

## WELCOME TO DPT

The complete MSK care employer solution.



## THE RIGHT APPROACH TO MSK CARE.



DPT is the complete MSK solution designed for life-changing pain reduction - no matter who you are or where you live.

We offer an employee benefit solution – first priority being to prevent injury and second is to treat it.



#### We provide all levels of care.

A proven, hybrid approach to MSK care: Near site, On-site, & Telehealth. Owned & operated by DPT.



#### We want pain-free living.

We are on a mission to empower people to live pain-free lives.



Proactive and preventive MSK approach called "DPTDirect."



#### We put the patient at the center.

Building trust between therapist and patient to find the best path to recovery

# THE STATUS QUO OF MSK CARE

#### Fragmented Care

- Complex care pathways involving multiple providers
- No care navigation or triage for MSK
- Patients unclear where to get first, defaulting to the ER or Orthopedic surgeons, major cost drivers

#### Low-Quality Care

- Doctorate-level Physical Therapists aren't the primary PT provider
- Digital-only solutions
- Misdiagnoses
- Failure to first try non-surgical treatments



# INCREASING, AVOIDABLE COSTS



- MSK drive 20% of all healthcare spend<sup>1</sup>
- 50% of spinal surgeries may be unnecessary or inappropriate<sup>2</sup>
- MSK conditions account for \$84B annually in drug spend<sup>3</sup>
- MSK conditions are the most common reason for chronic opioid use<sup>3</sup>
- Diagnostic errors in MSK care could cost up to \$20B annually
- MSK drives more business costs than cancer, cardiovascular disease, or diabetes.

#### **KNOW THE DIFFERENCE**

## THE (D)PT FIRST JOURNEY

DPT can treat >70% of MSK dysfunction with the right diagnosis, treatment, and timing. Prioritizing DPT prevents unnecessary procedures and costs, leading to prompt treatment, better outcomes, and improved quality of life.











Low to high acuity injury occurs



**Evaluation & Care Navigation** 

Patient visits DPT for evaluation with elite doctorate-level physical therapist or occupational therapist . We assess a member to ensure they receive the right treatment for the right amount of time.



The patient begins therapy intervention within 48 hours which includes skilled manual treatment, progressive exercises and education.

I Referral (only if needed, ~30%)

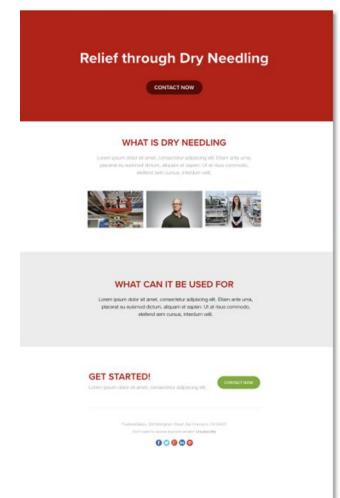
Referral out for continued medical examination to confirm diagnosis and treatment plan



#### **KNOW THE DIFFERENCE**

# DPT PATIENT ENROLLMENT & EDUCATION

- Create and deploy custom communication campaigns to create awareness and encourage all members to seek "DPT first." Custom assets can include:
  - Email
  - Direct mail
  - SMS/Text
  - Social posts
  - Client communication channels
  - Monthly topical content assets
  - Employee educational webinar series
  - Onsite health fair presence
- Custom campaign themes based on population demographics, population health segmentation, etc.









**KNOW THE DIFFERENCE** 

### **DPT OUTCOMES**

"Working with DPT is helping me with building my muscles to support by body movement for my job and at home"

**DPT MEMBER** 

"Physical: Better range of motion, strengthening, pushes me to get better, great attitude. Mental: Fear inside of me is slowly diminishing because my PT is showing me it can be done."

**DPT MEMBER** 

"I feel better overall after being injured and feel like I will progress from this going forward"

**DPT MEMBER**