

Focus On Therapeutic Outcomes

Frequently Asked Questions

Helping you understand from the beginning to the end and everywhere in-between!

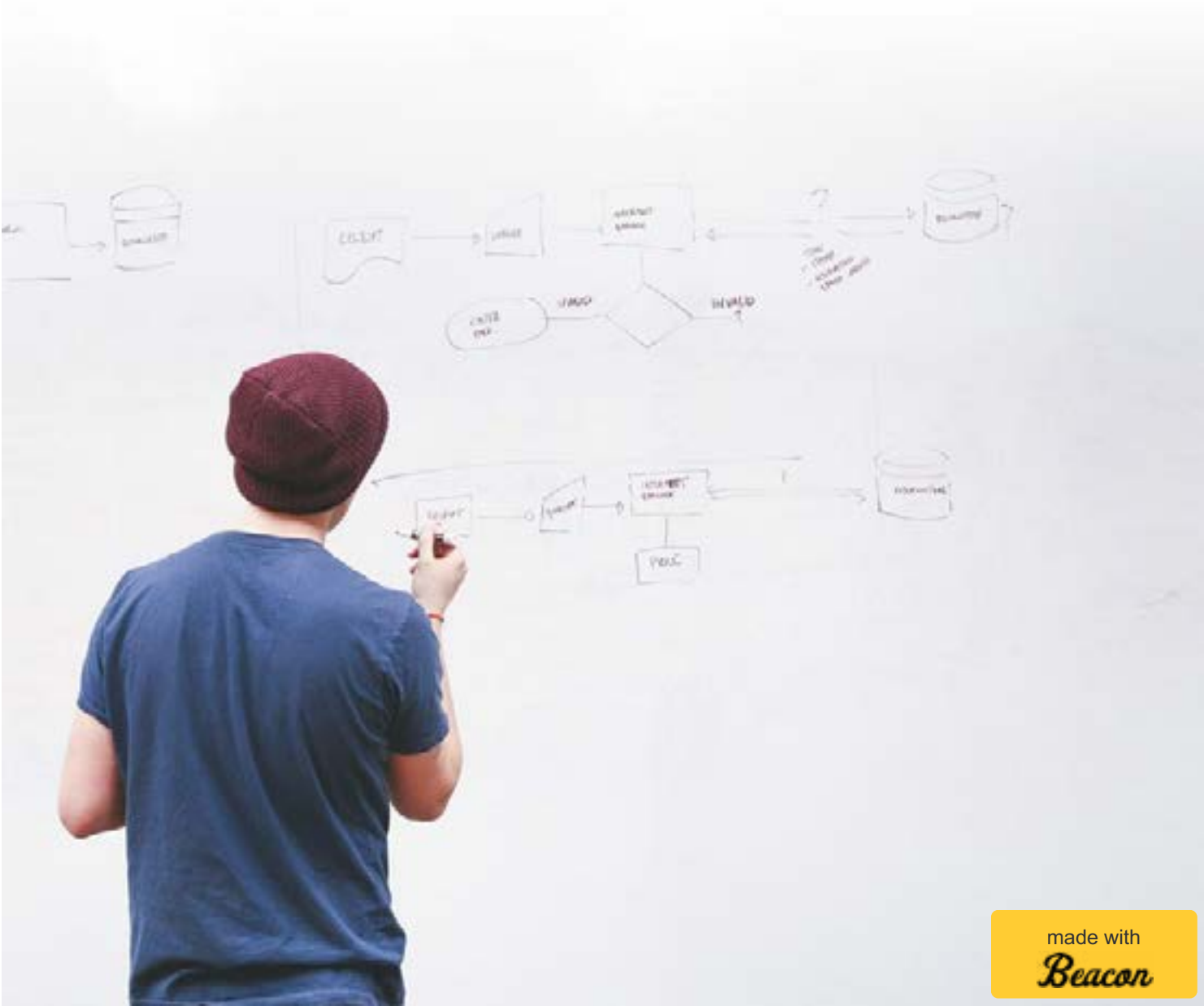


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We know you have to be curious. Sign up now!

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Feel free to reach out to us at 1-800-482-3686 if you have additional questions.

What is FOTO?

Let's first start with the question we hear the most!

What is FOTO?



FOTO is the standard for measuring rehabilitation outcomes. FOTO is a system that provides benchmarked reports on patient reported outcomes.

Using the most advanced scientific methods, FOTO captures specific patient factors for risk adjustment purposes to equalize your patient outcomes as much as possible. FOTO adds another step after risk adjusting each patient: predictive analytics. These two key steps allow for accurately predicting outcomes, leveling the playing field and fair comparisons when managing clinical performance.

Why FOTO?

FOTO is the standard in measuring rehabilitation outcomes.

Patient self-report measures are considered the gold standard in measuring outcomes to determine the value of care from rehabilitation services.



The most efficient and accurate means to measure outcomes are no longer paper and pencil based measurement tools. **In 2001 FOTO began using computer adaptive testing for increased precision and efficiency.**

As of today, 7 of the 36 [National Quality Forum](#) endorsed measures focused on [measuring functional status](#) are FOTO developed measures.

FOTO designs its products to be convenient, multi-purpose and flexible.

- **Convenient:** integrating with any electronic medical record and functioning on any device with an internet connection.
- **Multi-purpose:** meeting the needs of patients, providers, practices and payers.
- **Flexible:** allowing providers full autonomy in determining optional assessments to measure more components than just function.

FOTO and its team have been leaders in the rehabilitation outcomes world since 1992.

FOTO's products are leading edge by design.

Who Can Use FOTO?

FOTO is for clinicians who need to measure and manage individual patients. FOTO's benchmarked reports are designed for assessing performance and value based purchasing.

Who Can Use FOTO?



FOTO designed its measures and system to be focused on measuring function and capturing functional change. Because the focus is functional status change with risk adjustment and predictive analytics built into the solution, the FOTO system can be used on [many types of patients](#). The practice settings in which FOTO can be used include outpatient rehabilitation, chiropractic, occupational health, adult day care, workers compensation and surgeon offices.

What Does FOTO Provide?

System... A Work Horse... A Team

Let's delve deeper into into each of these.



A System

Designed for all rehabilitation providers. Internationally trusted.

A System

- National Quality Forum Endorsed Self-Report Measures
- Computer Adaptive Testing
- Web based: Log in Code, QR Code or Email Link to Patients
- Can Measure Physical Function on any Device with Internet Service
- Sophisticated Risk Adjustment and Predictive Analytics
- Integrates with any Electronic Medical Record or Software System



A Work Horse

Sit back and relax while the FOTO Machine does all the work.

- **Easy Compliance:**
 - Recommendations for patient complexity
 - Generates Functional Limitation G-Codes
 - Assists with Merit-based Incentive Payment System (MIPS)
- **Patient Specific Reports**
 - Increases Patient Engagement, Increases Motivation and Provides Hope
 - Incorporates Evidence into Practice and Informs Clinical Decisions
- **Crosswalk Scores:** FOTO Functional Status Scores can now be crosswalked to DASH and ODI in the event a payer requires these scores.
- **Scorecard for Clinician, Clinic and Company**
 - Quick At-A-Glance Dashboard Report to Help You Manage Quality of Care
 - International Ranking Based on Risk Adjusted Predictive Analytics
- **Profile Report:** Informative Report Capturing All the Details and Demographics
- **Satisfaction Report:** Overall, By Impairment, and By Item Rated
- **Awards:** Outcomes Excellence Awards - Exceeding Internationally Predicted Risk Adjusted Functional Change
- **Marketing Tools**
 - Reach Consumers Directly
 - Increase Physician and Payer Referrals
- **Process Metrics:** Information at a Glance at How Well Your Team is Using the System

A Team

FOTO doesn't just offer a product. FOTO includes a kind, helpful, fun, creative, knowledgeable one-of-a-kind team of experts. You're in good hands when you work with FOTO.

A Team

- A team that knows rehabilitation outcomes inside and out
- A team with great relationships within various areas of the rehabilitation industry
- A team that wants you to succeed with your patients and with your business
- A team that understands the struggles and barriers to change
- A team that is never satisfied with status quo and is constantly designing change for the better
- A research advisory board to ensure the science behind processes meets high standards



Why is FOTO Proprietary?

The question everyone asks!

Why is FOTO Proprietary?



FOTO is exceptional at what it does. FOTO offers exclusive patient reported outcome measures. The FOTO web based system focuses on computer adaptive testing methodology. The FOTO solution is unique in its risk adjustment and predictive capabilities. At FOTO we have a proprietary system and measurement tools. FOTO prides itself in being leading edge, ever-evolving and forward thinking. We believe our solution is superior to the suboptimal, publicly available options for measuring rehabilitation outcomes. FOTO sets and maintains high standards: strong, research supported methodology.

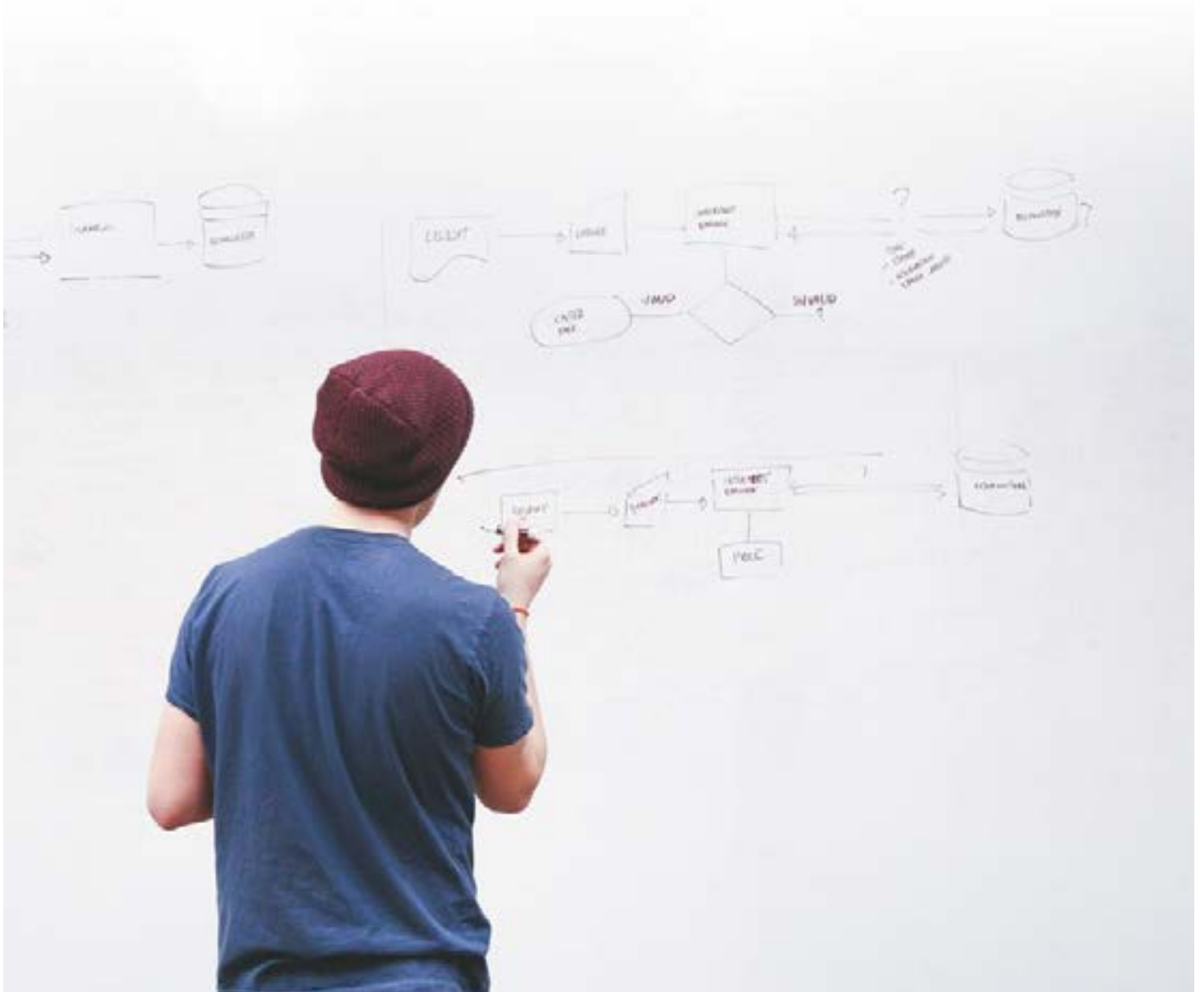
Does Proprietary Mean It's a Secret?

Definitely not! FOTO prides itself in the level of science involved with its measurement tools and system. Measurement tools have passed the peer-reviewed process and have been published in professional journals. Every National Quality Forum endorsed measurement tool is freely available for anyone to experience. FOTO has a process in place for researchers to access FOTO's database. The FOTO database integrates with other software products. The largest classification of software products FOTO integrates with are electronic medical records.

Experience FOTO!

Computer adaptive testing and risk adjustment is quick!

Take a Test Now!



You Just Experienced a CAT. What happens if a patient has questions while completing a CAT?

FOTO has created standards for administration for consistent procedures when a patient has questions or needs assistance.

How Can I Help Patients if They Have Questions While Completing the CAT?

Standardization helps insure that patients at different clinics and different settings are all responding to questions based on their own **perspectives** and **experiences**.

Standardization seeks to minimize coaching and other external influences on patient responses.



Does FOTO Integrate with Other Software Systems?

You'll love this answer! Yes!

Does FOTO Integrate with Other Software Systems?



Yes! The above image includes just a few of the many.

FOTO's integration solution allows EMR, Documentation System, and Practice Management software company partners to send and receive patient episode information with FOTO's system. An integration partner can retrieve virtually any data item via a structured report object. Single-sign-on capability provides our mutual customers a hand-in-glove feel while moving efficiently and seamlessly between the two systems. Our Integration partners determine the level of integration and the user experience for their customers.

Why Does FOTO Include Risk Adjustment in its System?

Without appropriate risk adjustment, patient functional outcomes cannot be interpreted in a meaningful manner when comparing outcomes between different patients and providers.

Why Does FOTO Include Risk Adjustment in its System?

FOTO is committed to providing the most accurate benchmarked comparisons available in today's sophisticated healthcare arena. Accurate comparisons take patient differences into account and risk adjustment plays a key role in FOTO's ability to do this.



FOTO initiated the risk adjusting process into its system in 2003. By risk-adjusting, FOTO is able to compare your patients to analogous episodes internationally. FOTO provides risk-adjusted:

- o Benchmarked comparison of aggregated outcomes
- o Predictions for functional status change for each individual patient

FOTO's risk adjustment process is fluid; FOTO continually evaluates and assesses other variables and statistical analyses identified in research. FOTO runs tests and determines if its risk adjustment process needs to be strengthened. Depending on test results, new variables may be included or existing variables deleted from the current model. The best way to know how well a system is risk adjusting is to know what amount of variance is explained by the algorithm.

How are FOTO Benchmarked Reports Different?

FOTO comparisons are based on risk adjusted predicted outcomes.

How Are FOTO Benchmarked Reports Different?

	EFFICIENCY	EFFECTIVENESS	UTILIZATION	CUSTOMER SATISFACTION
CLINIC 1	✓	✓	✓	✓
CLINIC 2	✗	✗	✗	✗
CLINIC 3	★	✓	★	✗
CLINIC 4	✓	✓	✓	✓
CLINIC 5	✓	✗	✓	✓
CLINIC 6	✓	✓	✗	✗

FOTO reports are based on risk adjusted predicted outcomes. The risk adjustment process is an absolute necessity for fair comparisons. FOTO comparisons include effectiveness (amount of functional improvement), efficiency (number of visits), utilization

(amount of change per visit) and satisfaction. The format of the report connects with payers for value based purchasing purposes. FOTO's value based purchasing table immediately indicates the quality of care provided for the reporting quarter or previous 12 months. Reports include quality performance for each clinician, each clinic and the company. Performance is also internationally ranked if enough data has been collected for each clinician, clinic and company.

Has FOTO Been Involved in Quality Based Incentive Payment Programs?

FOTO has pioneered and advocated for payment based on quality since before 2006. Value over volume is nothing new to FOTO.

Has FOTO Been Involved in Quality Based Incentive Payment Programs?

Yes! FOTO spearheaded Pay for Performance metrics in [a Final Report](#) created for Centers for Medicare and Medicaid Services in 2006. FOTO is actively involved with third party payers and with new pilot programs. FOTO assists with negotiating contracts. FOTO maintains an active role with regional and national networks that require FOTO data for all providers in the network. FOTO's independent database increases trust in the data for all stakeholders. FOTO realizes that value based purchasing is the new payment model and has a team willing to assist in this endeavor.



Is FOTO Involved with Professional Association Outcomes Registries?

Yes!

How Is FOTO Involved?



In the United States, FOTO is a Partner of the [Physical Therapy Outcomes Registry \(PTOR\)](#).

How Does a Patient Access FOTO?

Glad you asked! On any device connected to the internet!

How Does a Patient Access FOTO?



Since FOTO is web based, a patient may access the assessments on any device connected to the internet. The patient can complete the measures on a computer or tablet in the clinic. There is also an option for the measures to be emailed to the patient. In this situation, the patient can complete the measures in the comfort of their own home. In case you were wondering... yes, everything is HIPAA compliant and secure.

FOTO Provides Second-to-None Benchmarked Reporting, a System and a Team. Is It Affordable?

Definitely! Payment models are changing to focus on value. FOTO's pricing is set to be affordable for you to know the quality of your service.

FOTO Provides Second-to-None Benchmarked Reporting, a System and a Team. Is It Affordable?

Definitely! Measuring and managing your outcomes is not a Do-It-Yourself kind of project. In order for your outcomes to be fairly compared, you need a system that includes a risk adjustment process and predictive analytics. FOTO knows you don't have the resources to stay laser focused on the science of patient reported outcome measures. FOTO also realizes that you don't have time to consistently create quarterly reports. FOTO believes a successful practice is priceless. FOTO believes what it offers is affordable for all.

Like the majority of software systems and professional services, there is a one time set up fee of \$350. The monthly fee is \$50 per clinic.

Because FOTO has partnerships within the industry, there are situations where the monthly fee is discounted due to a partnership. Because of the work horse capability of FOTO, there is also a \$25 per clinician monthly fee.



Who Creates Reports?

Why should anyone do any more work than necessary?

Does a Clinician Need to Create Benchmarked Reports?

No! Remember... FOTO is a work horse!

Only 3 things need to happen for aggregated data to be analyzed by the FOTO Machine to create reports.

1. Every Patient Completes an Intake Assessment
2. Every Patient Completes a Status Assessment
3. Someone in the Clinic Closes the Episode of Care



Seriously, that's all that's required to have aggregated data. FOTO magically does **everything** else for you. You immediately have all the reports you need for patients, practices, physicians and payers.

Learn More

SCHEDULE OVERVIEW

Thank You!

Feel free to reach out to us at 1-800-482-3686 if you have additional questions.



In the event you have questions,

We'd love to hear from you and be of assistance.