

Clinical Affiliation Program (CAP) Lecture Series: Outcomes

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Director of Clinical Outcomes*



- **Intro**
- **What, Why, 3 How's**
- **Clinical Affiliation Program Design/Goals**
- **Purpose of today...**



Benchmark Comparison

- "Without data you're just another person with an opinion." *W. Edwards Demming*
- "Data tells us where to go and how to act."
Melinda Gates



What is FOTO?

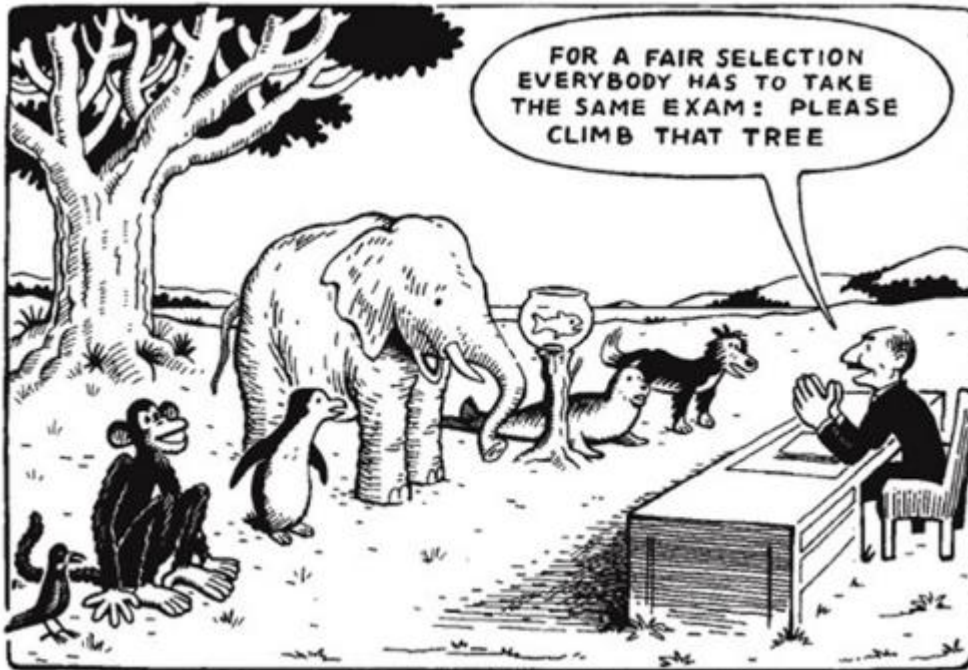


2 min



What is FOTO?

- **“FOTO is an outcomes management system for ‘risk-adjusted’, benchmarked reporting and quality management.”**



What is FOTO?

- **Currently**
 - **21.9 million patient assessments**
 - **23,000 clinicians**
 - **4800 clinics**
 - **5.9 million completed episodes**

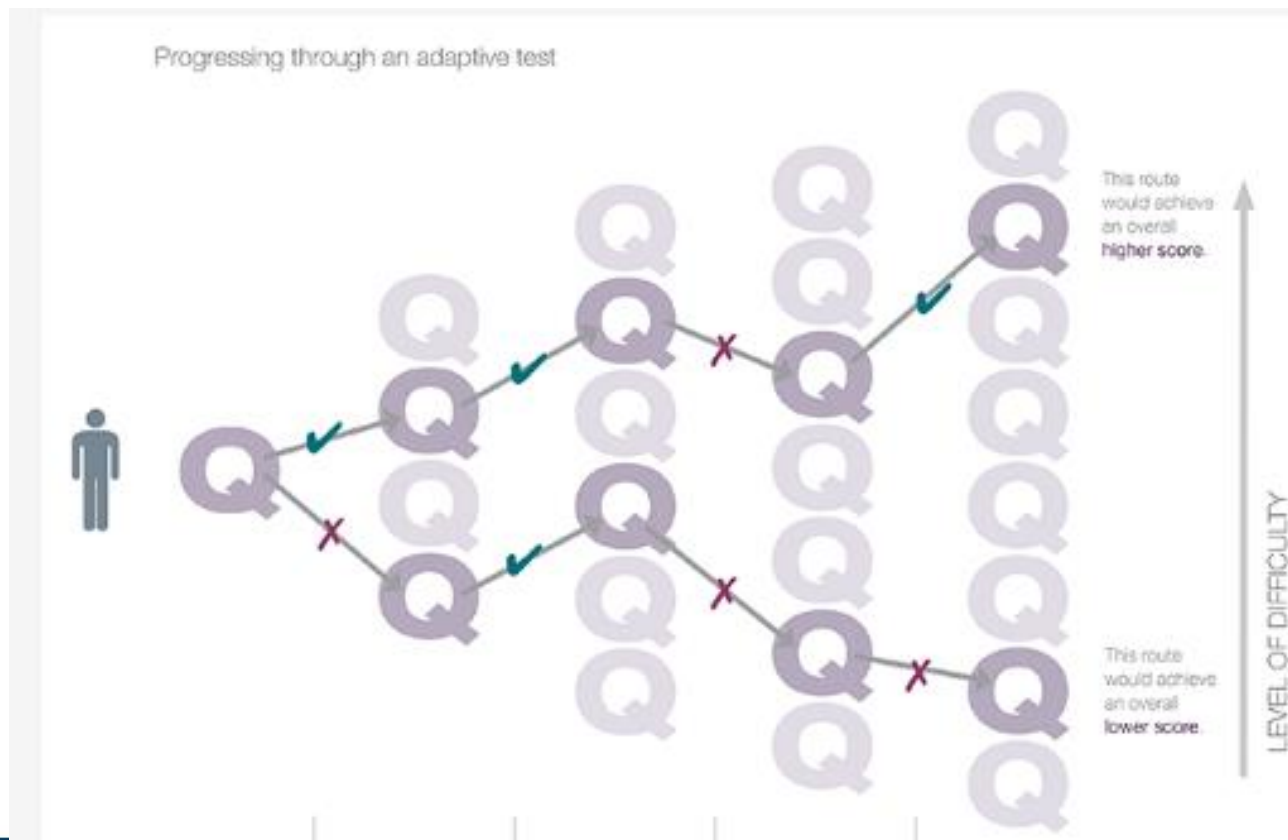
26 years of science and R&D

Over 100 publications



What is Computer Adaptive Testing (CAT) What makes FOTO Different?

- FOTO precisely measures patient functional status using Computer Adaptive Testing (CAT) which makes functional assessments faster and more accurate for the patient.



Risk Adjustment



Person A



Person B



Fair
Comparison

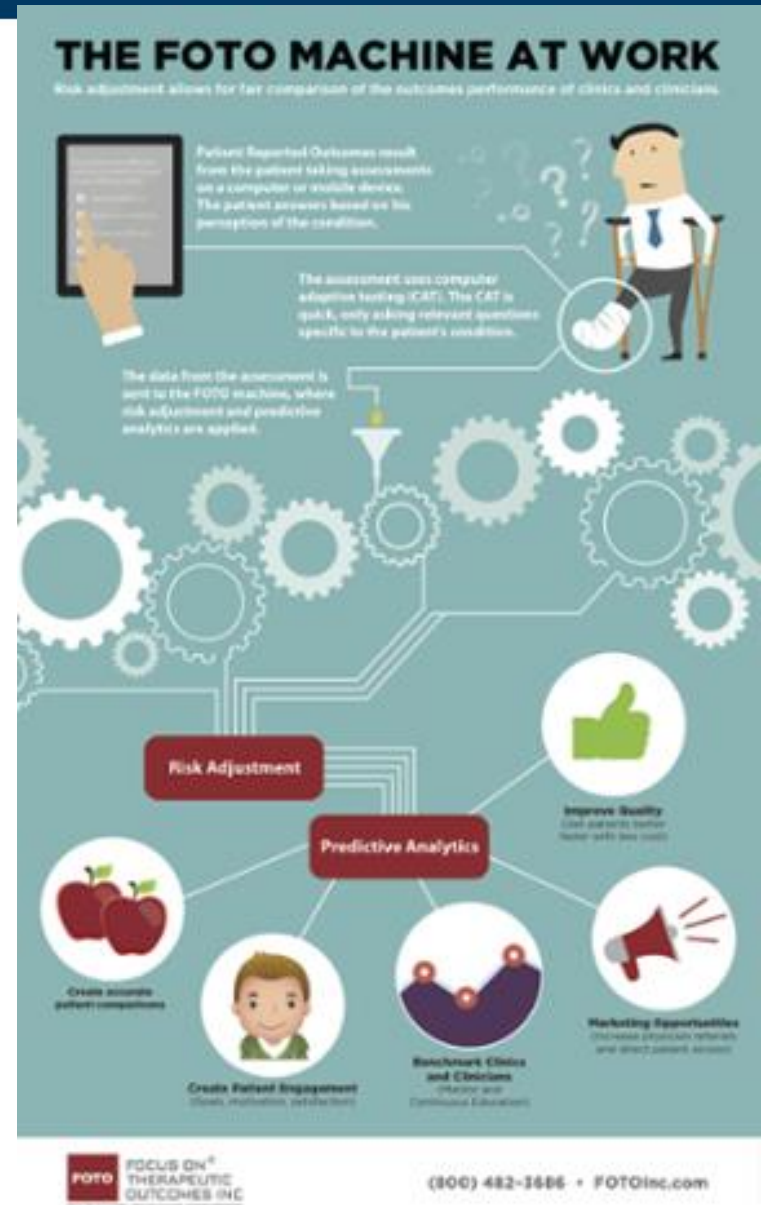


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13 Foto Risk Adjustment Factors

1. Care Type
2. Impairment/Body Part
3. Intake Score (Continuous Variable)
4. Gender (2 Variables)
5. Age (Continuous Variable)
6. Acuity (7 Variables)
7. Surgical History (4 Variables)
8. Exercise History (3 Variables)
9. Medication Use for Condition (2 Variables)
10. Number of Comorbidities (30 Variables)
11. Payer Type (16 Variables)
12. Previous Treatment for Condition (2 Variables)
13. Post Surgical Type (70 - 80 Variables)



Clinical Interpretation: What Does My Patient's Score Mean?

Shoulder Functional Staging

Stage 1 Exceedingly Limited	Stage 2 Poor	Stage 3 Fair	Stage 4 Good	Stage 5 Excellent
Unable to perform or limited a lot performing light routine activities using the affected arm like taking off glasses, flushing the toilet, turning a faucet or washing the face.	Regained limited functioning and can perform light daily activities with some difficulty but still has much difficulty performing moderate upper extremity activities such as picking up and drink out of a full water glass, pulling a chair out from a table,	Can perform light daily activities with little difficulty and moderate daily activities with some difficulty but still has much difficulty with heavy activities such as reaching an overhead shelf.	Routine daily activities with no difficulty but still has a little difficulty with heavy activities that require a combination of good range of motion, strength, and endurance such as working overhead for more than 2 min, or touching an object on the back seat while sitting in the front seat of a car.	No difficulty using the affected arm to perform almost any rigorous activity..
0-24	25-43	44-59	60-80	81-100

Benchmark Comparison

Comparison Is A Benchmark
Against A Risk-Adjusted Mean



The screenshot shows a dashboard for 'ABC Hospital' with a navigation menu at the top (Home, Profile, Subscribers, Group Management, Activity, News, Help). Below the menu is a table with multiple columns and rows, featuring a color-coded grid (green, yellow, red) representing performance metrics. The table is partially obscured by a play button icon.



2:27

Why is it important?

- 1) Engage patients in their recovery**
- 2) Prove our clinical success**
- 3) Guide education program content**
- 4) Negotiate w/ insurance payers**

The Future:

NPI outcomes, billing, utilization data will follow you!



Standardize the Narrative

“This helps us make sure you’re progressing as fast as possible and helps your therapist make the best program for you. Your therapist will review the results with you.”



Do we help patients with the survey?

- Don't coach! But you can assist if they need it.

“Answer each question to the best of your ability as if you were using the injured extremity.”



- **Data Collection**
 - **Via TEAMWORK APPROACH**

This is NOT solely an admin or clinical process. Requires ALL to be involved.



How (#2): Clinician Process

- **Analyzing data and communicating with your patients**



Data Interpretation

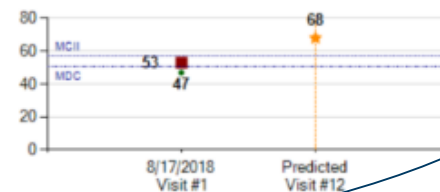
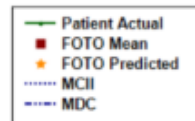
Professional Physical Therapy - Professional PT - Montclair (Bloomfield) INTAKE FUNCTIONAL STATUS SUMMARY (8/17/2018)

Patient:		Risk-Adjustment Criteria	
ID#		Care Type: Orthopedic	Body Part: Shoulder
Date of Birth: 6/30/1968		Severity: Severe (Intake FS: 47)	Gender: Female
Initial DOS: 8/17/2018		Payer: Indemnity Insurance	Age: 50
Body Part: Shoulder		Acuity: 8 - 14 days	Specific Surgical Code
Impairment: Muscle, Tendon + Soft Tissue Dis...		Surgeries: None	Prev Exercise: Once or twice a week
Surgery Type: Not Applicable		Medication: No	Prev Treatment: No
Surgery Date: Not Applicable		Specific Comorbidities	

Functional Status Measures:	Intake Score	Interpretation of FS Scores/Stages Value
Patient's Physical FS Primary Measure	47	Patient's intake functional measure is 47 out of 100 (higher number = greater function). This FS measure places the patient in Stage 3 and means the patient has fair shoulder function.
Risk Adjusted Statistical FOTO*	53	Given the patient's risk-adjustment variables, like-patients nationally had a FS score of 53, Stage 3 , at intake.

MCII = 10 (Points of change that is important to the patient)

MDC = 4 (Represents the smallest threshold to identify points of change that is greater than measurement error)



Rehabilitation Resource Predictor*	Predicted Value	Interpretation of Predicted Value
Points of Physical FS Change	21	
Discharge FS Score	68	Given this patient's risk-adjustment variables, and the actual Intake FS score, FOTO predicts this patient will experience at least an increase in function of 21 points (to 68 or higher), putting them in the Stage 4 level or higher at discharge.
Visits per Episode	12	
Duration of Episodes in Days	55	
Average Satisfaction Score**	97.4 %	

Stage: 1 Exceedingly limited shoulder
Stage: 2 Poor shoulder
Stage: 3 Fair shoulder
Stage: 4 Good shoulder
Stage: 5 Excellent shoulder

* The above predictions are calculated based on
1) patients who have previously utilized rehabilitation services from FOTO's national aggregate database and
2) using sophisticated analyses to risk adjust for the impact of multiple variables across several distinct constructs as shown in the Risk Adjustment Criteria section of this report.

** Average discharge satisfaction for patients with same care type and body part or impairment



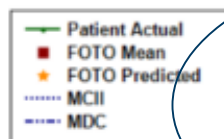
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Function Status Measures:	Intake Score	09/16/2018 Score	10/01/2018 Score	Interpretation of FS Scores/Stages Value
Patient's Physical FS Primary Measure	47	67	72	Patient's Intake FS Score was 47 initially placing the patient in Stage 3 . Patient's FS score now is 72 out of 100 (25 points of functional change since intake), placing the patient in Stage 4 and means patient has good shoulder function.
Risk Adjusted Statistical FOTO*	53			Given the patient's risk-adjustment variables, like patients nationally had a FS score of 53, Stage 3 , at intake.

MCII = 10 (Points of change that is important to the patient)

MDC = 4 (Represents the smallest threshold to identify points of change that is greater than measurement error)

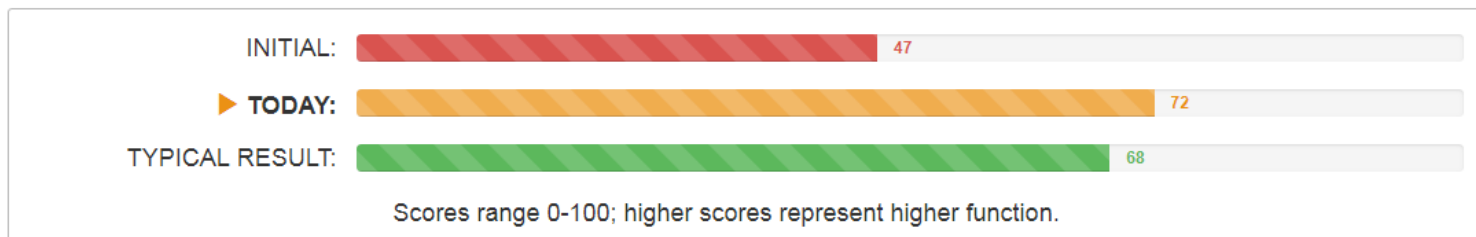


Additional Items	FOTO Mean at Discharge	09/16/2018 Value	10/01/2018 Value	Interpretation of Predicted Value										
Points of Physical Change	21	20	25	Given this patient's risk-adjustment variables, and the actual Intake FS score, FOTO predicts this patient will experience at least an increase in function of 21 points (to 68 or higher), putting them in the Stage 4 level or higher at discharge.										
Visits	12			<table border="1"> <tr> <td>Stage: 1</td> <td>Exceedingly limited shoulder</td> </tr> <tr> <td>Stage: 2</td> <td>Poor shoulder</td> </tr> <tr> <td>Stage: 3</td> <td>Fair shoulder</td> </tr> <tr> <td>Stage: 4</td> <td>Good shoulder</td> </tr> <tr> <td>Stage: 5</td> <td>Excellent shoulder</td> </tr> </table>	Stage: 1	Exceedingly limited shoulder	Stage: 2	Poor shoulder	Stage: 3	Fair shoulder	Stage: 4	Good shoulder	Stage: 5	Excellent shoulder
Stage: 1	Exceedingly limited shoulder													
Stage: 2	Poor shoulder													
Stage: 3	Fair shoulder													
Stage: 4	Good shoulder													
Stage: 5	Excellent shoulder													
Duration in Days	55	30	45											
Average Satisfaction Score	97.4%													

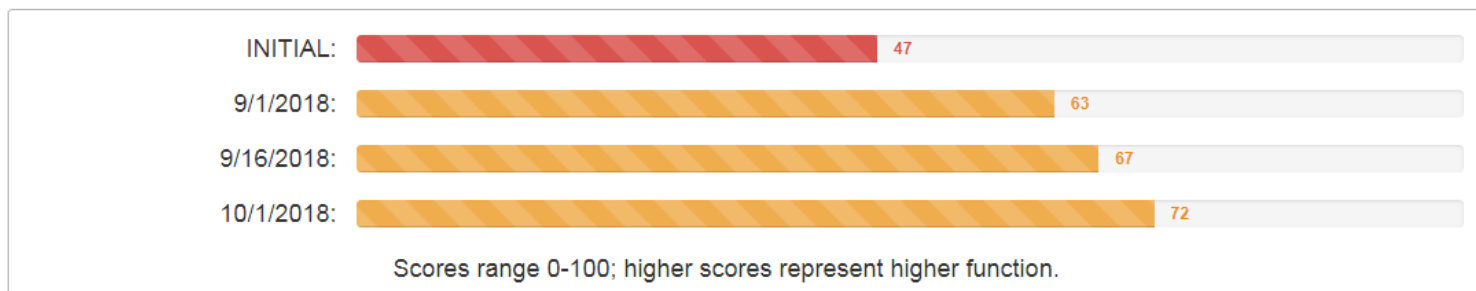


Patient Specific Report from FOTO Portal

Thank you for your responses! Here is your functional score **TODAY**, your **INITIAL** score, and the **RESULT** that people similar to you **TYPICALLY** experience by the end of therapy.



Previous Scores



[+](#) Here are the questions we asked and how you responded today:



How (#3): Use data to inform decision making

Maybe the most important step!

- Utilize data to inform decision making process and improve patient outcomes.



Frequently Asked Questions (FAQ)

- **What if the patient refuses?**



Still want a DASH score? No problem!

Professional Physical Therapy - Professional PT - Montclair (Bloomfield)

FUNCTIONAL STATUS SUMMARY (8/17/2018)

Patient [REDACTED]

Primary Body Part: Shoulder

Initial DOS: 8/17/2018

Patient responses to functional health questions that indicate dysfunction were as follows:

Flushing the toilet	No difficulty	--	No difficulty
Turn a faucet in the opposite direction as your affected arm	Some difficulty	--	No difficulty

If the patient reaches the anticipated level on the above activities, other **Stage 4** activities the patient is likely to be able to perform include:

- Putting on deodorant under the arm opposite your affected shoulder - No difficulty
- Carry something of medium weight (5-10 lbs) at your side (eg, briefcase or bag) - No difficulty
- Reaching across to the middle of the table to get a salt shaker while sitting - No difficulty
- Lifting your hand on the affected side and putting it on a table in front of you while you are sitting - No difficulty
- Using your affected arm to steady a jar while you loosen the jar lid - No difficulty
- Putting on underpants (eg, panties, briefs, or boxers) using both hands - No difficulty
- Pulling on your socks using both hands - No difficulty
- Lift the lid of a chest that sits on the floor - No difficulty
- Pushing yourself out of a chair using both arms - No difficulty
- Getting a scarf or necktie over your head and around your neck, using both hands - No difficulty

Crosswalk

	Intake	09/01/2018	Scale
DASH	50(90)	18.3(52)	100 - 0(150 - 30)

Mathematical crosswalk from the Shoulder FS score to the DASH. For the DASH, a higher score indicates greater disability.

CMS G-Codes

FOTO Shoulder Survey
CMS G-Code Options**

Functional Limitations Assessed in FOTO Shoulder Survey

Current Status	Goal Status	D/C Status	Asked	Descriptor
G8984	G8985	G8986	1	Carrying, moving & handling objects functional limitation
G8987	G8988	G8989	0	Self care functional limitation
G8990	G8991	G8992	1	Other physical or occupational primary functional limitation



2 Concurrent Processes

Patient
Satisfaction



Superior
Outcomes



Exceptional
Service



- *On initial visit*
- *Every 5th visit or auth thereafter*
- *On Discharge*



Results will look like this

Scorecard 12 month period ending 06/2021, Clinician: A

CareType or Impairment	Completion Rate (CR)			Effectiveness (FS)		
	Intakes	Complete Discharged Episodes	Completion Rate	FS Change	Predicted	Pct Rank
Orthopedic: All	231	141	61	28.21	19.94	88
Orthopedic: Shoulder	53	33	62	32.59	24.08	97
Orthopedic: Wrist/Hand	2	3	100	22.44	16.07	94
Orthopedic: Elbow	11	5	45	28.95	19.70	91
Orthopedic: Cervical	18	8	44	21.63	12.46	92
Orthopedic: Hip	15	12	80	19.52	17.93	61
Orthopedic: Knee	60	38	63	29.30	22.68	94
Orthopedic: Foot/Ankle	24	12	50	24.29	18.59	92
Orthopedic: Lumbar	44	26	59	30.98	16.16	99
Orthopedic: Other	4	4	100	18.02	12.45	80



In Summary

- **What, Why, and 3 How's About FOTO**
- **Use this to communicate with your patients!**
- **Moving forward there will be consistent dialogue in healthcare about clinical outcomes and value based care. This should excite you! If it makes you nervous, lean into that.**
- **Net promoter score (NPS) & FOTO will be the industry benchmark for all clinician's in the future. They are not going away and will become the narrowed focus. We're at the forefront here!**

Thanks for your attention! Any Questions?



Still having troubles?

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