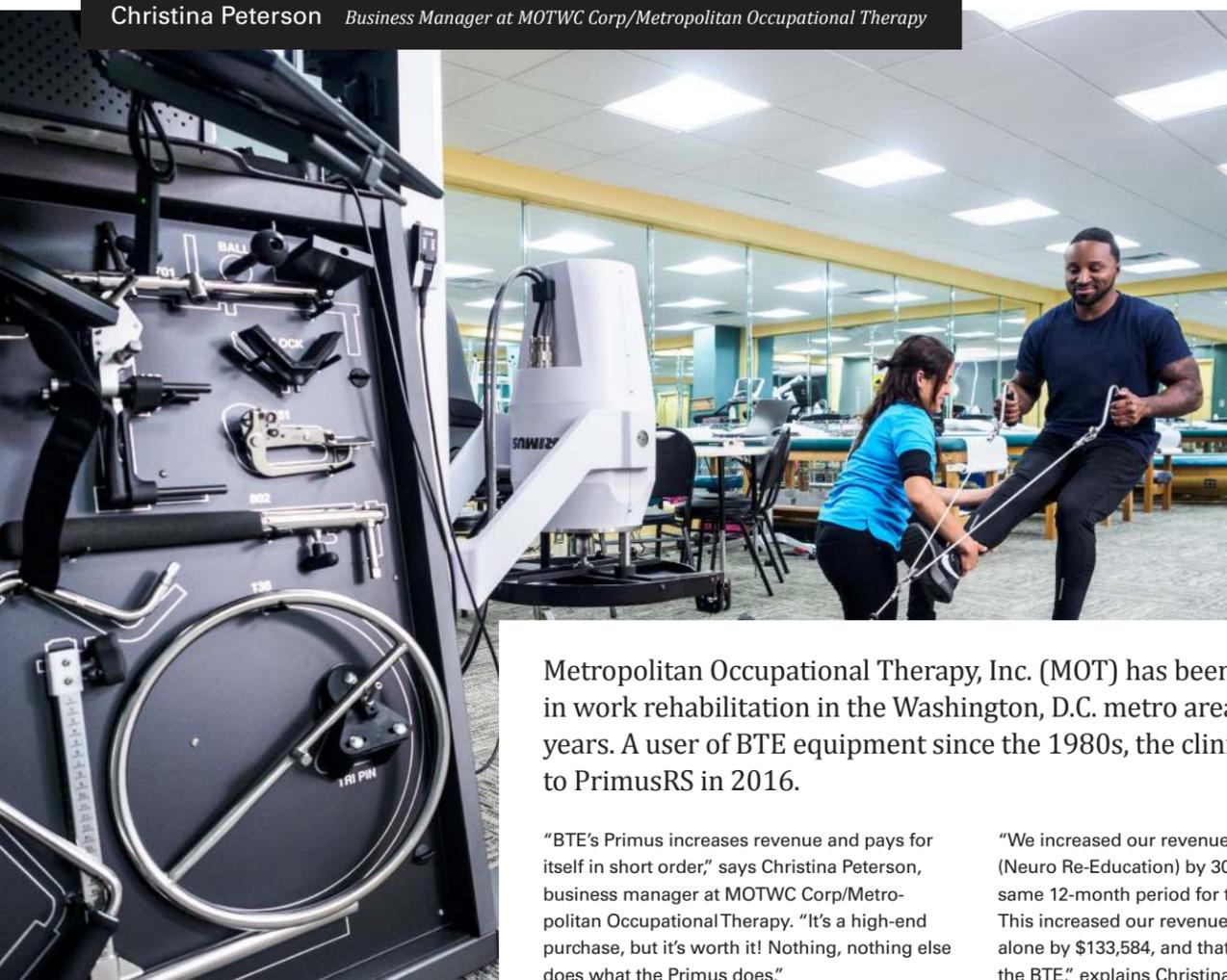


***BTE PrimusRS Pays for Itself,
Adds Revenue, Generates
Better Patient Outcomes
at Metropolitan
Occupational Therapy***



“BTE’s Primus increases revenue and pays for itself in short order. It’s a high-end purchase, but it’s worth it! Nothing, nothing else does what the Primus does.”

Christina Peterson *Business Manager at MOTWC Corp/Metropolitan Occupational Therapy*



Metropolitan Occupational Therapy, Inc. (MOT) has been a leader in work rehabilitation in the Washington, D.C. metro area for over 25 years. A user of BTE equipment since the 1980s, the clinic upgraded to PrimusRS in 2016.

“BTE’s Primus increases revenue and pays for itself in short order,” says Christina Peterson, business manager at MOTWC Corp/Metropolitan Occupational Therapy. “It’s a high-end purchase, but it’s worth it! Nothing, nothing else does what the Primus does.”

After the clinic’s two BTE Work Simulators bit the dust from more than 20 years of heavy use, MOH traded one in and signed a rent-to-own agreement for a PrimusRS, installed in November 2016. Compact and computerized, the versatile Primus does the work of four machines in one and gives therapists the ability to build creative treatment plans that benefit patients’ recovery while maximizing the clinic’s productivity and bottom line.

Just 12 months after the Primus installation, MOT’s revenue has increased dramatically. One reason for this is the way the equipment integrates with Workers’ Comp. When building Primus into their Workers’ Comp treatment plans, therapists can bill two units instead of one and focus on CPT codes that generate higher per-unit fees, says Christina.

“We increased our revenue for CPT code 97112 (Neuro Re-Education) by 30 percent, over the same 12-month period for the previous year. This increased our revenue on this CPT code alone by \$133,584, and that more than paid for the BTE,” explains Christina.

Now, the clinic’s monthly rental payment for the Primus is paid for in two days’ worth of Primus-billed treatment—and every unit billed beyond those two days is profit.

Rave Reviews from Therapists, Patients

With injured workers comprising 90 percent of its patients, MOT offers Physical Therapy, Hand Therapy, Functional Capacity Evaluations (FCEs) and Work Hardening/Work Conditioning. Most patients are Spanish-speaking workers in construction, landscaping, and restaurants—heavy manual activities.

From initial evaluation to full recovery, MOT’s three full-time therapists, two who are bilingual, offer a wide spectrum of experience. Clinical Director, Kathy Nicolson, PT, focuses on upper extremities, while Monica Guillen, MPT, works mainly with the orthopedic population and lower extremities. Selene Quiroga, DPT, focuses on the upper extremity, including hand therapy, and is working towards earning her Certified Hand Therapist (CHT) credentials in 2018.

The therapists’ enthusiasm for the Primus continually increases as they see the superior clinical outcomes for their patients and marvel at how patients clamor to be selected to work on the machine. They point out its ease of use for clinical staff and patients; its time-saving software evaluation and treatment templates; and its objective, measurable data, which is viewable in real-time and keeps patients motivated.

“The Primus lets us do both concentric and eccentric on one machine, something we couldn’t do before,” notes Kathy. The machine’s four platforms include upper and lower extremity, lift, cable column and task simulator. The four resistance modes—CPM, Isotonic, Isometric and Isokinetic—help simulate nearly any functional activity.

Therapists also like the easy access to patient information stored in the software. And because the Primus allows testing and treatment to be done simultaneously, therapists and patients can see progress daily.

The easy-to-use touchscreen gives real-time feedback that motivates patients. They can watch the screen to see if they’re making progress and can compare this data to the results of their last session. Progress reports with color graphs can be printed for documentation and to share with doctors, case workers and insurance companies.

“Patients see the Primus, and there’s definitely a ‘cool factor.’ They love the sleek, modern design,” adds Kathy. This helps keep them excited about actively engaging in their rehab, and keeps them coming back for session after session.

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90%
of MOT patients are workers comp

90%
of upper extremity hand patients use PrimusRS

100%
utilization of PrimusRS

30%
Revenue increase in a single CPT code over the span of one year

PrimusRS Utilized 100% Every Day

Primus is used at MOT for all three stages of patient care, leading to full utilization of the equipment, day in and day out.

Each patient's therapy program begins with an initial FCE to examine and evaluate the injured worker's current level of functioning, primarily as it relates to his or her specific job demands. The Primus component of the FCE takes only 10 minutes of the three-to four-hour evaluation and is extremely efficient in providing measurable, objective data; no manual calculations are needed. FCEs are required every 30 days for re-evaluations that document patients' progress and justify continued treatment.

Patients then in Physical Therapy, and once they plateau, move into Work Hardening, a specialized treatment program to help injured workers build strength, power and endurance for their specific work routines. Primus very easily measures all three parameters. It is especially useful with Selene's Hand Therapy patients to measure not only strength and power, but time/endurance for activities such as holding power tools.

In a busy period, MOT may see 50 patients per day in its PT clinic with another 10-15 per day in Work Hardening. Most Work Hardening programs run for four to eight weeks; eight hours per day, five days per week with Workers' Comp insurance paying \$102.41 per hour in Maryland. Given this demand, it takes careful scheduling daily to manage time requests for the Primus.

"It's used from the moment patients arrive until the end of the day," says Christina. "From every FCE we do, 5 to 10 a week, to PT and Work Hardening patients, all day long. The biggest problem we have is therapists waiting in line for the Primus."



Training Spurs Creativity, Greater Usage

BTE's extensive training encourages therapists to explore innovative ways to use Primus to address patient needs and maximize billing. During training at BTE's Hanover facility, Monica learned how to use attachments to simulate pneumatic activities that involve resistance, "like using a nail gun, a jack hammer—something they can't replicate at home with a Thera-Band," she says.

While therapists are focusing on innovative ways Primus can help their patients, Christina knows the business potential for the PrimusRS is only in the early stages.

"Even though patients are on it all day, we're not yet using our Primus to its full potential. We're only using it for upper extremity, and we need to expand into lower extremity," says Christina.

Potentially, a second Primus down the road could free up one Primus for the PT clinic so the other can be dedicated to lower extremity. Expanding its offerings to include a clinic alongside the PT clinic is yet another option for growth. Future use will evolve, but for now Christina is delighted to celebrate the clinic's first year with the PrimusRS.

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