
FOX

Achieving Success in an Underserved, High Risk Older Adult Population Using a Geriatric House Calls™ Program



Achieving Success Using a Geriatric House Calls™ Program

1 Who We Are

- Physical Therapists, Occupational Therapists, and Speech-Language Pathologists
- Over 20 Years of Experience

2 What We Do

- Geriatric House Calls™ for Complex Older Adults Underserved by Existing Models

3 How Geriatric House Calls™ Help

- 36% Functional Improvement
- 98% Patient Satisfaction
- Better Information: Chronic Conditions & Social Determinants of Health
- *56% Lower Cost of Health Care*

4 How We Do It

- Well-Trained Healthcare Practitioners
- Maximizing Functional Wellness for Complex Older Adult Patients

5 A Flexible Partner

- The Only Provider of In-home Therapy of Scale, Practicing in 38 States and Expanding
- Flexibility to Meet the Network Needs of Your Organization

FOX™

Who We Are

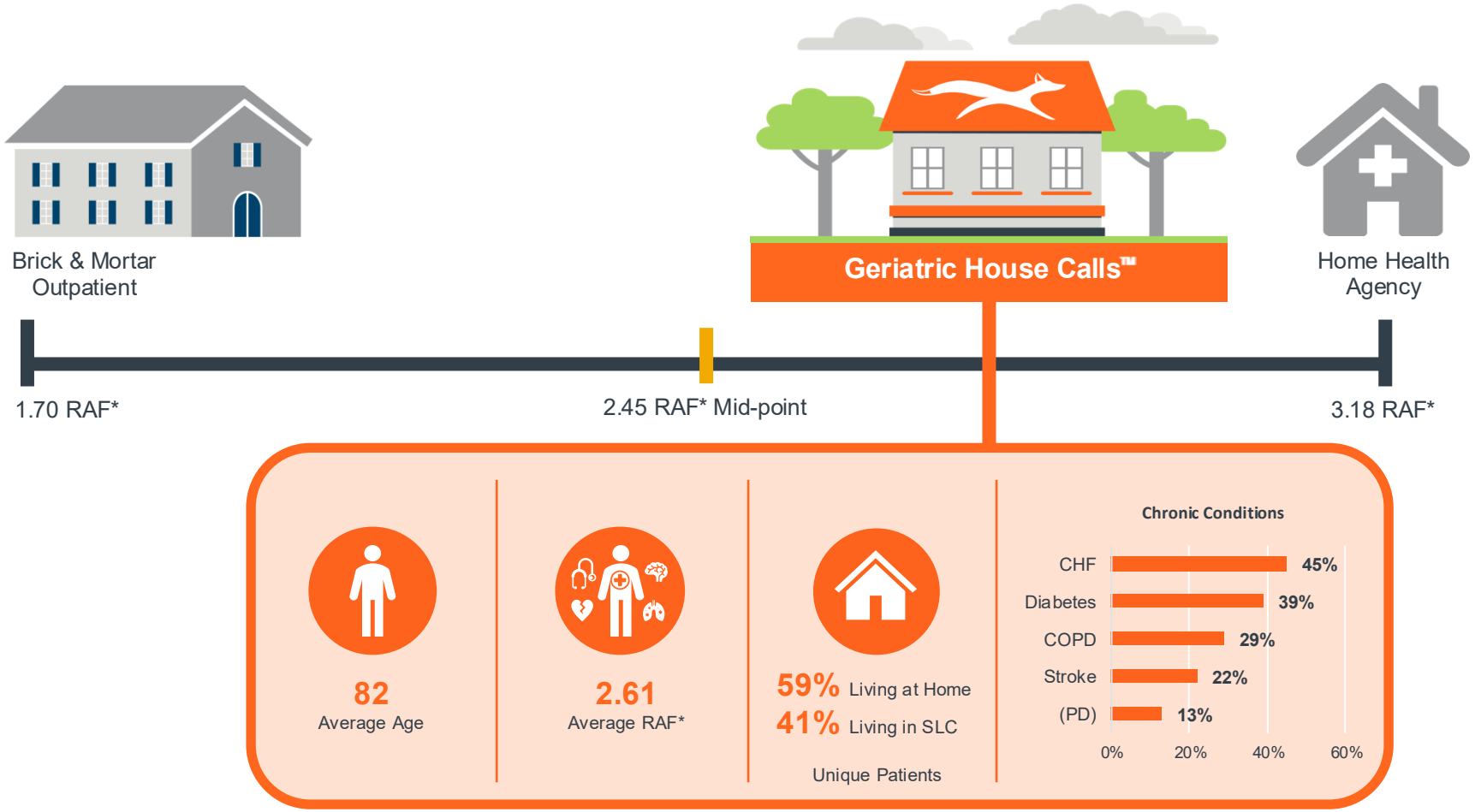
- FOX Rehabilitation is a practice consisting of physical therapists, occupational therapists, and speech-language pathologists caring for complex older adults
- We believe in our people and our patients

Our Mission

- To rehabilitate lives by believing in the **strength of people**
- **To believe in our people**—allowing them the autonomy to facilitate and provide clinically excellent care to our community with compassion and respect
- **To believe in our patients** and their ability to achieve what they once thought impossible—optimal function to rehabilitate their lives

What We Do

- Geriatric House Calls™ Program Is Unique to FOX Rehabilitation
- It's Not Home Health and It's Not Outpatient



*Risk Adjustment Factor

MEET BONNIE

Bonnie is 86 and lives in Northern NJ

- She has high blood pressure and congestive heart failure
- She recently ended her Home Health episode and is unable to get to the outpatient clinic
- She and her family are concerned she may need to move into a nursing home due to falls
- Her physician was aware of FOX and referred her for physical therapy



How Geriatric House Calls™ Help

Geriatric House Calls™ Optimize Functional Wellness for Complex Older Adults

HIGHER FUNCTION EQUALS LOWER COST OF HEALTH CARE

Peer-reviewed publication (N=38,203) demonstrated significant reduction health care cost with higher PSFS scores (19:146. https://doi.org/10.1186/s12877-019-1147-6)



36%

IMPROVEMENT

N = 266,000

Patient Specific Functional Scale

Individualized outcome measure that focuses on patient-centered limitations. Lack of progress is linked to adverse health outcomes.

How Geriatric House Calls™ Help

98% Patient Satisfaction Shows Recipients of Geriatric House Calls™ are Highly Satisfied

Satisfied Patients…

Would you recommend FOX to a family member or friend?

98%
Recommend



Practice-wide
N = 37,500

Compared to …..



79%
Recommend

Home Health
N = 7,637

How Geriatric House Calls™ Help

Positioned in the Home to Obtain Information on Chronic Conditions & Social Determinants of Health

Better Information

- Documentation of chronic conditions and functional limitations
- Clinical indicators
  - Chronic conditions, BMI, depression screening, falls
- Social determinants of health
  - Environment, social isolation, support network, elder abuse/violence

How Geriatric House Calls™ Help

56% Lower Cost of Health Care

FOX REDUCES HEALTH CARE COSTS*

The FOX Rehabilitation Geriatric House Calls™ model reduces total cost of care[1] by 56% compared to non-FOX patients.[2]

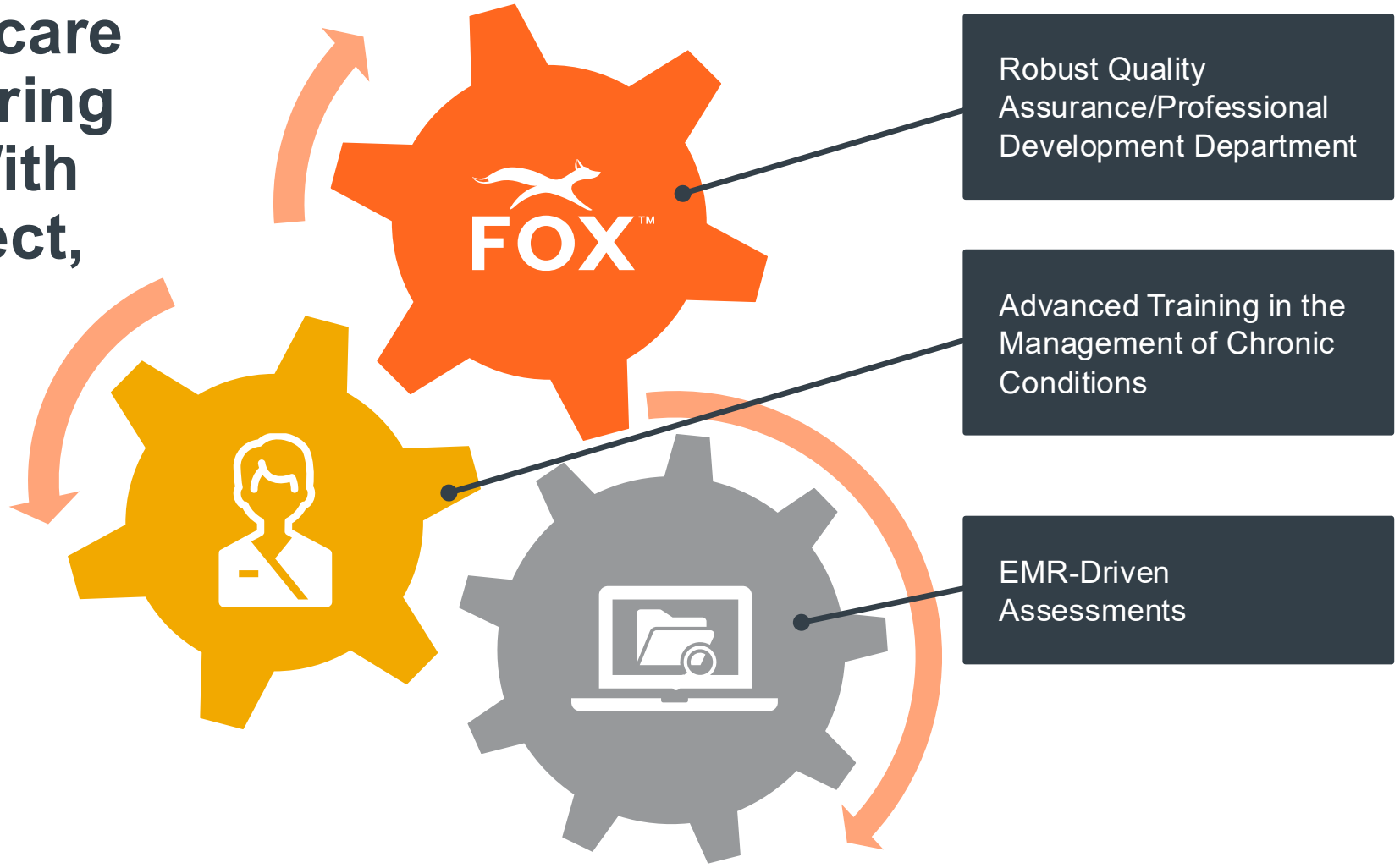
**Lower 90-Day Admissions, shorter SNF length of stay and reduced ED use.*



1. Total cost of care includes 12 months post initiation of therapy services. 2. 100% risk adjusted sample of Medicare data for NJ / PA / SC 2017-2018 prepared by CMS Qualified Entity; differences are statistically significant with a 95% confidence interval. Total cost of care does not include medications.

How We Do It

Well-Trained Healthcare Practitioners Delivering Care in the Home With Compassion, Respect, and Belief



How We Do It

Customized EHR System That Uses Structured Fields to Capture Key Clinical Data Points That Allow Clinicians to Optimize Care

Functional Status
 Patient Specific Functional Scale Results
Arm Curl
5 Times Chair Rise Results
Grip Strength Results
Timed Up & Go Results
Pain Assessment Results

Medical Status
Blood Pressure
Pulse Rate
Lung Sounds
Respiration Rates
Peripheral Oxygen Saturation
Depression Screening Results
Body Mass Index
Medications

How We Do It

Practice-Wide Improvement in Functional Wellness

Patient Results[1]



57%
n=33k
Improvement

Arm Curl
Assesses upper body strength and is linked to function in the older adult



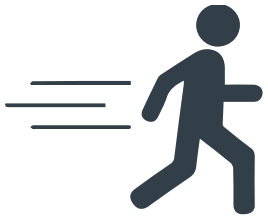
25%
n=29k
Improvement

Grip Strength
Assesses hand and forearm strength and is linked to function and mortality



26%
n=116k
Improvement

5x Sit-To-Stand
Assesses functional lower body strength and is linked to functional mobility and balance



24%
n=81k
Improvement

Timed Up And Go
Assesses mobility, balance, and frailty and is linked to fall risk and mortality

Patient Specific Functional Scale
Individualized outcome measure that focuses on patient-centered limitations. Lack of progress is linked with adverse health outcomes

1 10

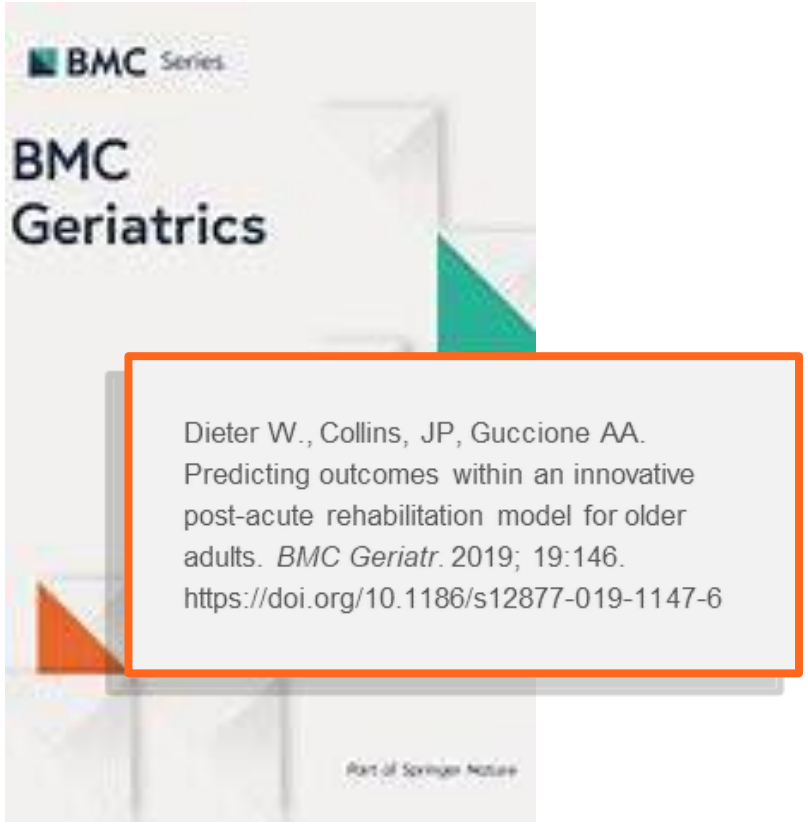
36%
n=266k
Improvement

1. Patient results based on patient data collected from October 31, 2014 to May 17, 2021.

How We Do It

Maximizing Functional Wellness for Complex Older Adults Results in Lower Downstream Costs

- Clinical metric of resource use and future cost
  - FOX peer-reviewed publication in *BMC Geriatrics*
  - 38,203 FOX cases
  - Currently performed on all patients
  - Examples of higher costs
    - Hospitalization
    - Progression to home health or hospice

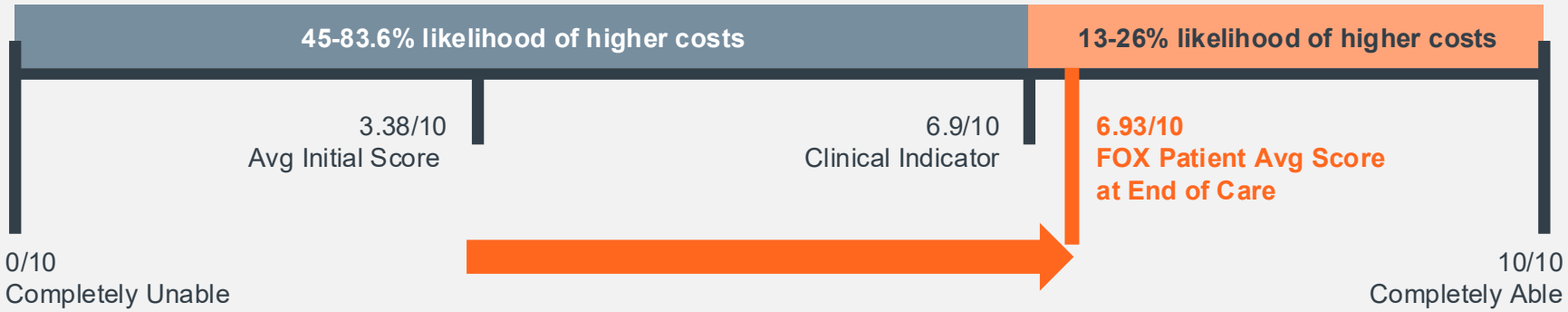


How We Do It

Maximizing Functional Wellness for Complex Older Adults Results in Lower Downstream Costs

Functional Patients…

Patient Specific Functional Scale (PSFS)



60% of FOX Geriatric House Call™ patients exceed threshold when care is completed

The PSFS Is a Key Quality Indicator Within Geriatric House Calls™

FOX™

SUCCESS STORIES

“I TOOK A FALL AND HAD TO GO TO REHAB. MY FAMILY AND I STILL WEREN’T CONFIDENT I COULD CONTINUE TO LIVE IN MY HOME, SO, I STARTED WORKING WITH FOX. I AM BACK TO WALKING WITH BETTER BALANCE THANKS TO MY FOX CLINICIAN.”

BONNIE GOLD, 86 YEARS YOUNG



Clinicians who enhance functional wellness, make patients happy, and contribute to the plan’s understanding of their beneficiaries bring tremendous value.

Achieving Success in an Underserved, High Risk Older Adult Population Using Geriatric House Calls™

FOX™ Summary

1 Who We Are

- Leading provider of physical therapy, occupational therapy, and speech-language pathology in the home
- 5,000+ clinicians, recruiting powerhouse
- Deep and tenured core management team with proven ability to lead, grow, and evolve the business model with over 25 years experience caring for older adults in the home

2 What We Do

- Geriatric House Calls™ program for older adults (82 years) with high costs (RAF 2.61) and chronic diseases
- Provide the care where the patient resides (59% living at home | 41% living in Senior Living Community)

3 How Geriatric House Calls™ Help

- Significantly lower costs for Geriatric House Calls™ patients (56% lower PMPM)
- Functional improvement of an older, high-cost population that is not well served by existing care models
- Achieve high satisfaction (98% recommend)
- Extensive clinical and technology infrastructure, proven valuable to support FOX clinicians and FOX partners

4 How We Do It

- Geriatric House Calls™ program
- Fills an unmet need for millions of older adults
- Acts as a care practitioner in the home for complex older adults

5 A Flexible Partner

- The only provider of in-home therapy of scale, practicing in 38 states and expanding
- Flexibility to meet the network needs of your organization
- Well-positioned to capitalize on home-based care trends



Appendix

- Greyson et al., 2015
  - *ADL* impairment is a primary predictor of hospital re-admissions[1]
- Falvey et al., 2016
  - Rehabilitation professions can reduce re-admission risk by coordinating care, being a primary care practitioner in the home, and maximizing physical functioning[2]
- Mathis et al., 2019
  - *PSFS* is a reliable and valid measure of physical function in community-dwelling older adults[3]

1. Greyson et al., "Functional impairment and hospital readmission in Medicare seniors"
2. Falvey et al., "Role of physical therapists in reducing hospital readmissions: optimizing outcomes for older adults during care transitions from hospital to community"
3. Mathis et al., "Reliability and validity of the patient-specific functional scale in community-dwelling older adults"

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