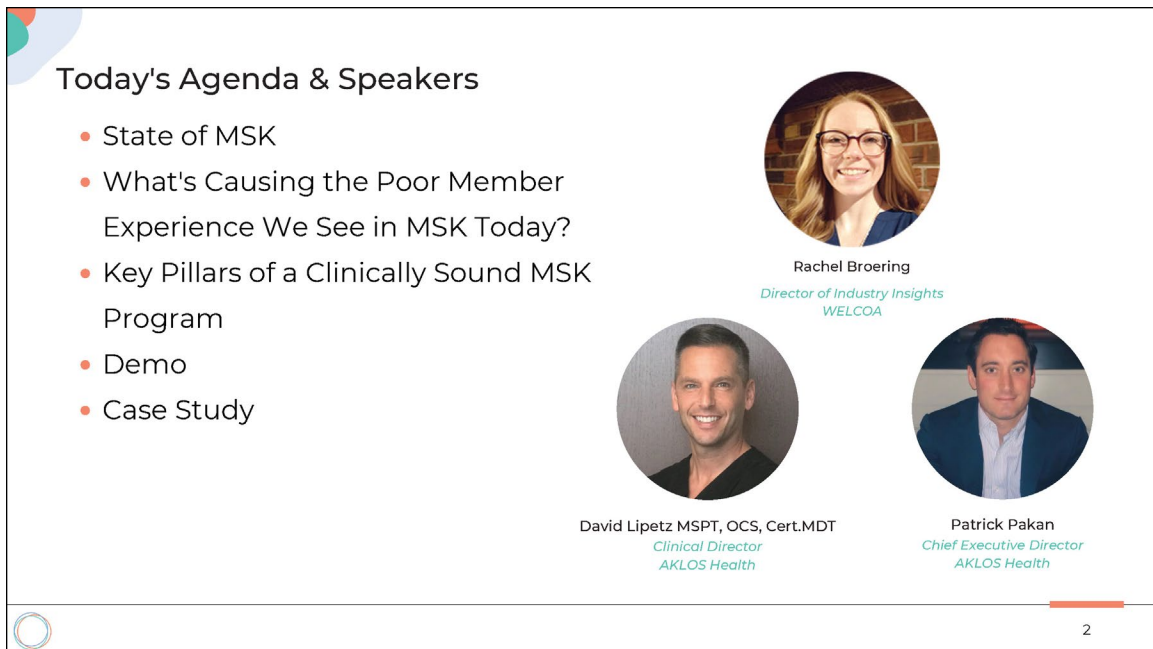


# WELCOA Special Event – Hybrid Approach to Care: How Top Orthopedists Are Now Addressing Musculoskeletal Pain

David Lipetz, MSPT, OCS, Cert.MDT, Clinical Director, AKLOS Health • Patrick Pakan, Chief Executive Director, AKLOS Health



↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓



↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

# WELCOA Special Event – Hybrid Approach to Care: How Top Orthopedists Are Now Addressing Musculoskeletal Pain

David Lipetz, MSPT, OCS, Cert.MDT, Clinical Director, AKLOS Health • Patrick Pakan, Chief Executive Director, AKLOS Health


### State of MSK

**85%**  
% of employers ranking MSK issues as a top condition impacting healthcare costs <sup>1</sup>

**17%**  
% of employers' healthcare budgets spent on MSK conditions

**5x**  
Higher indirect costs due to missed work days, lost productivity, etc

Mental health conditions, like **anxiety and depression**, are closely linked to chronic pain



1) National Business Group on Health: 2020 Large Employers' Health Care Strategy and Plan Design Survey.

3

↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

### What's Causing the Poor Member Experience We See in MSK Today?

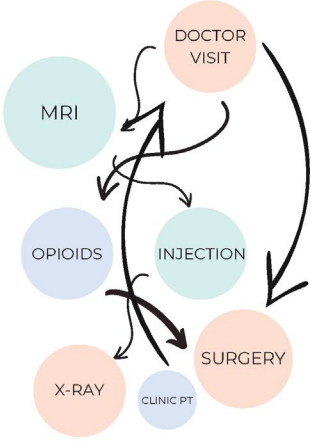
**Uncoordinated care** drives costs and frustrates workers, potentially leaving their pain unaddressed

.....

Costly and invasive interventions are used too quickly and too often (MRIs, injections, opioids, surgeries)

.....

Traditional physical therapy has **low adherence rates** and fully virtual programs aren't preferred by patients



4

↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

# WELCOA Special Event – Hybrid Approach to Care: How Top Orthopedists Are Now Addressing Musculoskeletal Pain

David Lipetz, MSPT, OCS, Cert.MDT, Clinical Director, AKLOS Health • Patrick Pakan, Chief Executive Director, AKLOS Health

## Key Pillars of a Clinically Sound MSK Program

1 *Eliminate waste by directing members to the appropriate plan of care from Day 1*

- Clinical screening questionnaires must be **reviewed by a complete clinical care team**, which should include a physician.
- In-person evaluations  
*Any "red flags" from the member questionnaire can be further assessed during an in-person evaluation. The DPT can also assess joint mechanics, soft tissue integrity, and strength levels, none of which can be captured through a video call with the member.*

*Physical therapy is an effective first-line treatment plan, but it may not be the best course of care for everyone.*

5

↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

## Key Pillars of a Clinically Sound MSK Program

2 *Hybrid care enables personalization while accommodating member preferences*

- ✓ Retain a human-centered approach inherent to healthcare
- ✓ Ensure personalization of care for your members
- ✓ Maintain the convenience of a fully-virtual solution with the added benefit of in-person (in-home) sessions with a DPT
- ✓ Accommodate worker preference with a mix of virtual and in-person sessions

6

↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

# WELCOA Special Event – Hybrid Approach to Care: How Top Orthopedists Are Now Addressing Musculoskeletal Pain


David Lipetz, MSPT, OCS, Cert.MDT, Clinical Director, AKLOS Health • Patrick Pakan, Chief Executive Director, AKLOS Health

## Key Pillars of a Clinically Sound MSK Program

3 *Supervision by Doctors of Physical Therapy, not health coaches*

Physical therapists are required to complete extensive training, so it's important to ensure your workforce is being **educated and supervised** by individuals that are the most qualified to deliver care.

**40 : 1**  
Doctor of Physical Therapy to Member Ratio



7

↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

## Key Pillars of a Clinically Sound MSK Program

4 *Complete programs require soft tissue mobilization*

Ignoring the soft tissue component of chronic pain in a virtual platform is a mistake

A systematic review of literature reveals significant improvements in muscle flexibility and activity with soft tissue therapy.<sup>1</sup>



1) Jurecka A, Papież M, Skucińska P, Gądek A. Evaluating the Effectiveness of Soft Tissue Therapy in the Treatment of Disorders and Postoperative Conditions of the Knee Joint-A Systematic Review. J Clin Med. 2021 Dec 18;10(24):5944. doi: 10.3390/jcm10245944. PMID: 34945240; PMCID: PMC8704673.

8

↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

# WELCOA Special Event – Hybrid Approach to Care: How Top Orthopedists Are Now Addressing Musculoskeletal Pain

David Lipetz, MSPT, OCS, Cert.MDT, Clinical Director, AKLOS Health • Patrick Pakan, Chief Executive Director, AKLOS Health

## Key Pillars of a Clinically Sound MSK Program

5 Utilize motion tracking technology, but for the right reasons

- Is real-time biofeedback being delivered to the member during an exercise session?
- Is the technology providing clinical data to the DPTs so they can make objective decisions regarding progression or regression in the care plan?
- Is the technology detecting advanced analytics such as muscle activation or specific joint patterns that provide valuable clinical insights to the DPT?




9

↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

## AKLOS Health Case Study (May-June 2022)

### 156 workers - Outcomes from 10-week program



*"I can play with my grandchildren now that my back pain is under control!"*  
- Real AKLOS Participant

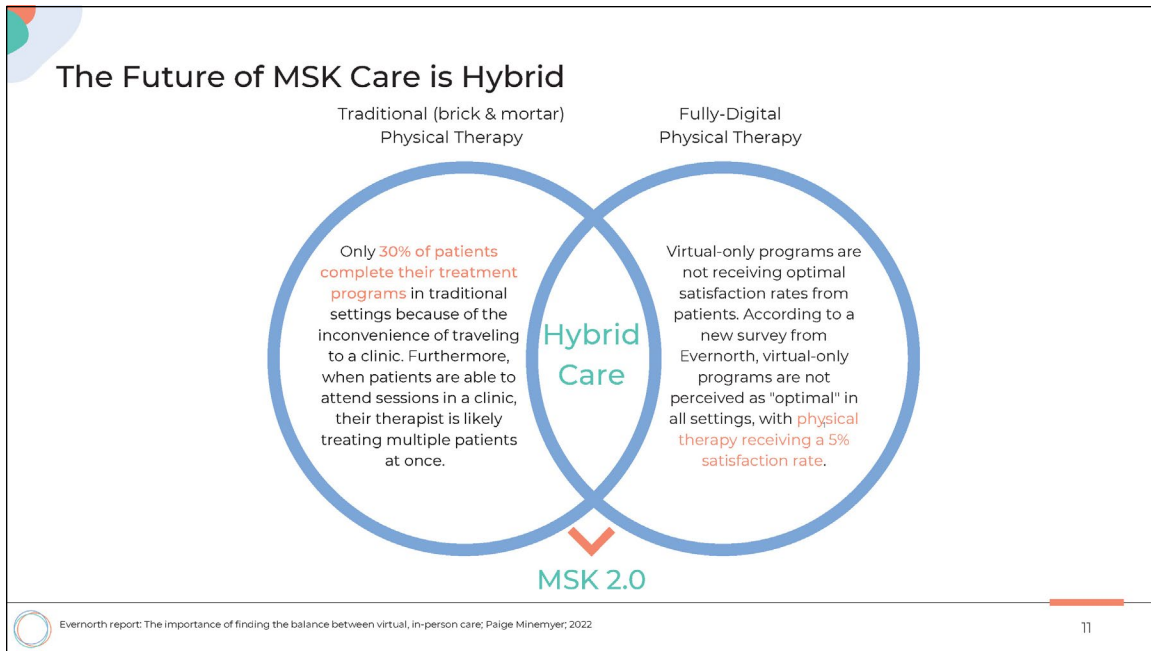
<b>Physical Health</b>		<b>Employee Productivity</b>	
Pain Reduction	Reduction in Surgery Intent	Reduction in Hours of Work Missed Due to Pain	
<b>71%</b>	<b>70%</b>	<b>62%</b>	
<b>Mental Health</b>		<b>Program Engagement</b>	
Reduction in Medication Consumption	Anxiety	Weekly Sessions	Total Articles Read
<b>52%</b>	<b>62%</b> ↓	<b>5.1</b>	<b>18</b>
Depression	Weekly Communications With Physical Therapist	<b>6.3</b>	
<b>60%</b> ↓			

10

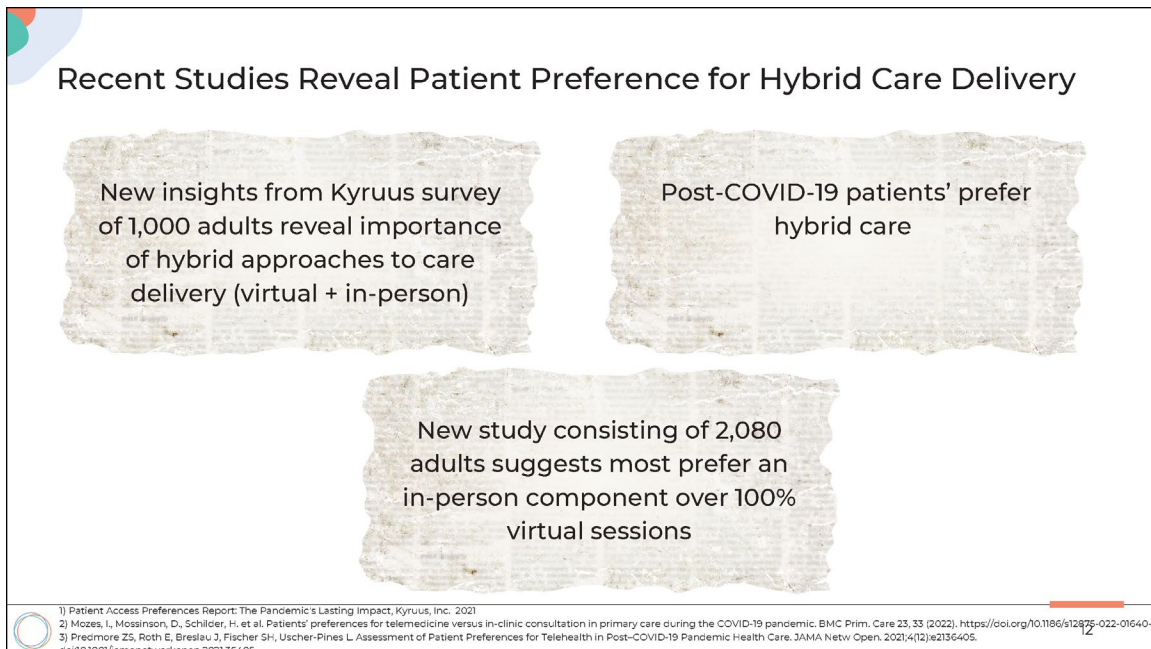
↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

# WELCOA Special Event – Hybrid Approach to Care: How Top Orthopedists Are Now Addressing Musculoskeletal Pain

David Lipetz, MSPT, OCS, Cert.MDT, Clinical Director, AKLOS Health • Patrick Pakan, Chief Executive Director, AKLOS Health



↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓



↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓

# WELCOA Special Event – Hybrid Approach to Care: How Top Orthopedists Are Now Addressing Musculoskeletal Pain


David Lipetz, MSPT, OCS, Cert.MDT, Clinical Director, AKLOS Health • Patrick Pakan, Chief Executive Director, AKLOS Health

Q&A

“AKLOS Health has physical therapists that actually take the time to educate members throughout the recovery process.”

- Julian Edelman, Super Bowl MVP

Reach out to  
[info@akloshealth.com](mailto:info@akloshealth.com)  
for more info



13

↓ NOTES: Using Acrobat Reader, you can now type out your notes in the space provided under each thumbnail slide. DON'T FORGET TO SAVE YOUR FILE! ↓