

Concentra Achieves Optimal Outcomes in 25% Fewer Physical Therapy Visits

Concentra® clinicians perform above industry standards by consistently completing care in fewer visits than prescribed. Concentra physical therapy is prudent, using only the number of visits that are truly needed to restore function. This approach provides these benefits:

- Cost savings for employers and payors
- Shorter disability duration for injured employees
- Accelerated return to work to keep your workforce strong

Concentra is able to achieve these benefits through a focus on functional restoration, early intervention assessment and treatment, and dynamic hands-on therapy, as well as strong case management and close collaboration between the treating clinician and physical therapist.

Case Study #1: 2017-2019, a world-leading retailer enjoys year-after-year reductions in use of prescribed physical therapy visits

A large international retailer partnered with Concentra to evaluate its domestic operations and understand cost benefits of working with Concentra therapy. The analysis reviewed three years of data, specifically looking at the number of prescribed therapy visits versus the number of therapy visits utilized by Concentra. The result, Concentra consistently was able to close cases utilizing only 75 percent of prescribed therapy visits. Therefore, due to Concentra's use of a responsible model of evidence-based physical therapy, the international retailer benefited from a 25 percent visit cost savings, totaling over 19,000 therapy visits saved over a three-year period.

2017

Prescribed visits: 22,944



25% reduction
in prescribed PT visits

2018

Prescribed visits: 24,240



26% reduction
in prescribed PT visits

2019

Prescribed visits: 28,068



25% reduction
in prescribed PT visits

Case Study #2: In 2019, a TPA analysis shows a 30% reduction in Concentra's use of prescribed PT visits

A leading national third-party administrator wanted insight into Concentra's cost savings associated with utilization of its physical therapy model. In response, Concentra analysts studied 16,225 of the TPA's cases that completed care with Concentra physical therapy. On average, cases were prescribed 8.8 physical therapy visits. On average, Concentra completed care in 6.1 visits per prescribed case, resulting in a 30 percent reduction in utilized visits for closed cases.

2019

Average visits prescribed per case: 8.8



30% reduction
in prescribed PT visits

Conclusion

Concentra delivers cost savings to employers and payors through a responsible model of physical therapy that is unmatched in the workers' compensation industry. This model is a unique combination of early intervention, focus on functional restoration, active, hands-on treatment, close collaboration between medical partners, and strong communication with customers. Finally, Concentra is committed to using only necessary physical therapy visits to achieve patient goals and appropriate return to work.