

# Primus Simulates Any Work Activity and Keeps Clients Coming Back to NovaCare Rehabilitation





NovaCare Rehabilitation in Northfield, NJ, offers physical, occupational and aquatic therapy as well as concussion management and work conditioning. NovaCare Rehabilitation purchased Primus from BTE for the center in 2001.

"I love the Primus. We use it with as many patients as we can, about 12-14 every day," says Rich Douglas, center manager. "We use it in hand therapy a lot, but also general treatment, strengthening, range of motion, neuromuscular reeducation and testing of effort. We use it for a whole range of work-simulated activities."

Primus is the most versatile physical and occupational therapy equipment for multi-joint testing, orthopedic rehab, neuromuscular reeducation and advanced musculoskeletal athletic training of the upper and lower extremities and the core. Clinicians can evaluate, rehabilitate and track progress with Isotonic,

Isometric, Isokinetic and CPM resistance modes. With adjustable height, smooth resistance modes and a full set of functional attachments, Primus can replicate nearly any functional task and combines the features of over four different machines into one compact product.

Rich likes that Primus helps his clinicians provide personalized care. "Patients don't like to do the same thing each day. They are coming for individualized care, not cookie-cutter care. With all the attachments and hundreds of set-ups, Primus can simulate any task."

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## PRIMUS KEEPS CLIENTS COMING BACK

"I believe patients are coming back to the center more often when they work with Primus," Rich states. "They like the technology, seeing the results and tracking their improvement on the screen. They want to come back next time to get better results, as the goal is to improve performance at each session. This technology gives them something they cannot replicate at home or at other physical rehabilitation centers in the area."



## PRIMUS SIMULATES ANY WORK ACTIVITY FOR WORKERS' COMPENSATION CLIENTS

Primus is an excellent machine for improving workers' compensation results; these patients represent 40 percent of Rich's patients. Due to their proximity to Atlantic City, NovaCare Rehabilitation in Northfield gets many casino employees, from dealers to room attendants to contractors. The center also works extensively with government employees, such as the local police and fire departments, as well as many workers in other fields.

The center uses Primus extensively for work conditioning and teaching proper body mechanics. "At NovaCare, we design occupation-based personalized plans of care for fire-fighters, police officers, truck drivers, electricians and more," he explains.

Rich also points to Primus functionality which allows him to replicate any work activity so his patients can return to work faster. "From ripping down drywall to tussling with a suspect, we can simulate any activity, test it objectively, get visual feedback and share those results. Primus helps us replicate the duties they need to perform so they can get back to work. Our patients appreciate that we listen to them and know what they need to be able to do to return to work. We also use Primus to address the whole body, not just the injury."



**"WE CAN SIMULATE ANY ACTIVITY, TEST IT OBJECTIVELY, GET VISUAL FEEDBACK AND SHARE THOSE RESULTS."**

## PRIMUS MEASURES EFFORT

Primus helps keep workers' compensation patients motivated during physical therapy with effort measurements. This helps get workers back on the job more quickly, something employers can be happy about.

"We have to keep costs low, get results and keep the referral source happy, but we also have to keep the patient happy," says Rich. "Using Primus for effort measurement allows us to do both. We can objectively show when a patient is not putting in a consistent effort. It gives us objective data to support our subjective findings."

Earlier this year, Rich gave a presentation on using Primus to measure effort to the New Jersey Workers' Compensation Advisory Board. "Now we get calls from doctors and case workers to find out if their patients are giving consistent effort in therapy. Since the referral sources see how these tests can help them, they request them from us."

## PRIMUS FOR MARKETING & REFERRALS

"None of the other physical rehabilitation centers around have Primus, so I use it to market my center," says Rich. He often prints out reports and takes them personally to doctors and risk case managers. "The objective data clearly shows patient progress and evidence for our recommendations. It's a terrific marketing tool that helps us get more referrals."



**"PRIMUS HELPS OUR CENTER BE MORE SUCCESSFUL. IT'S A HOME RUN FOR ME."**

## PRIMUS DOES IT ALL

"Primus is a device which is functional, objective and marketable to referral sources, a device that can simulate any job or task. You are only limited by your own creativity," Rich confirms. "Primus helps our center be more successful. It's a home run for me."



BTE's Rehabilitation Equipment provides therapists with superior technology and processes, enabling them to optimize patient and clinic results. BTE's systems achieve this by objective measurement and documentation of assessment, treatment, and outcomes, supporting decision-making throughout the continuum of care. With BTE's Rehabilitation Equipment, therapists achieve better patient and clinic outcomes.