



# Take The Pain Out of MSK

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Fix Pain Fast With Airrosti



# Agenda

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- Introductions
- MSK overview
- Comprehensive solution
- Proven results
- Engagement & benefit design
- Implementation



# 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





# Traditional Care

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Knowing where to start care can be confusing and frustrating.

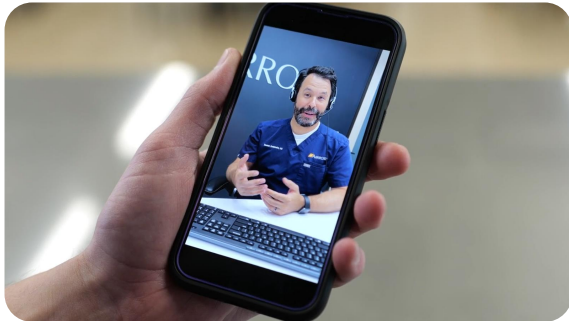
- Complex healthcare landscape
- Time consuming
- Expensive
- Ineffective care



# Airrosti – A 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.

## Triage & Navigation



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

## Conservative Care



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

## Care Coordination



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

## 360° Engagement



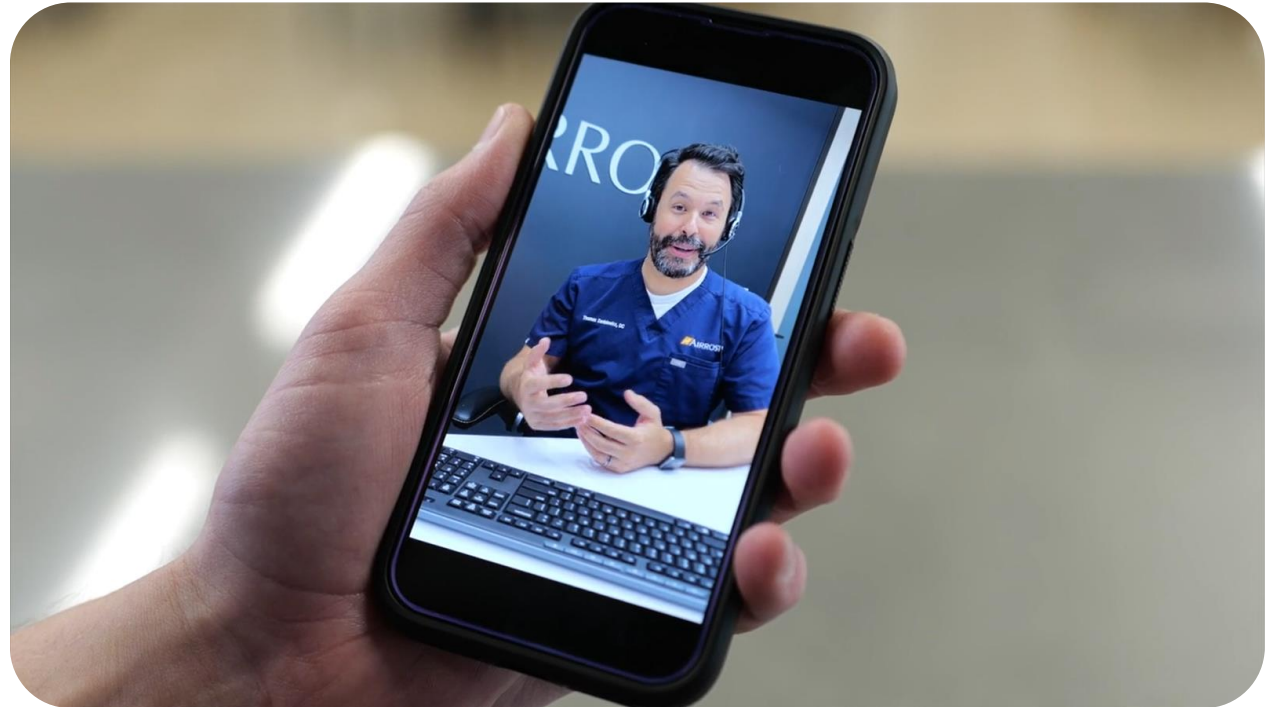
Complimentary engagement, prevention, and communication reinforces awareness, trust, and delivers measurable results

# A Clear Starting Point – VIP Chat

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Airrosti takes the cost and confusion out of the equation by providing a no-cost starting point 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



# 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





# Fix Pain Fast

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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

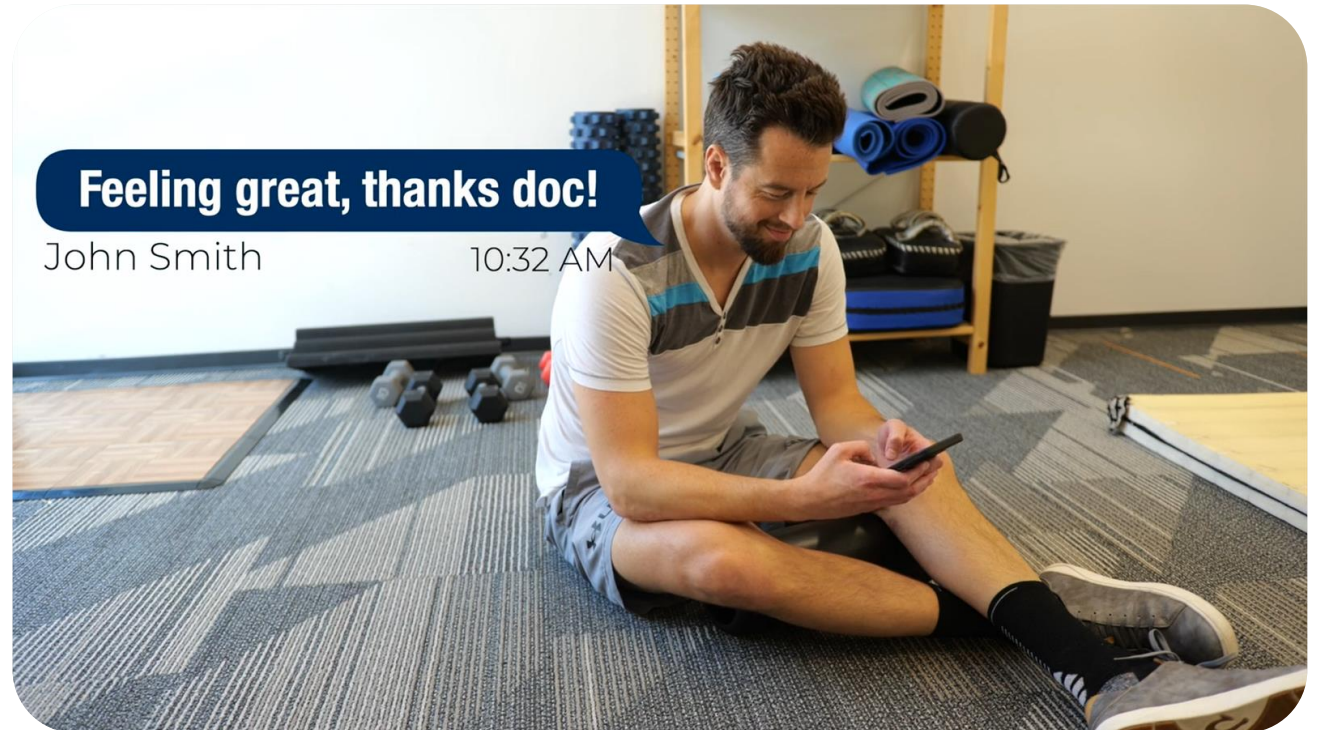




# Get Back To Life

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



## **In-Clinic**

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**99.5%**

Patient Satisfaction

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**88%**

Injury Resolution

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**3.2**

Visit Average

## **Virtual Clinic**

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**98.3%**

Patient Satisfaction

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**89%**

Injury Resolution

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**4.1**

Visit Average

3-5 week treatment duration

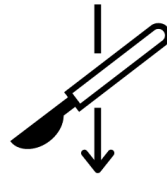
# Real Results

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



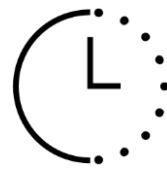
**71%**

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



# The Airrosti Advantage

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Provider led care

Evaluation, diagnosis, and treatment

Acute and chronic pain

Custom treatment plan

3–4 week treatment duration

Same day appointments

Half the cost of other care options

Third party verified claims study



# Benefit Design Best Practices

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- 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
- No PEPM, PMPM, implementation or administration fees



# 360° Engagement

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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



# Next Steps

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- Follow-up meeting to create engagement plan
- Confirm benefit design
- Launch

