



# 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
- 
- FOX's business model is to serve older adult populations using a Geriatric House Calls™ Program

# 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



# How Geriatric House Calls™ Help

Geriatric House Calls™ Optimize Functional Wellness for Complex Older Adults and Increases Patient Satisfaction

**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.*

**Patient satisfaction scores of 98% “recommend to friend/family” as compared to CMS Home Health average scores of 79%**



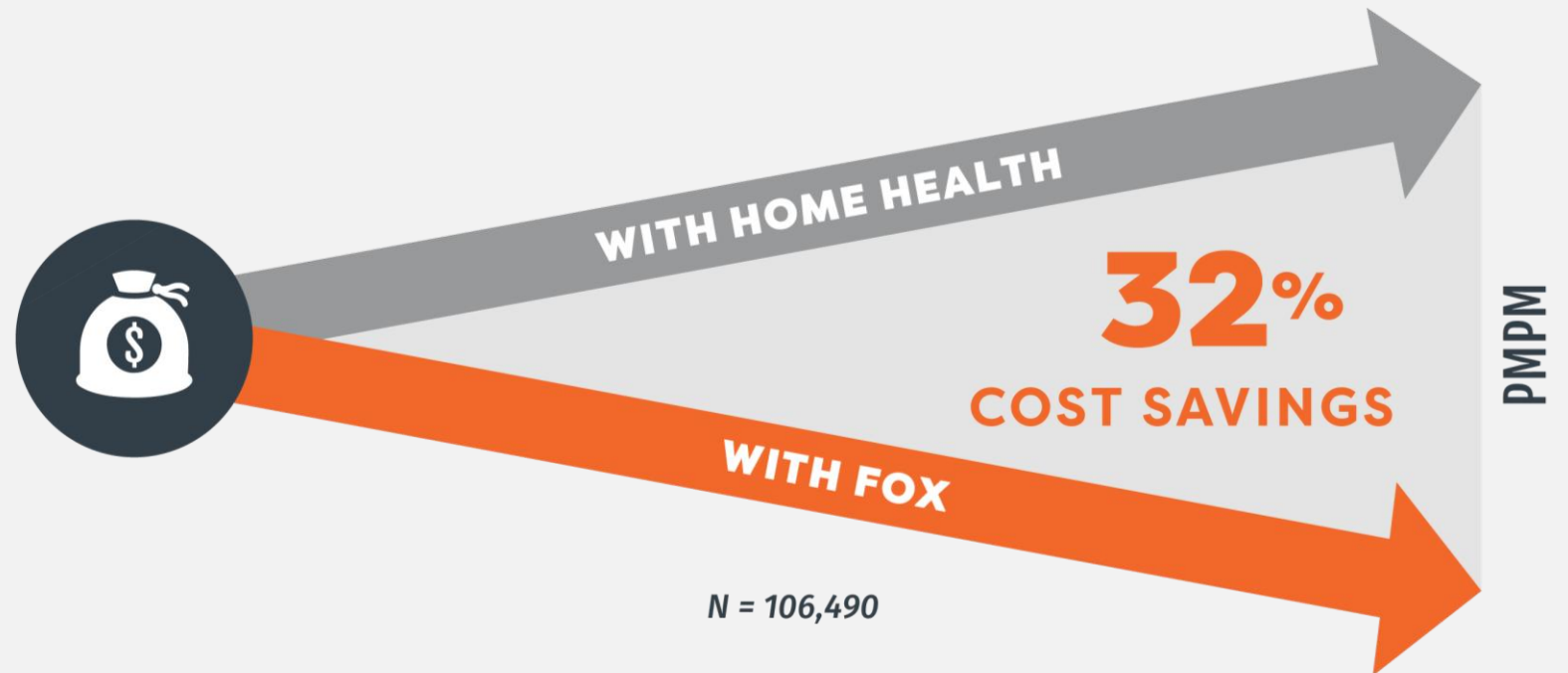
# How Geriatric House Calls™ Help

## 32% Lower Cost of Health Care

### FOX REDUCES HEALTH CARE COSTS\*

The FOX Rehabilitation Geriatric House Calls™ model reduces total cost of care<sup>1</sup> by 32% compared to non-FOX patients.<sup>2</sup>

*\*Lower 90-Day Admissions, Shorter SNF length of stay and reduced ED use*

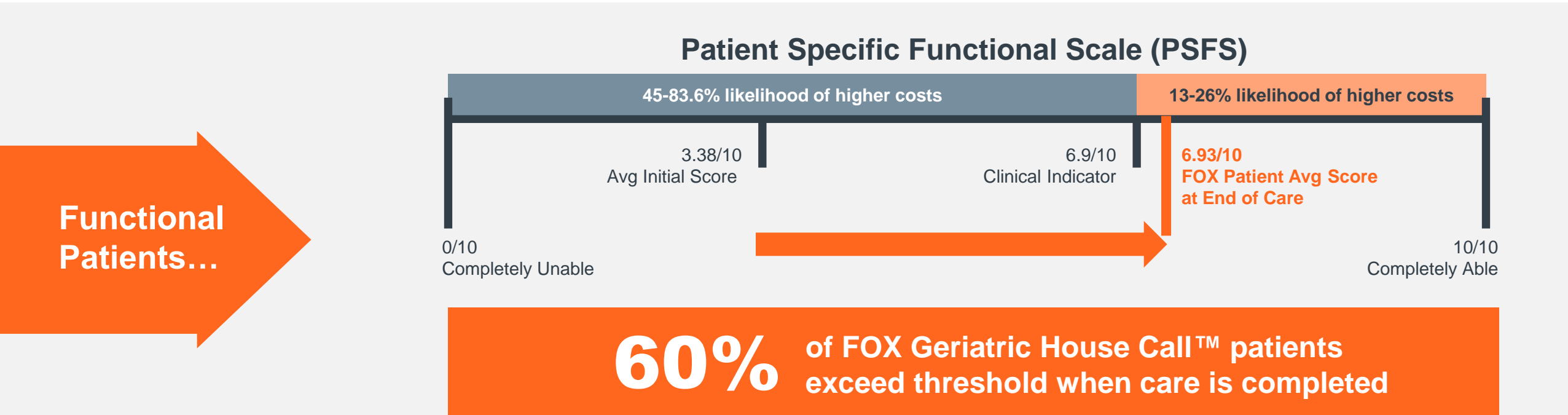


1. Total cost of care includes 12 months post initiation of therapy services. 2. 100% risk adjusted sample of Medicare data for NJ / PA / SC 2017-2018 prepared by CMS Qualified Entity; differences are statistically significant with a 95% confidence interval. Total cost of care does not include medications.



# How We Do It

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



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



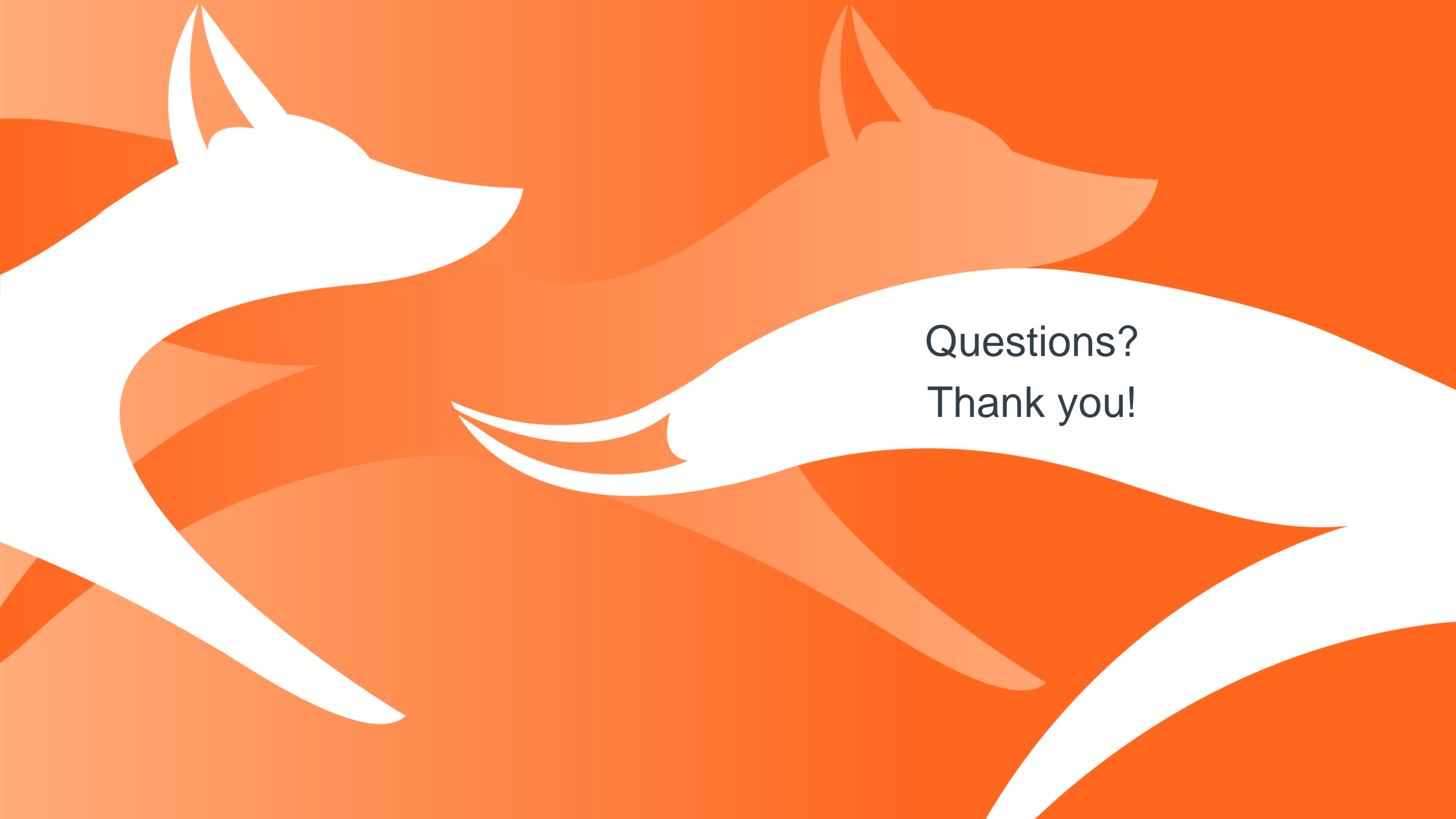
# What We're Asking For

- FOX Rehabilitation is seeking to add an exception from licensing requirements to K.S.A. § 65-5101 for entities providing therapy services by licensed therapy professionals for non-Medicare Part A outpatient therapy services (i.e., non-home health agency/Part B therapy services)

# Our Reasoning

- Licensure is an obstacle to **higher quality patient care** and **more cost-efficient care** for both patients and payors
- FOX provides only therapy services, and if licensed as a home care agency, could **generate confusion** with Kansans regarding which benefit they are using, and their ability to seek skilled nursing services from a separate home care agency, etc.
- FOX's service are **sufficiently regulated** through the respective licensing boards' oversight



The background is a solid orange color. Overlaid on this are two stylized foxes. The fox on the left is white, shown in profile facing right. The fox on the right is a lighter shade of orange, also in profile facing right. Both foxes have large, bushy tails that curve downwards and backwards. The text "Questions? Thank you!" is positioned in the center-right area of the image, within the white space of the right fox's body.

Questions?  
Thank you!