180%	220%	220%	220%	256%	256%

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The Solution Third Party Accountable Care Management

- Employer Policy and Procedure development
- Physician Referral Network Coordination
- Quality Assurance Evidenced Based Disability Guidelines
- Accountable Care Outcomes direct and in-direct value reporting
- Case Management Coordination for chronic or non-compliant claims
- Integrated software access and dashboard reporting
- Per-Employee Per-Year (PEPY) Management Fee

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Musculoskeletal Health and Wellness



The Solution

- Physical Ability Screening
- Musculoskeletal Wellness Program
- On-Site Athletic Trainer
- OSHA Work-Related Musculoskeletal First Aid Services
- Direct Access Evaluations for Non-Work-Related Injuries
- Physician Network Care Coordination
- Progressive Return to Work Claims Management Policies
- Third Party Accountable Care Oversight

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