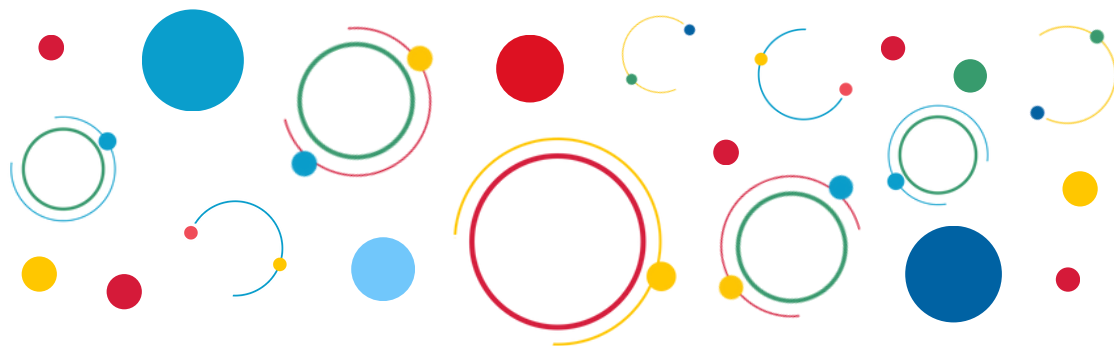


10 IDEAS THAT DRIVE ROI



RESTORE.



RESTORE-Skills supports your facility-wide commitment to skill-building, improved outcomes, & overall reimbursement potential.

ROI tactics from people like you

With the ever-changing healthcare landscape in 2022, we understand the need to be creative in increasing revenue, lowering costs, and providing a high level of care.

The following white paper illustrates how **RESTORE** can help you identify unique ROI opportunities in therapy refusals, activity duration, medicare denials, group and concurrent, restorative programming, and staffing challenges.

"RESTORE allows residents to get stronger while having fun. They are able to play games while exercising and doing their physical, occupational, and speech therapy."

*Marc Halpert, COO
Monarch Healthcare*



"Our biggest success is being able to turn refusals into participation. We may start off with two refusals for the day but end up being able to turn a 'game' of RESTORE into a full treatment session."

AMY BLOUGH, PTA
DIRECTOR OF REHAB



1. Play to Mitigate Refusals

Meeting therapy goals directly impacts patients' quality of life and is important to your facility's financial success. Standard in every therapist's day is dealing with therapy refusals. In fact, a typical SNF therapist averages 1-2 refusals each day. That can be 15-20% of a therapist's day that's canceled. Fortunately, armed with technology that makes therapy interactive, engaging, and fun, therapists can significantly reduce refusals.

MITIGATING REFUSALS
WITH RESTORE

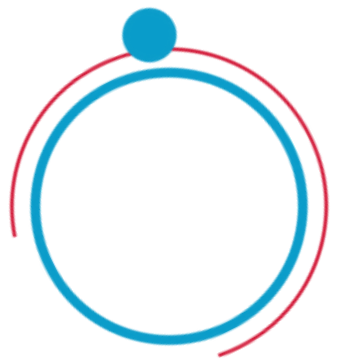
DRIVING ROI

5 Facilities 4 Weeks

138 Refusals Mitigated



Case Study



The Challenge:

Occupational, physical, and speech therapists across five (5) sites need to mitigate multiple therapy refusals daily. RESTORE can track refusals & support in achieving this goal.

The Solution:

The teams across these five (5) facilities offered **RESTORE** skill-building games when met with a refusal, whether due to injury/illness, apathy, or other external concerns.

The Results:

In a 4-week, 5-facility case study with Reliant Rehabilitation therapy team members **improved clinical outcomes by mitigating 138 therapy refusals**. Patients who initially refused physical, occupational, or speech therapy sessions participated more often when engaged with RESTORE-Skills This led to greater payout success for the participating facilities.

2. Maximize Therapy Duration

Improve your staff's ability to achieve goals by encouraging residents to participate six days per week for 15 minutes daily with person-centered activities.

As reported, clinicians see greater patient participation during therapy sessions when benefiting from **RESTORE**. Users increase engagement & activity tolerance, improve outcomes, and increase overall reimbursement potential.



A study conducted over a one-month reporting period found that therapy sessions delivered to Medicare Part B patients demonstrated higher Units Per Visit (UPV) when performed with RESTORE-Skills, compared to traditional approaches. **This resulted in an average of \$3,000 of additional Part B revenue per facility.**

TRADITIONAL
THERAPY

WITH
RESTORE

Avg
UPV
2.77

Avg
UPV
3.58

3. Promote Group & Concurrent Therapy

Operators are feeling the pressure to maximize staffing schedules across several departments. Additionally, therapists attempt to run appropriate sessions with multiple residents when appropriate goals are reasonable.

With **RESTORE**, group sessions require fewer trained professionals to provide treatment to a larger group. Residents engage in socialization, with positive outcomes/engagement. In addition, participation in therapeutic gamification encourages resident socialization and improved behaviors.

More Play!

- Portability allows for group play anywhere in the facility, mitigating limitations due to transfers, and reducing downtime.
- Therapists only need to log in, select the game, and hand off controllers to begin billable hours.



4. Provide Therapy Anywhere

Residents aren't always able to make it to the therapy gym. But with the right software, teams can utilize laptops or tablets to treat patients in their desired setting. **RESTORE** allows patients to play and practice bedside, in the dining room, or from another location in your building.

5. Utilize Existing Hardware

Purchasing new equipment for your building isn't always easy, especially with rising operational costs. With this in mind, **RESTORE** is designed to run through your favorite browser (*Google Chrome, Microsoft Edge, Safari*) and enhance your existing hardware so you can engage residents in fun skill-building activities.

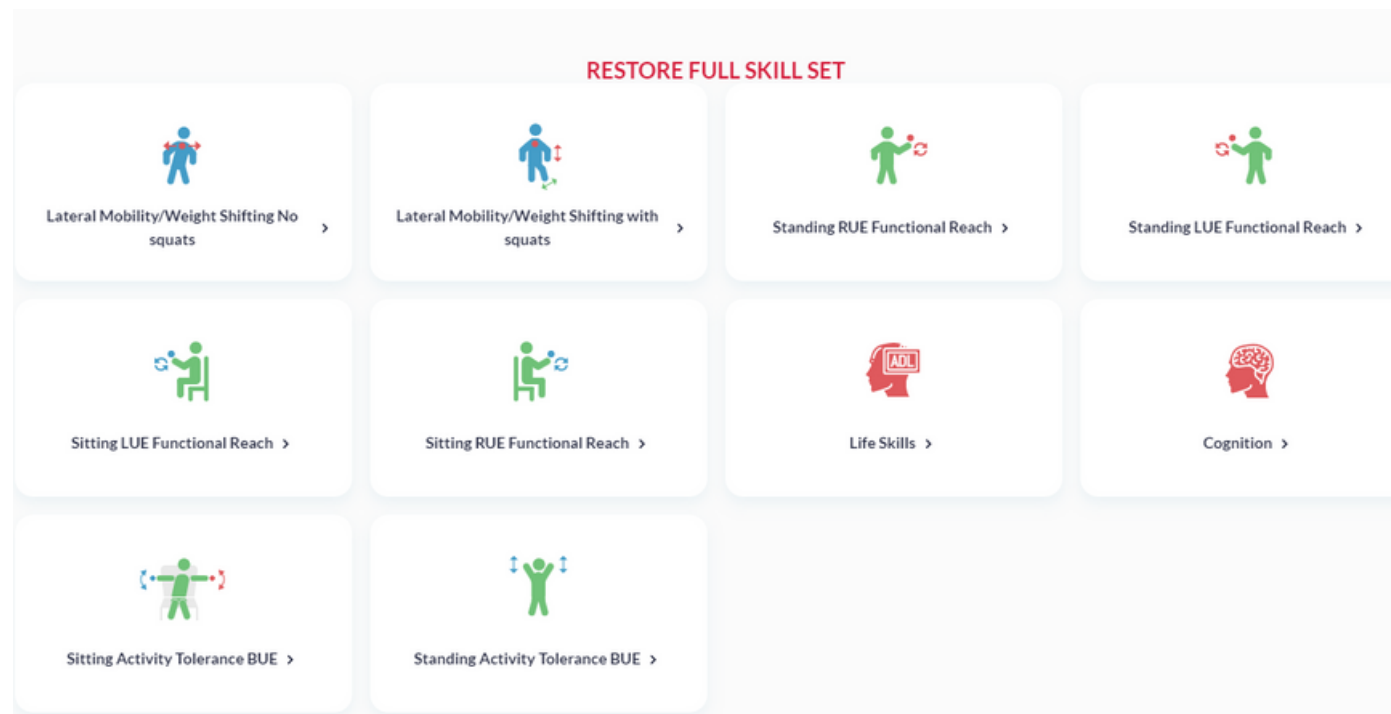
THE **RESTORE.** SKILL-BUILDING STATION



6. Ramp Up Restorative

Your Plug&Play RESTORATIVE Activity

Support your restorative team with the activities they need to engage. Gain access to a wide range of functional activities that enhance residents' quality of life by improving and/or maintaining their independence in ADLs and mobility. RESTORE helps teams reach restorative goals and quickly build to 15 minutes of daily skill-building sessions.



7. Boost Staff Retention

Retaining team members is critical during this time of flux in the industry. We see our partners and their team members as a part of our community. We understand the value of their professional growth and education, as well as the necessity of supporting team members with a variety of tools to ensure effective and empowering onboarding, training, and ongoing education. **RESTORE** offers professional users bi-monthly training, CEUs, and a professional Facebook group to support their efforts and increase job satisfaction.



*"Ms. Linda Balentine is a huge fan of our **RESTORE!** She told me recently that the games "remind her of her childhood and bring lots of joy & memories." We never have to go find Ms. Linda; after breakfast, she makes a beeline to the therapy gym to practice her games. She says she can tell the difference they make in her cognition and overall abilities."*

- Chessie Berg, SLP, Director of Rehabilitation

8. Optimize Clinical Education

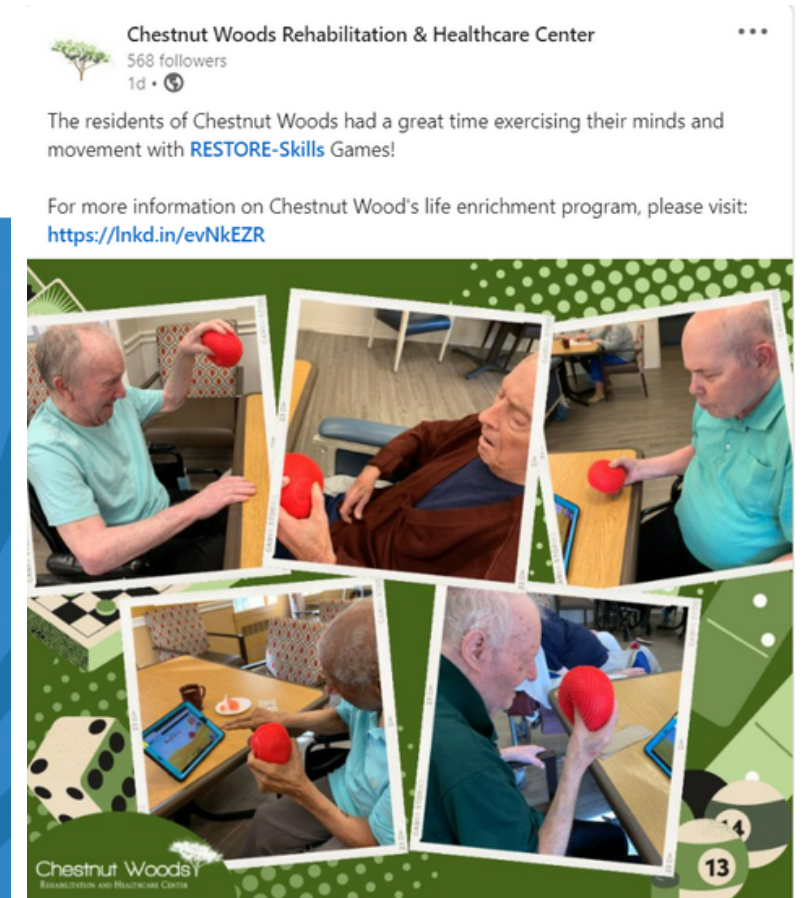
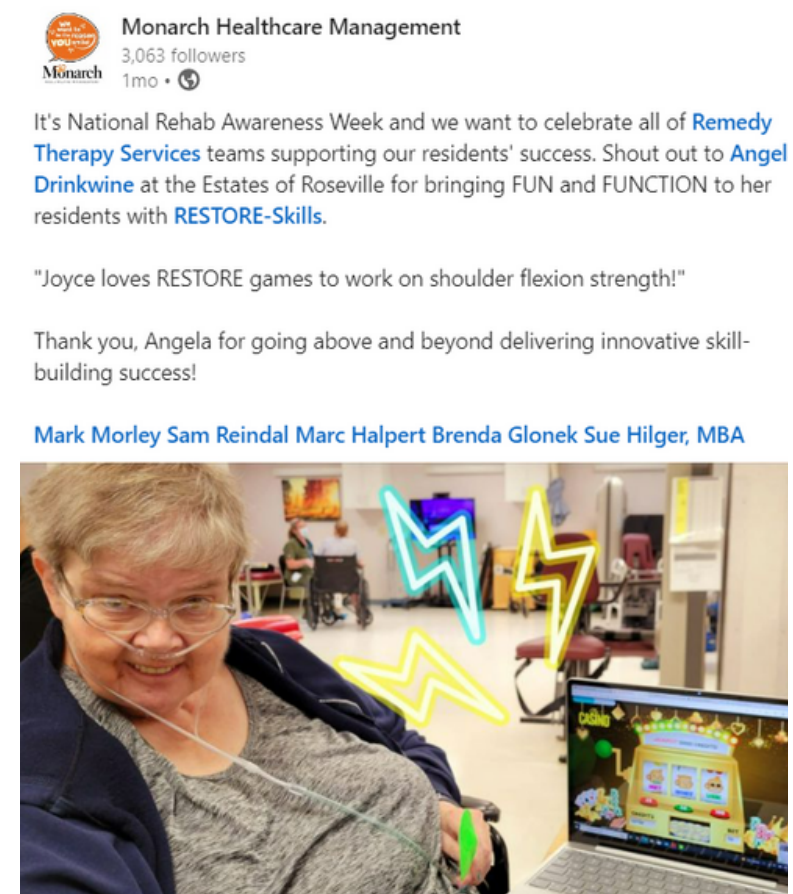
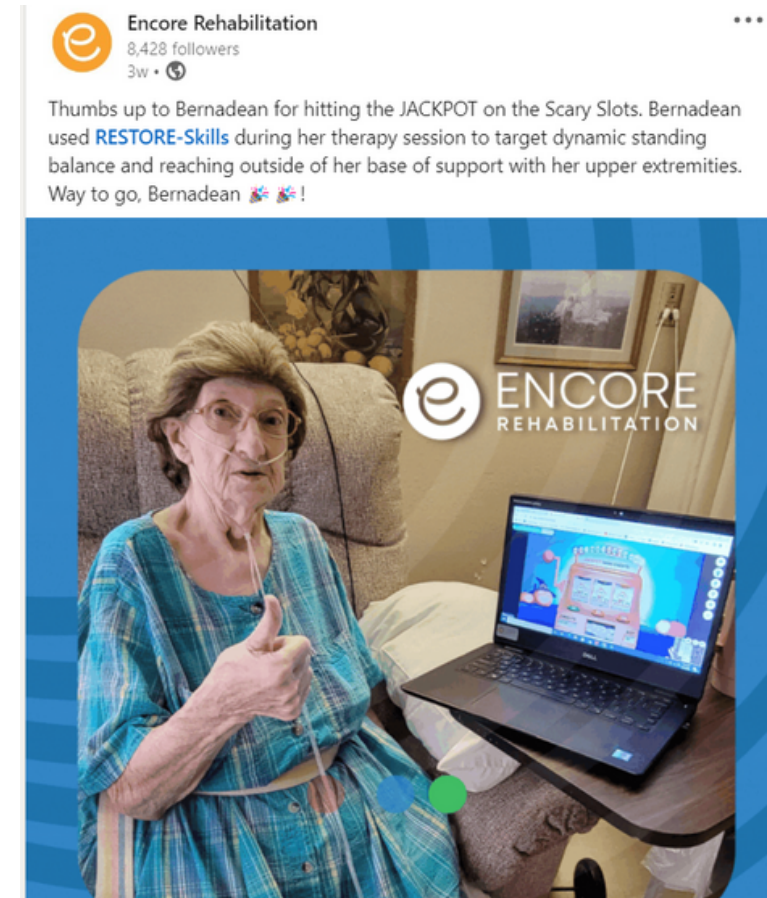
Choosing appropriate CPT Codes can support an increase in revenue for operators. When a patient receives treatment under 97110, therapists in your facility can consider supplementing the activity with RESTORE. Using code 97112, they can target neuromuscular re-education of movement, balance, coordination, kinesthetic sense, posture, and proprioception for sitting or standing activities.



9. Market Your Approach to Care

The marketing of your facilities has a significant impact on ROI. Our Customer Success and Marketing team will collaborate with you to curate success stories, case studies, & positive collateral for your marketing and promotional purposes.

- Promote your embrace of technology and innovation across social media
- Utilize **RESTORE** to enhance an open house or community event.
- Add us to your website: we'll assist your web team & provide the needed content to build a dedicated innovation page on your website
- Co-produce marketing videos to highlight your community & care differentiation



10. Improve Post-Discharge Touchpoints

Providing post-discharge touchpoints for residents is not only vital to them but valuable to their families as well. With **RESTORE@Home**, therapists can train family members and encourage them to support the patient's continued success. Patients who continue to play establish the carryover of skills which helps reduce readmission rates.

Players can continue the fun & progress they experienced with **RESTORE** during therapy when returning to their community. Home exercise and life skill readiness activities are designed for players to continue their recovery in the comfort of their home setting.

"The ability to send the patient home with a fun practice plan helps us maintain contact & avoid patterns of behaviors that lead to health concerns."



Barry Munk, COO
Marquis Health Services



Conclusion

Facilities risk being outpaced by competitors that gain a reputation for customer satisfaction, innovation, and better outcomes. This white paper has outlined ten (10) unique ways operators can capitalize on innovation to generate ROI and boost clinical outcomes.

Keeping your facilities on the front end of technology is key in an evolving market. Bottom line, adopting software can help mitigate operational tensions, increase revenue, and lower costs. [Click here](#) to schedule a demo and see first-hand how we can help you reach your goals.



“Our therapy team has really enjoyed working with our residents using **RESTORE**. The residents absolutely love it, and we've received a lot of positive feedback from the staff. I highly recommend this program to other therapists.”

*Mariah Tilley, CCC-CLP
Director of Rehabilitation*