

Discover the exponentially increased revenues the GHS could generate for your facility

- ▶ Case Study #1 Norman C.
- ▶ Case Study #2 Sara B.
- ▶ Case Study #3 Emilio R.
- ▶ Case Study #4 Robert T.
- ▶ Case Study #5 Roland W.



Case Study #1 Norman C.

Norman C. comes to us primarily for the GHS and benefits also from the pool, after failed back surgery. He is in the clinic for 2 plus hours with a new additional diagnosis and treatment area of his C-spine. He travels 65 miles to PT every day. He has advanced beyond the expectations of his MD, DPM and his orthotist in under 1 month. He has improved lower extremity function and has made tremendous progress.

From a revenue perspective, he brings our facility approx \$160 per visit prior to the addition of his cervical diagnosis (workman's comp ins.) He comes in 5 days a week (at \$800 a week) for \$3,200 a month. He is scheduled to come for an additional month at \$3,200, plus his cervical care.

His therapy involved ambulation in the GHS with his RGO for 45 min a session utilizing forward, retro and lateral movements with lateral movements generating the most significant quad recruitment. Pool therapy was also included in his sessions for 45 min. He had manual resistive exercises as well. He progressed from 5 min sessions in parallel bars to 45 min in GHS in 1 week. After 6 weeks of therapy he had significant improvements in LE circulation, mm strength, bone density and cardiovascular studies including a lowering of his cholesterol and a reduction in his hypertension.

Case Study #2 Sara B.

Sara B. is a TBI. She averages \$132 per visit and the last 3 months of care under her HMO has been almost exclusively because of the GHS, which is making therapy functional, and allowing a higher level of more challenging therapy. She has come consistently since August 2000 to March 2001 (8 months) @ 12 visits a month, which is \$12,672.

Sara had scissoring – cogwheel gait pattern at the start of PT, 5 years post injury. The GHS was utilized in 2 ways; 1. as a stable frame to perform reciprocal LE movements on a balance board, and 2. as a mobile frame to improve balance and coordination of gait including weight shift, trunk control and dynamic gait patterns with stopping, turning and backing up. She progressed very well and at end of physical therapy benefits the patient's parents requested purchase of a GHS unit for home so they could continue her rehab.

Case Study #3 Emilio R.

Emilio R. averages \$132 per visit Medicare, has come for three different diagnosis in 9 months (CVA, right and left OA [status post TKA] and gait abnormality), at an average reimbursed amount of \$75 per visit. He has generated an additional \$8,100 for HealthSouth. He was able to move up the time of his left knee surgery because of the therapy he received which benefited both him and his physician.

The GHS allowed this patient with multiple musculoskeletal and neurological deficits to be treated both efficiently and effectively. Stabilization of the foot and ankle with an AFO was required to prevent rolling onto the lateral aspect of his hemiplegic foot and ankle during gait training. Success with the GHS allowed enough strength development in the involved hemiplegic LE to allow the orthopedic surgeon to replace the knee on the hemiplegic limb and have full recovery of ROM and functional control to allow independent gait with a cane for moderate distances and walker for uneven surfaces.

Case Study #4 Robert T.

Robert T. is just beginning therapy and is primarily coming because of the benefits of the GHS. He is an Multiple Sclerosis patient. Average per visit charge is \$132 x 12 visits is \$1,584.

This population does very well with GHS because they can ambulate with a normal LE pattern while supporting themselves as necessary with their UE and sitting and resting in GHS with out need for multiple transfers.

Case Study #5 Roland W.

Roland W. has a diagnosis of Muscular Dystrophy. He came for 3 months, at an average reimbursed amount of \$75 per visit to Medicare. He made functional gains and generated approx. \$2,700 actual income. As with MS, this population does very well with GHS.

Current Revenue generated , in 2001 dollars

Norman C.	\$ 6,400+
Sara B.	\$ 12,672
Emilio R.	\$ 8,100
Robert T.	\$ 1,584
<u>Roland W.</u>	<u>\$ 2,700</u>
Total	\$31,456

Joe stated that this was income realized, without HealthSouth even marketing to their prospective clients that they had the GHS available in their therapy programs.