



Take The Pain Out of MSK

Fix Pain Fast With Airrosti



Traditional MSK Care

With over 25 entry points, patients are confused and frustrated.

- Complex healthcare landscape
- Time consuming
- Expensive
- Ineffective care



The Burden of MSK

Musculoskeletal (MSK) is a top spend.

- >54% of US population impacted annually
- #1 cause of lost workdays
- \$381B in annual cost

MSK injuries can lead to a cascade of other costly events such as mental health conditions



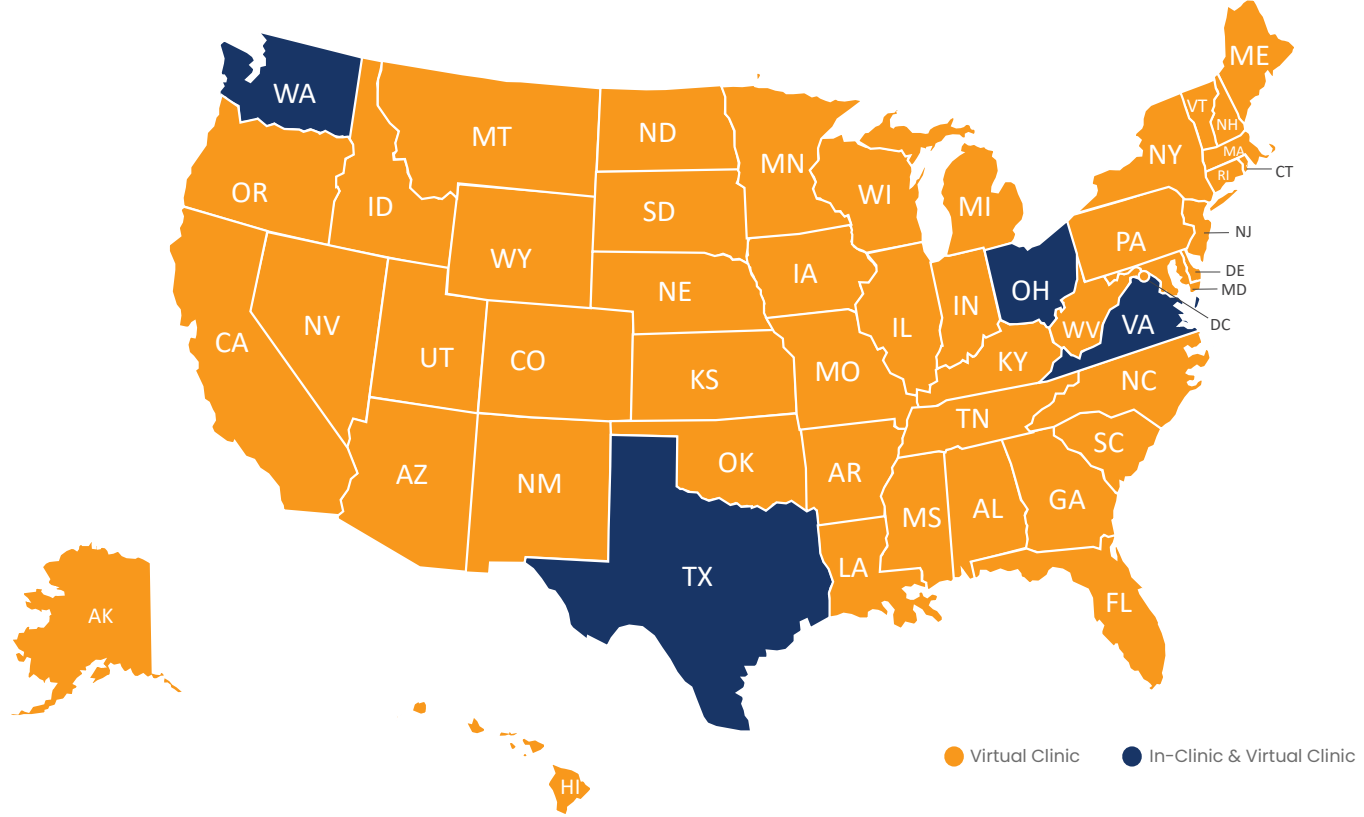
Comprehensive Solution

With 20 years of clinical experience and over 1 million patient cases treated, Airrosti solves the complex MSK challenge and manages 100% of your MSK cases.

- MSK triage & navigation
- Conservative care
 - In-clinic
 - Virtual clinic
- High quality referral when needed
- Complimentary engagement, prevention & communication



Airrosti Access

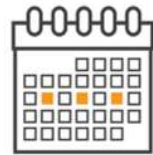


Patient-Reported Outcomes

Global Outcomes



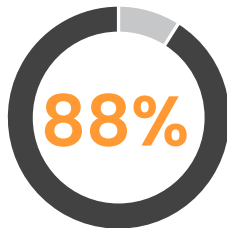
1.29M
Patient Cases



3.2
Average Number
of Visits per Case



19,701
Recommended
Surgeries Prevented



88%
Reported Full
Resolution



99.5%
Of Patients

Would recommend
Airrosti
to Friends & Family



94%
Elimination
or Reduction
in Medications



92%
Reported No Need for
Further Medical Care

Real Results

Independent third-party claims studies from Milliman MedInsight and Koan Health continue to validate our extraordinary results. These studies reviewed up to a billion claims and over 2 million episodes of care using Blue Health Intelligence Data, as well as patient reported outcomes from over 1 million of our own patients.



44%

Reduction in Total
Cost of Care



83%

Reduction in
Surgical Utilization



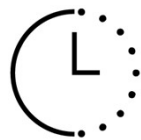
71%

Reduction in High-Tech
Imaging Utilization



53%

Reduction in Non-Surgical
Opioid Utilization



36%

Reduction in Hours Away
from Work Seeking
Medical Care



50%

Reduction in
Episode Length



Cost & Utilization Analysis

Performed by Baylor University's Hankamer School of Business. Among the provider types examined, Airrosti episodes are less expensive and shorter in length. These findings confirm previous analytics from Milliman MedInsight (2015) and Koan Health (2016–2022).

Episode Cost

	Average Episode Cost (weighted)	Average Difference
Airrosti	\$1251.66	
Chiro	\$1379.69	+\$128.03
PT	\$2760.55	+\$1508.89
Ortho	\$2717.83	+\$1466.17
Physiatrist	\$2378.26	+\$1126.60

Episode Length (Days)

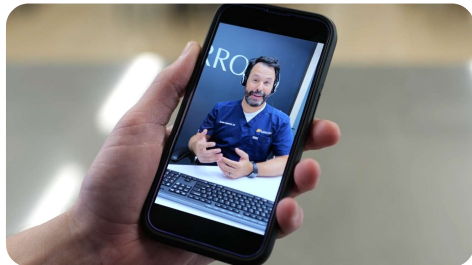
	Average Episode Length (weighted)	Average Difference
Airrosti	35.37	
Chiro	112.14	+76.77
PT	88.49	+53.12
Ortho	57.26	+21.89
Physiatrist	97.05	+61.68

Notes: 1+ billion claims examined from 2016–2021. 313,244 episodes included. Uses propensity scoring to adjust for differences in patients (demographic & medical history). Full study available upon request

Airrosti's MSK Employer Strategy

Solving the complex MSK challenge and managing 100% of your MSK cases.

Triage & Navigation



Airrosti provides a no-cost consultation for all MSK injuries and conditions.

Conservative Care



Airrosti delivers shorter recovery times and reduced cost, whether in-person or virtual.

Care Coordination



Airrosti coordinates care if the member needs non-conservative intervention.

360° Engagement



Complimentary engagement, prevention, and communication reinforces awareness, trust, and delivers measurable results.

Benefit Design & Complimentary Practices

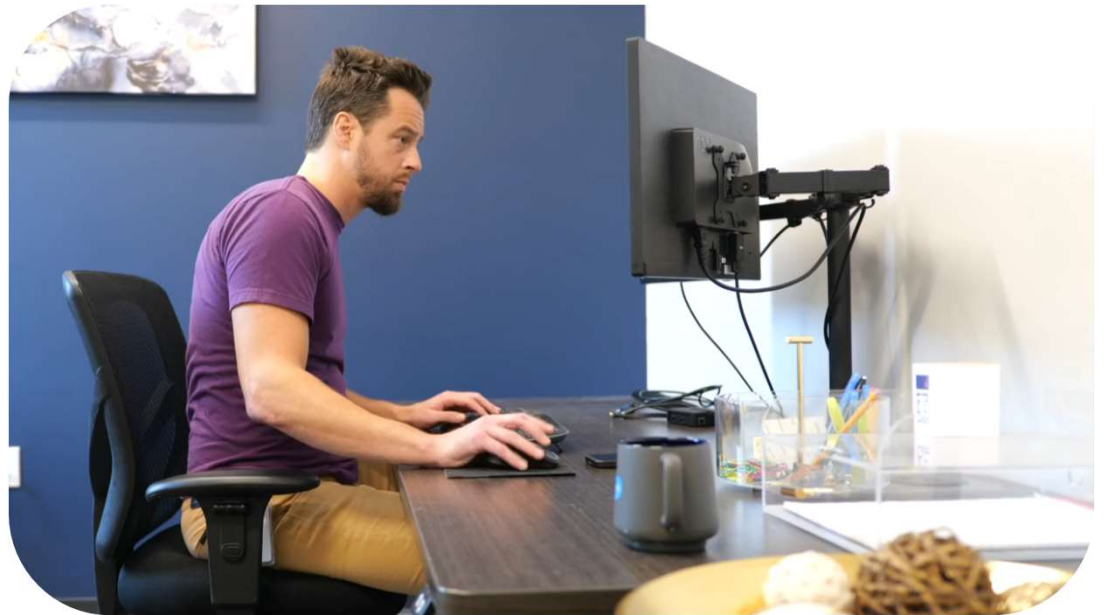
- Provide easy access to Airrosti care by removing financial barriers
- Implement a low or \$0 co-pay for Airrosti in-clinic care and Airrosti Remote Recovery
- Implement 360° Engagement
- Promote VIPChat



A Clear Starting Point

Airrosti takes the cost and confusion out of the equation by providing a no-cost consultation for all MSK injuries and conditions.

- Talk to a provider
- On-demand access via video
- Advice, assurance, and education
- Care coordination
- No cost. No obligation



In-Clinic

99.5%

Patient Satisfaction

88%

Injury Resolution

3.2

Visit Average

Virtual Clinic

98.3%

Patient Satisfaction

89%

Injury Resolution

4.1

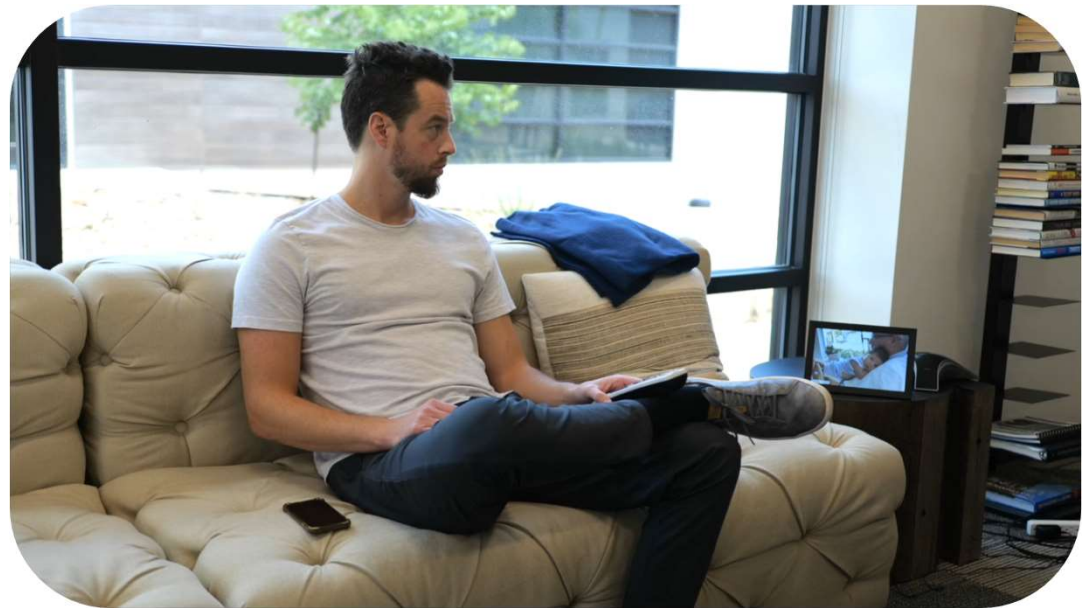
Visit Average

3-5 week treatment duration

The First Step

Whether in-person or virtual, care begins with a thorough assessment from your Airrosti provider.

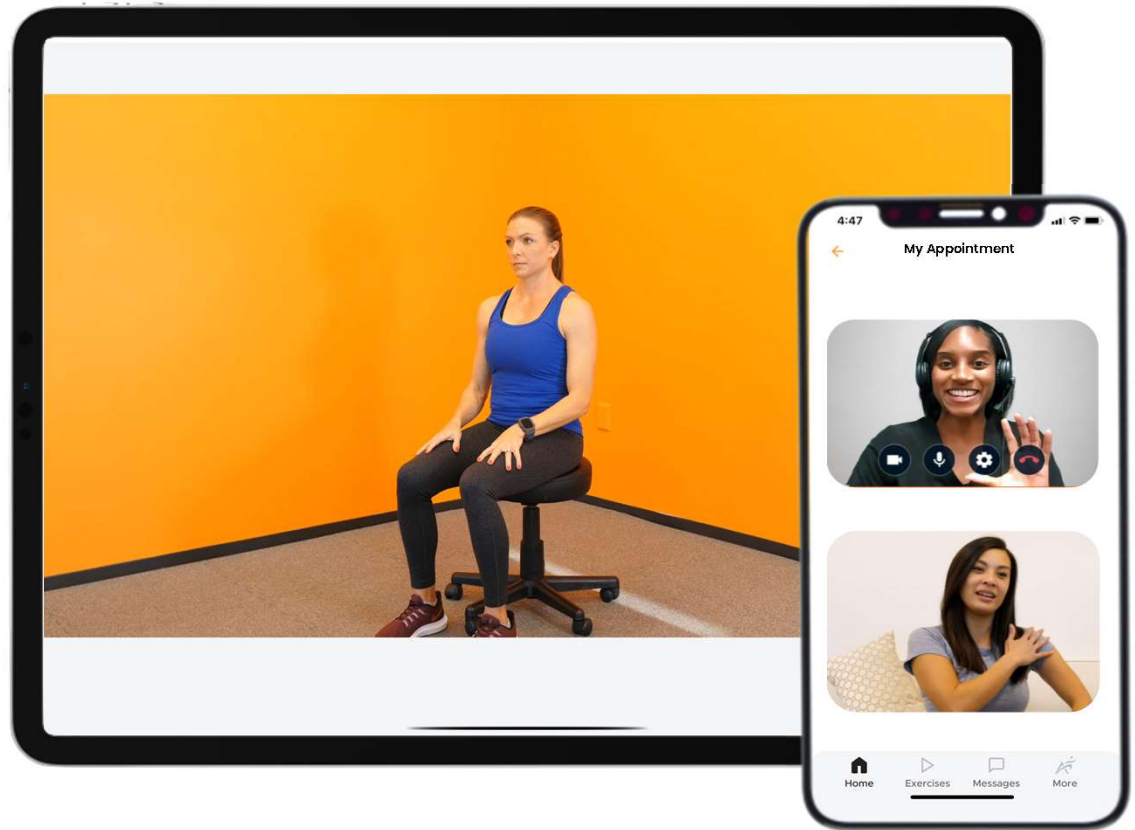
- Clinical & functional assessment
- Accurate diagnosis
- Patient education



Virtual Exam

Airrosti Remote Recovery begins with a thorough assessment from your dedicated Physical Therapist.

- Functional assessment
- Condition identification
- Member education



Fix Pain Fast

Airrosti's evidenced-based care model leads to shorter recovery times and reduced cost.

- Custom care plan
- Effective treatment modalities
 - Manual therapy
 - Active Care
- 3-4 visit average



Recovery Kit

- Resistance band and loops
- Kinesio tape
- Foam roller
- Half foam roller
- Lacrosse ball
- Phone holder



Get Back To Life

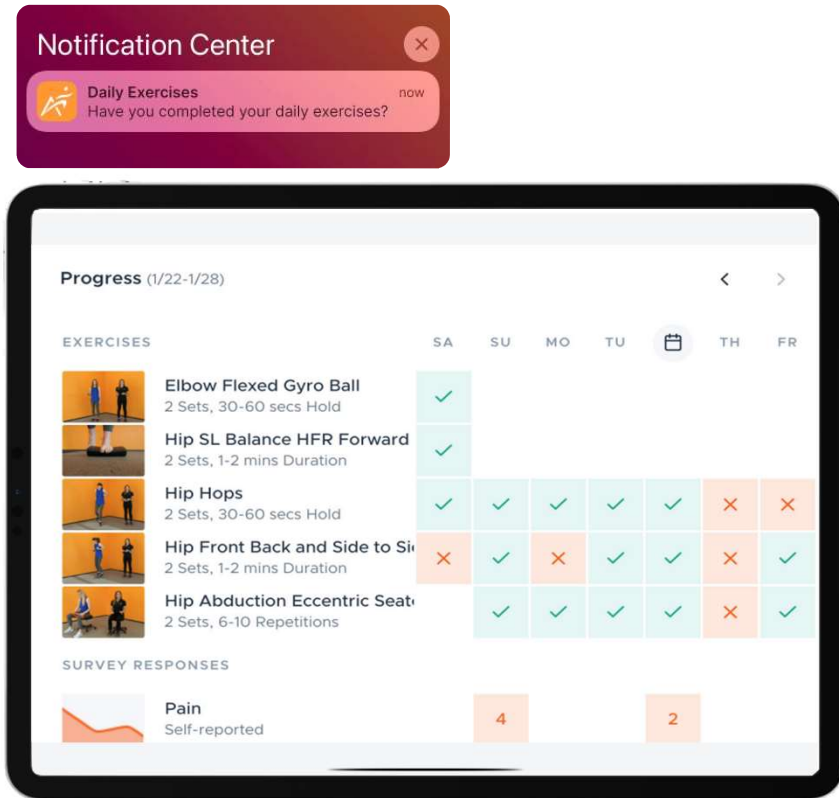
Return to a pain free life quickly, without unnecessary imaging, medication, injections, surgeries, or long treatment plans.

- Unlimited provider access
- Progress tracking
- Care plan adjustments
- Care coordination if needed



Compliance & Tracking

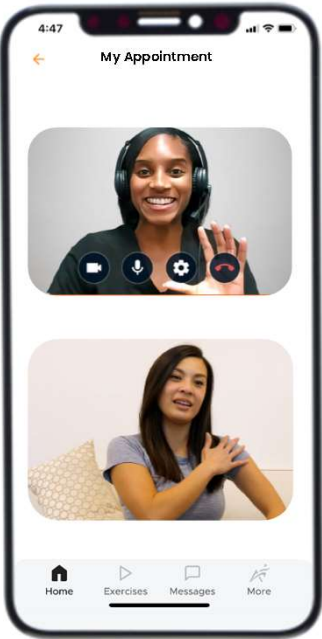
Patient Reported Outcomes



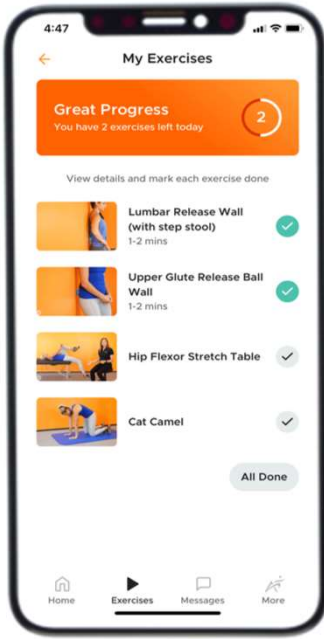
83%+
Exercise Program
Compliance

89%
Patients Reporting
Improvement in Pain

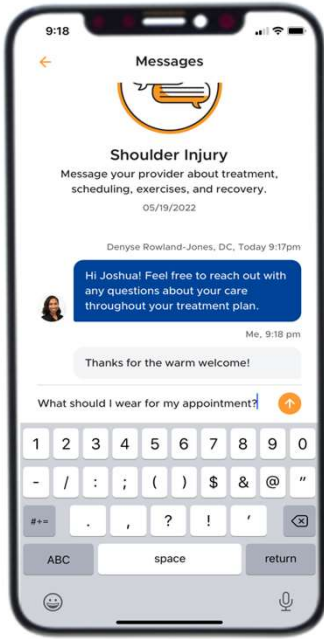
Airrosti Remote Recovery



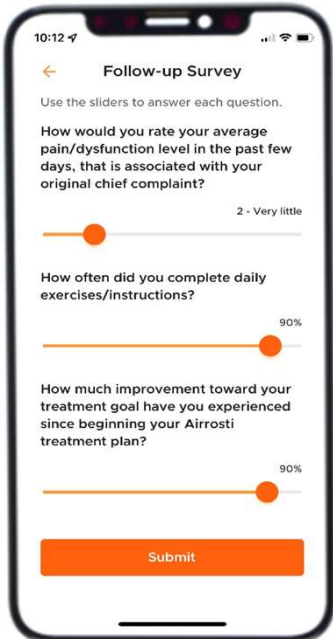
Virtual
Provider Visit



Individualized
Treatment



Communication



Accountability

Applicable Populations

Airrosti Remote Recovery is well suited for the following populations.



Energy



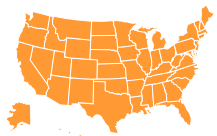
Manufacturing



Education



Transportation



National
Footprint



Shift Work



Remote
Workforce



Rural
Workforce

360° Engagement

Consistent engagement builds awareness, trust, and delivers measurable results. The engagement strategy begins with an attractive benefit design.

Communication

- Email
- Text
- Print
- Intranet

Monthly Webinars

- Injury specific
- Education and prevention
- Valuable stretches and exercises

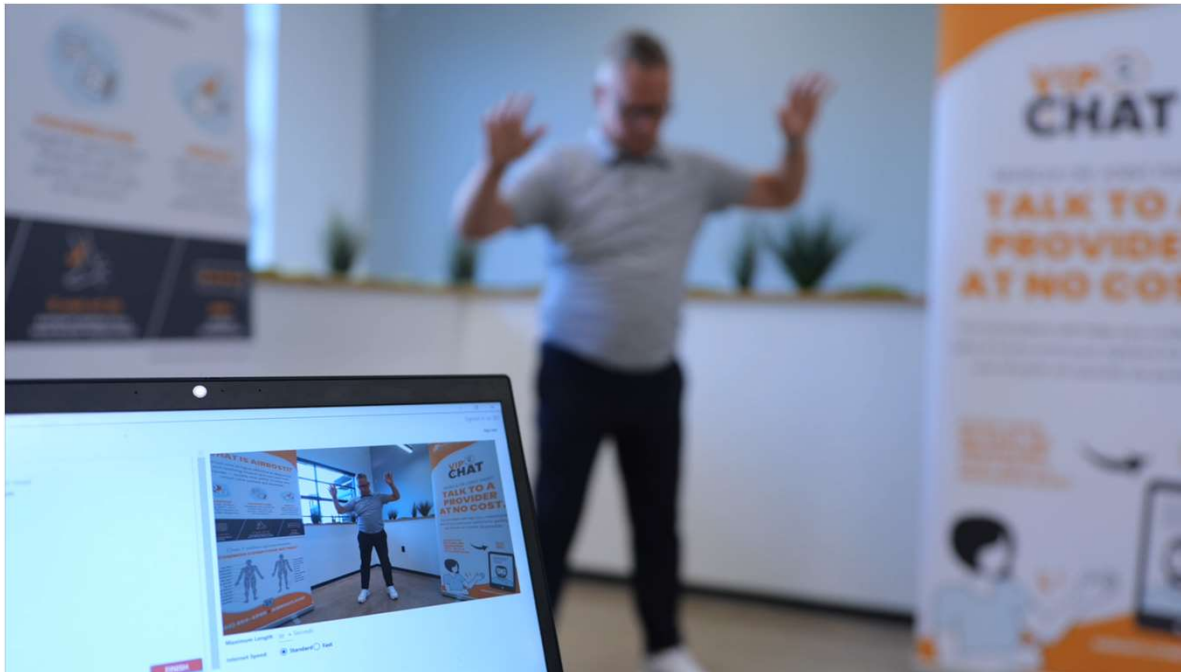
Onsite Events

- Experience Airrosti Days
- Injury Assessments
- Motion Health Assessments with Kinotek technology
- Wellness workshops

Additional

- Health fairs
- Open enrollment meetings
- Special events

Motion Health Assessments



Motion Health Assessments are great for early detection and prevention of muscle & joint pain.

Early detection of movement dysfunction or body asymmetries can help members prevent and combat muscle & joint pain.

Muscle & Joint Health Education

Injury Specific Workshops

- Back Pain & Spine Surgery Prevention
- Best Foot Forward: Avoiding Plantar Fasciitis
- Headaches: It's Not Just in Your Head
- Tech Neck: Common Conditions Caused by Technology

Musculoskeletal Wellness Activities

- Head & Shoulders Above Pain: Preventing Shoulder Injuries
- Health at Your Desk
- Health Behind the Wheel
- Health on the Line
- Health on the Move: Addressing Lower Body Pain
- Pre-Shift Warmup
- Steps Toward a Better You: Running & Walking Injury Prevention
- Exercise Class Format
- Foundations of Fitness
- Lacrosse Ball: Upper Body & Lower Body
- We've Got Your Back
- **New! Motion Health Assessments**



Presented by
AIRROSTI

**ARE ELECTRONICS A PAIN IN YOUR NECK?
STOP TECH NECK PAIN NOW.**



Free Educational Seminar!

**LEARN HOW TO PREVENT AND RELIEVE
TECH NECK PAIN**

Spending two-thirds of your day with your necks angled downward while working on our computers or looking at our phones can lead to chronic pain and even result in muscle atrophy. [Join AIRROSTI](#) for a free educational webinar to learn how to prevent and relieve the pain associated with repetitive neck strain.

WEDNESDAY, APRIL 7TH at 12:00 PM CST

REGISTER NOW



Chat with a Provider at No Cost!

Schedule a VIP (Virtual Injury & Pain) Chat and connect with an AIRROSTI Provider, at no cost, to better understand what could be causing your pain as well as your treatment options. During this relaxed, one-on-one chat, you'll get the information you need to make informed decisions about your care and take necessary steps to your own health. There is zero obligation to schedule an appointment with AIRROSTI. [Click here](#) to learn more.

SCHEDULE A VIP CHAT NOW

AIRROSTI logo

AIRROSTI.COM | (800) 404-6050

Additional Touchpoint Opportunities

- Onsite activities where applicable
- Print materials where needed
 - Utilize QR Codes to create easier access point to Airrosti information
- Health Fair inclusion
 - Promotional items provided
 - Brief presentation about Airrosti services
 - **New! Motion Health Assessments**
- Quarterly Airrosti Performance Review



Global Webinars 2023

Q1

January – Shoulder Pain

February – Knee Pain

March – Back Pain

Q2

April – Elbow & Wrist Pain

May – Foot Pain

June – Health on the Move

Q3

July – Hip Pain

August – Neck Pain

September – Sciatic & Disc Pain

Q4

October – Health at Your Desk

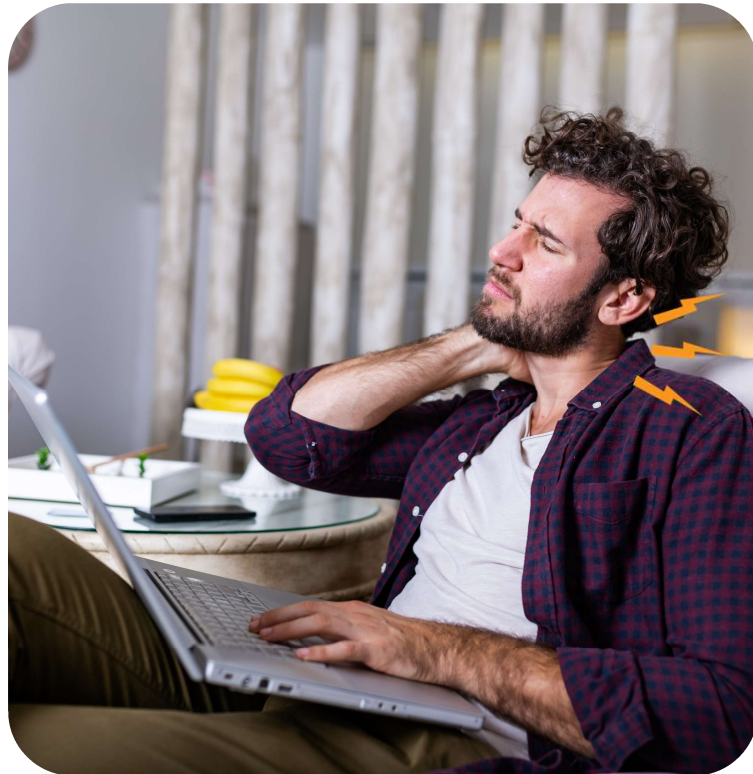
November – Headaches

December – TBD

 AIRROSTI®

TECH NECK

Fix Pain Fast With Airrosti



Agenda



Understanding “Tech Neck”



Symptoms and Causes



Tools for Prevention



Care Options

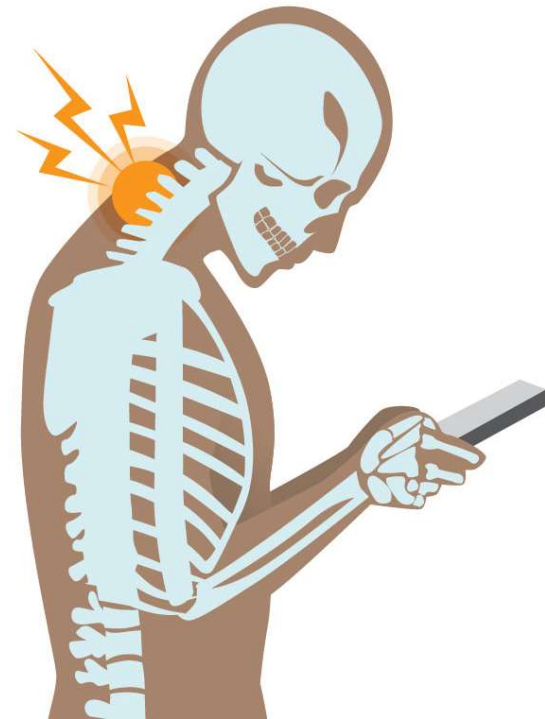
What is Tech Neck?

Tech Neck Explained

- Not a medical term/diagnosis, the condition is impacting millions, adults and children alike.
- Refers to the discomfort you may experience after prolonged use of your phone, tablet, or laptop.

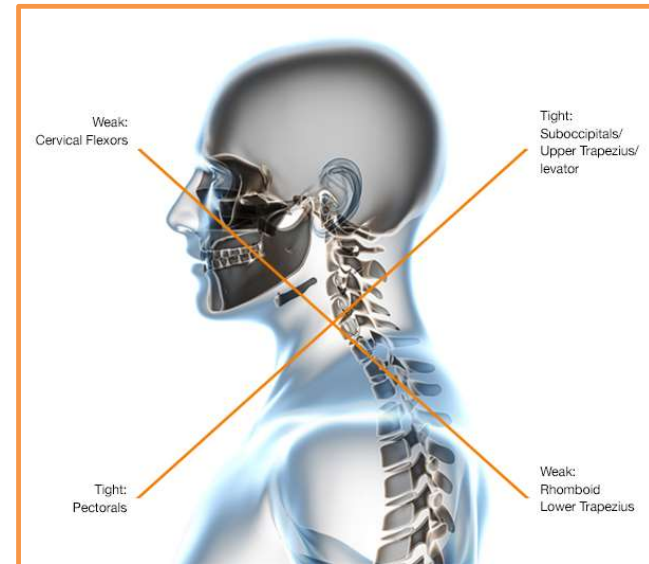
Chief Complaints

- Pain felt in the neck, shoulder, back, arm, fingers, hands, wrists and elbows
- Headaches
- Numbness and tingling of the upper extremities



Upper Cross Syndrome

- Upper Cross Syndrome describes a compromise in the musculoskeletal system which tightens or facilitates the anterior compartment of the “upper” torso while at the same time weakening the posterior.
- One of the most common faulty upper body imbalances.



Mid Back Pain

- Symptoms: Occurs in the thoracic spine, which is often described as the upper back, middle back or mid-back, and is often in conjunction with neck pain or shoulder pain.
- Cause: Upper back pain may be caused by muscular irritation, joint dysfunction, or a herniated disc, which too is very rare in this part of the spine.
- Key Player: Weakening of the Rhomboid muscles.



Thoracic Outlet Syndrome

- Symptoms: Thoracic outlet syndrome is a rare condition that involves pain in the neck and shoulder, numbness and tingling of the fingers, and a weak grip.
- Cause: Compression/Pressure on the blood vessels and nerves passing by or through the collarbone (clavicle) and upper ribs.
- Key Player: Tightening of the Pec Minor.
- Did You Know: Thoracic Outlet Syndrome is often mistaken with Carpal Tunnel.



Carpal Tunnel

- Symptoms: Tingling, numbness, weakness, or pain felt in the fingers or, less commonly, in the palm. Symptoms most often occur in the parts of the hand supplied by the median nerve (the thumb, index finger, middle finger, and half of the ring finger).
- Cause: Force (x) Repetition
- Key Player: Median Nerve



Tension Headaches

- Symptoms: A tension headache is generally a diffuse, mild to moderate pain that's often described as feeling like a tight band around your head. A tension headache – or tension-type headache as it's medically known – is the most common type of headache.
- Cause: Headaches can be caused by diet, fitness, hormones, stress, conditioning, etc...
- Key Player: Tightening of sub-occipital muscles.



Preventing Upper Cross Syndrome

Proactive Prevention



Stretching



Strengthening



Soft Tissue Release

Wall Stretch

Stretching



Seated Neck Stretch

Stretching



Protraction & Retraction

Strengthening



Wall Angels

Strengthening



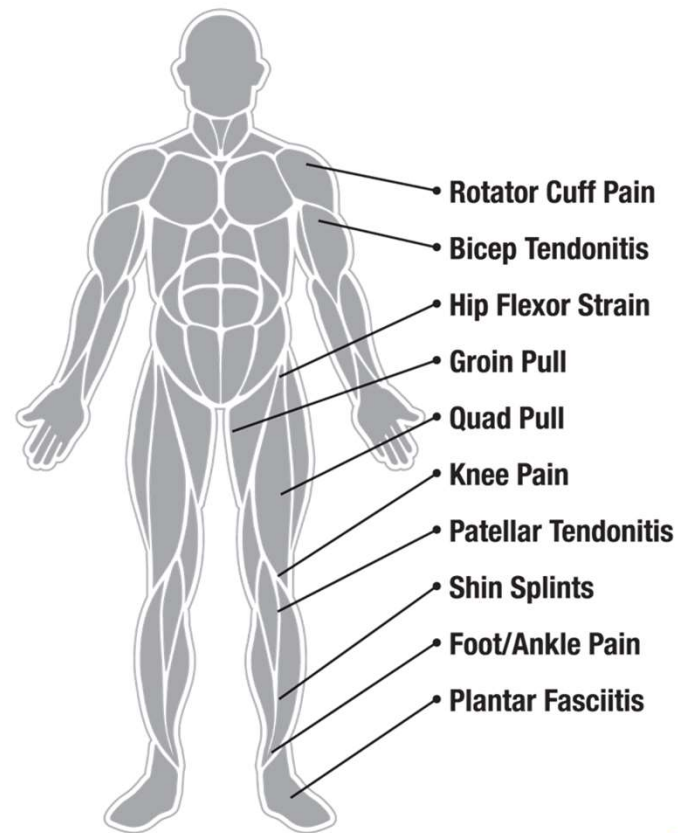
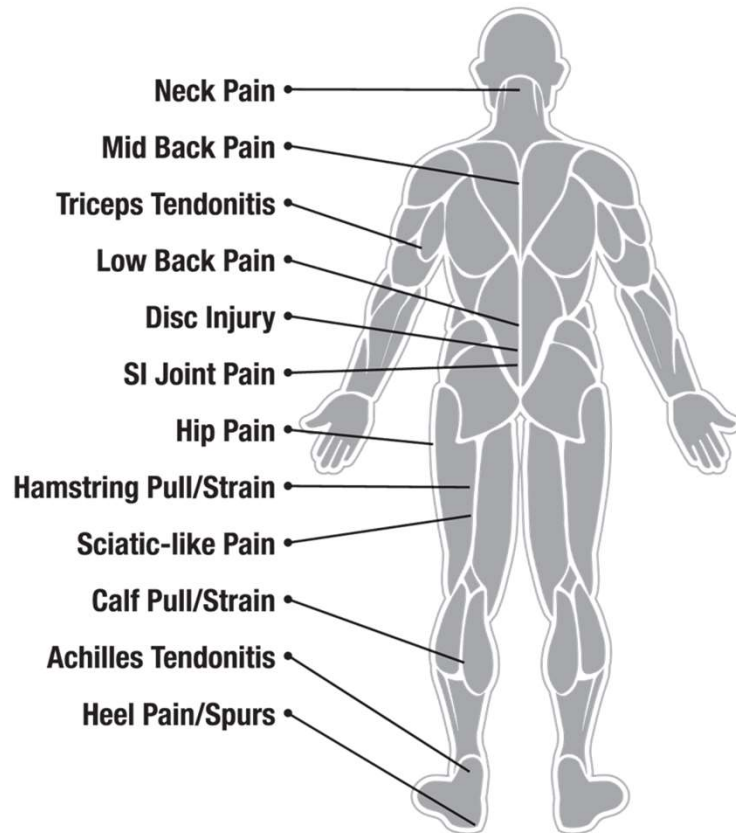
Thoracic Foam Rolling

Soft Tissue Release



Care Options

Head to Toe Care



Virtual Injury & Pain Chat



- Get the right care the first time!
- One-on-one chat with an Airrosti provider
- Easy and convenient
- No cost. No obligation.





(800) 404-6050 | AIRROSTI.COM

Biographical Information

**Chris Cato, DC, Chief Population Health Officer
Airrosti Rehab Centers
111 Tower Dr. Bldg. 1, San Antonio, TX 78232
chris@airrosti.com**

Dr. Chris Cato has over 25 years of healthcare experience and began his clinical education at Midwestern State University and ended his studies at Parker University. At Parker, he received his doctoral degree of chiropractic while graduating summa cum laude and valedictorian.

Chris joined the Airrosti Team in 2004 as an Airrosti Certified Provider and developed new practices in Texas, Chicago & Seattle. Serving as the Chief Population Health Officer, he is responsible for exploring and developing strategic partnerships with health systems, ACOs, carriers, consultants, and preferred care delivery organizations to enhance the delivery of value-based musculoskeletal care. Dr. Cato also participates in other critical strategic matters such as payor contracting, business development, and clinical integration to deliver on improved quality, patient experience and cost.