Invitation to Ohio:

Healthcare Innovation

Discussion Framework
MRMT®: Low Back Pain manuscript

Results 1 year post MRMT® treatment:
- 40% pain reduction
- 50% discontinued using prescription medication
- 23% increased in quality of life
- 85% reduction in the use of other therapies
MRMT® Research data report piqued AG DeWine’s interest in 2016

MRMT®: an effective alternative to prescription drugs for people living with chronic pain (based on 2016 data)

### Patient Data

<table>
<thead>
<tr>
<th></th>
<th>Male</th>
<th>Female</th>
</tr>
</thead>
<tbody>
<tr>
<td>Age</td>
<td>69</td>
<td>249</td>
</tr>
<tr>
<td>Average Age</td>
<td>62</td>
<td>78%</td>
</tr>
<tr>
<td>New patients this year</td>
<td>67</td>
<td></td>
</tr>
<tr>
<td>Average number of visits per patient</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>Average patient pain rating</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Average patient function rating</td>
<td>81</td>
<td></td>
</tr>
</tbody>
</table>

### Medications Taken at Initial Visit

<table>
<thead>
<tr>
<th>Medication Type</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pain reliever</td>
<td>63</td>
<td>22%</td>
</tr>
<tr>
<td>Muscle Reliever</td>
<td>146</td>
<td>28%</td>
</tr>
<tr>
<td>Anti-inflammatory</td>
<td>8</td>
<td>2%</td>
</tr>
<tr>
<td>Anti-depressant</td>
<td>1</td>
<td>0%</td>
</tr>
<tr>
<td>Anti-anxiety</td>
<td>1</td>
<td>0%</td>
</tr>
<tr>
<td>Anti-convulsant</td>
<td>1</td>
<td>0%</td>
</tr>
<tr>
<td>Sleep aid</td>
<td>1</td>
<td>0%</td>
</tr>
<tr>
<td>Multiple</td>
<td>145</td>
<td>28%</td>
</tr>
</tbody>
</table>

**Treatment for:**

- Pain: 163, 67%
- Loss of Function: 13, 6%
- Bob: 102, 28%
- Other: 17, 5%
- Acute: 145, 43%
- Chronic: 164, 62%

40% of patients discontinued pain medications with MRMT®

M. T. Wellness
**Problem: Musculoskeletal Pain**

- Musculoskeletal impairments are a major contributor to chronic pain and functional disorders.
- Unfortunately, our current primary healthcare system does not appreciate this nor address it until disability, absenteeism, or chronic conditions develop among workers.
- Ohio Governor’s Cabinet Opioid Action Team encourages insurance companies to provide support for non-pharmaceutical interventions.
## Shared: Common values and belief

<table>
<thead>
<tr>
<th>Ohio BWC</th>
<th>MTW</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Workplace Wellness Grant Program</strong> to partner with employers to develop a healthier workforce.</td>
<td><strong>MTW-MRMT</strong> to partner with Dave Fox (DF) Company to develop a healthier workforce.</td>
</tr>
<tr>
<td>• Goal is to limit and control the escalating cost of workers’ compensation claims by addressing health risk factors.</td>
<td>• To examine the cost savings and how to shift from “vital signs only” wellness to adding on musculoskeletal assessment in the work environment.</td>
</tr>
<tr>
<td>• Financially assisted employers in creation and implementation of a wellness program up to $15,000 to eligible employers until the grant funds are no longer available.</td>
<td>• Shared cost between MTW and DF from January 2017-June 2018 for the pilot study initiative aimed at improving employee health and safety to improve productivity and reduce costs to our state of Ohio.</td>
</tr>
</tbody>
</table>
1. This gap in our healthcare delivery needs to be addressed with education, increased awareness, and appropriately trained staff in musculoskeletal health assessment and management.

2. We believe this training must begin at the grassroots level.
Our Vision: Healthcare Innovation

- Empower students with new skills for entry into the healthcare field by introducing a new course series at the undergraduate level.
- Establish healthcare “wellness” evaluations by increasing awareness of the importance of good musculoskeletal health in the workplace and elsewhere.
- Collaborate with local businesses to expose students to a work environment so they can hone their new communication skills in a real world setting and also avail of any job opportunities.
Our Vision: Healthcare Innovation

Through Capital University, these students would learn

1. how to communicate and interact with each individual employee;
2. how to conduct musculoskeletal general assessment in the workplace;
3. how to gather data, write reports and make recommendations based on a structured Musculoskeletal health assessment and scoring system that has been published in the Journal of Family Medicine and Disease Prevention (JFMDP) while using BWC wellness program vendors guidelines to assist the company.

M. T. Wellness
Our Solution: Collaboration

1. Short term: to offer scholarships to qualified students to cover partial tuition to encourage them to register for this course during the first two years it is offered. Students will also receive credits towards their graduation requirements.

2. Long term: expand, so that success of this initiative will result in Capital University making these electives a part of their regular course offering and musculoskeletal health assessment could eventually become part of our primary medical care to achieve:
   – Chronic pain is reduced or eliminated
   – Physical function is restored
   – Pharmaceuticals eliminated or reduced
   – Invasive procedures avoided
   – Health care cost savings achieved through intervention and prevention
Accelerating Adoption: Ohio first!

- Results for Ohio: decrease in drug use, healthcare cost reduction, healthier, more effective workforce for Ohio businesses, job creation
- Critical success elements:
  - Pipeline of healthcare students to conduct annual musculoskeletal health assessment while learning how to communicate one on one and apply their skills through externship
  - Ohio encourages this **Workplace Wellness Program** as collaboration between higher education institution and companies
  - All healthcare insurance encourages **Workplace Wellness Program**
  - Consumers well informed on **Workplace Wellness Program** options
How can we collaborate? Ohio first!

- Key discussion topics:
  - Are there new areas we should be thinking about and potentially helping with at this time?
  - We want to grow our ideas in Ohio and seek your support and guidance.