

Six Pitfalls Avoided by World Class Injury Prevention Programs



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Performance Manager and Physical Therapist



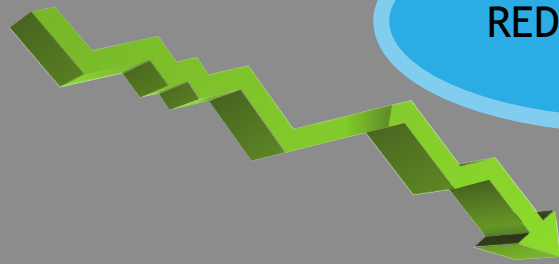
Megatrends: Healthy is better

<p>AGING</p> <p>47% of Workforce are BABY BOOMERS</p>	<p>OBSESITY</p> <p>69% of 20+ are overweight or obese</p> <table border="1"> <caption>AMERICAN WEIGHT 1960 - 2004</caption> <thead> <tr> <th>Age Group</th> <th>1960</th> <th>2004</th> </tr> </thead> <tbody> <tr> <td>20-74 yrs old Overweight including obese</td> <td>12%</td> <td>45%</td> </tr> <tr> <td>20-74 yrs old Overweight but not obese</td> <td>7%</td> <td>24%</td> </tr> <tr> <td>20-74 yrs old Obese</td> <td>1%</td> <td>21%</td> </tr> <tr> <td>12 - 19 yrs old Overweight</td> <td>7%</td> <td>11%</td> </tr> <tr> <td>6 - 11 yrs old Overweight</td> <td>7%</td> <td>11%</td> </tr> <tr> <td>2 - 5 yrs old Overweight</td> <td>7%</td> <td>11%</td> </tr> </tbody> </table>	Age Group	1960	2004	20-74 yrs old Overweight including obese	12%	45%	20-74 yrs old Overweight but not obese	7%	24%	20-74 yrs old Obese	1%	21%	12 - 19 yrs old Overweight	7%	11%	6 - 11 yrs old Overweight	7%	11%	2 - 5 yrs old Overweight	7%	11%
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<p>MUSCULOSKELETAL SYMPTOMS</p> <p>70% DISCOMFORT</p>	<p>INADEQUATE DAILY EXERCISE</p> <p>79% SEDENTARY</p>																					



The Return on Prevention

WC and PHC COST REDUCTIONS



UTILIZATION
REDUCTION 60-
70%

PRODUCTIVITY GAINS FROM JOB FACING ACTIVITIES



ROI
300-700%

HIGHER ENGAGEMENT



3.5 times
better EPS

REDUCED TURNOVER



Drive
Business
Results



Transition to World Class



The Six Pitfalls

Believing that all risk can be “designed” out



Thinking that their employees won't embrace technology



Equating program effort with cost instead of Return



Reacting to injuries through claims management alone



Forgetting that the employee only has one body



Overlooking the value of industry Expertise



The Six Pitfalls

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Equating program effort with cost instead of return



Reacting to injuries through claims mgmt. vs. preventing

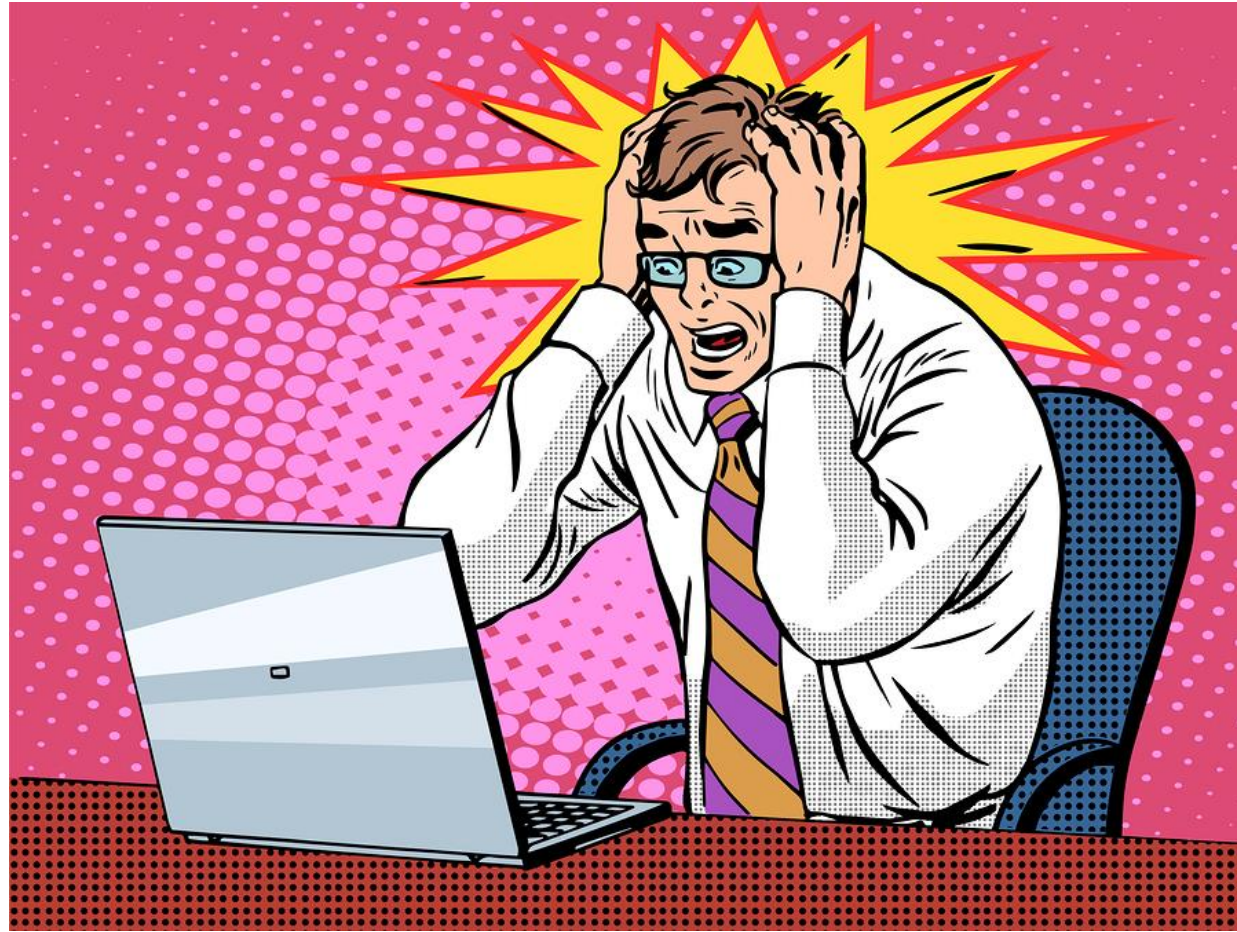


Forgetting that the Employee only has one body



Overlooking the value of industry expertise





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Equating program effort with cost instead of return



Relying on “managing” claims to manage costs



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Employee Injuries



Savings and ROI

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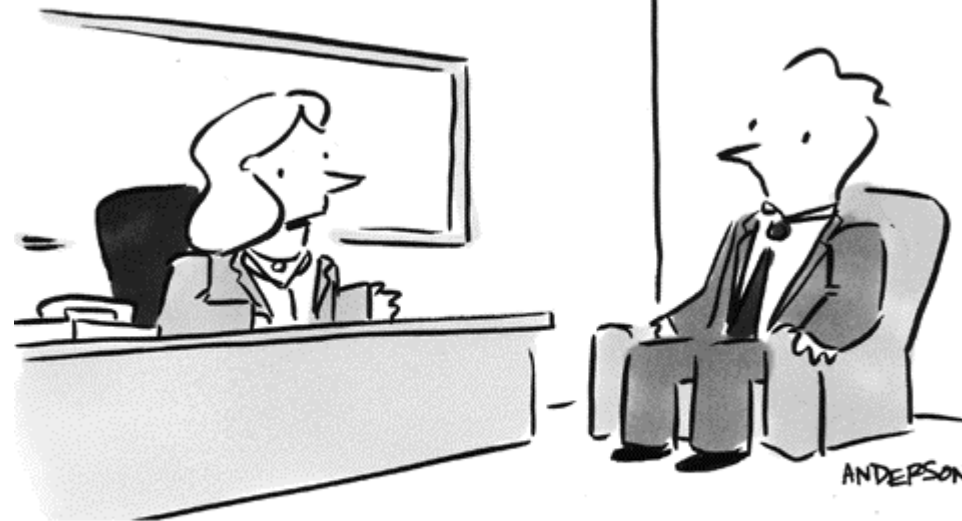


Overlooking the Value of Industry Expertise



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"Our left hand doesn't know what our right hand is doing, so we're only interviewing ambidextrous candidates."

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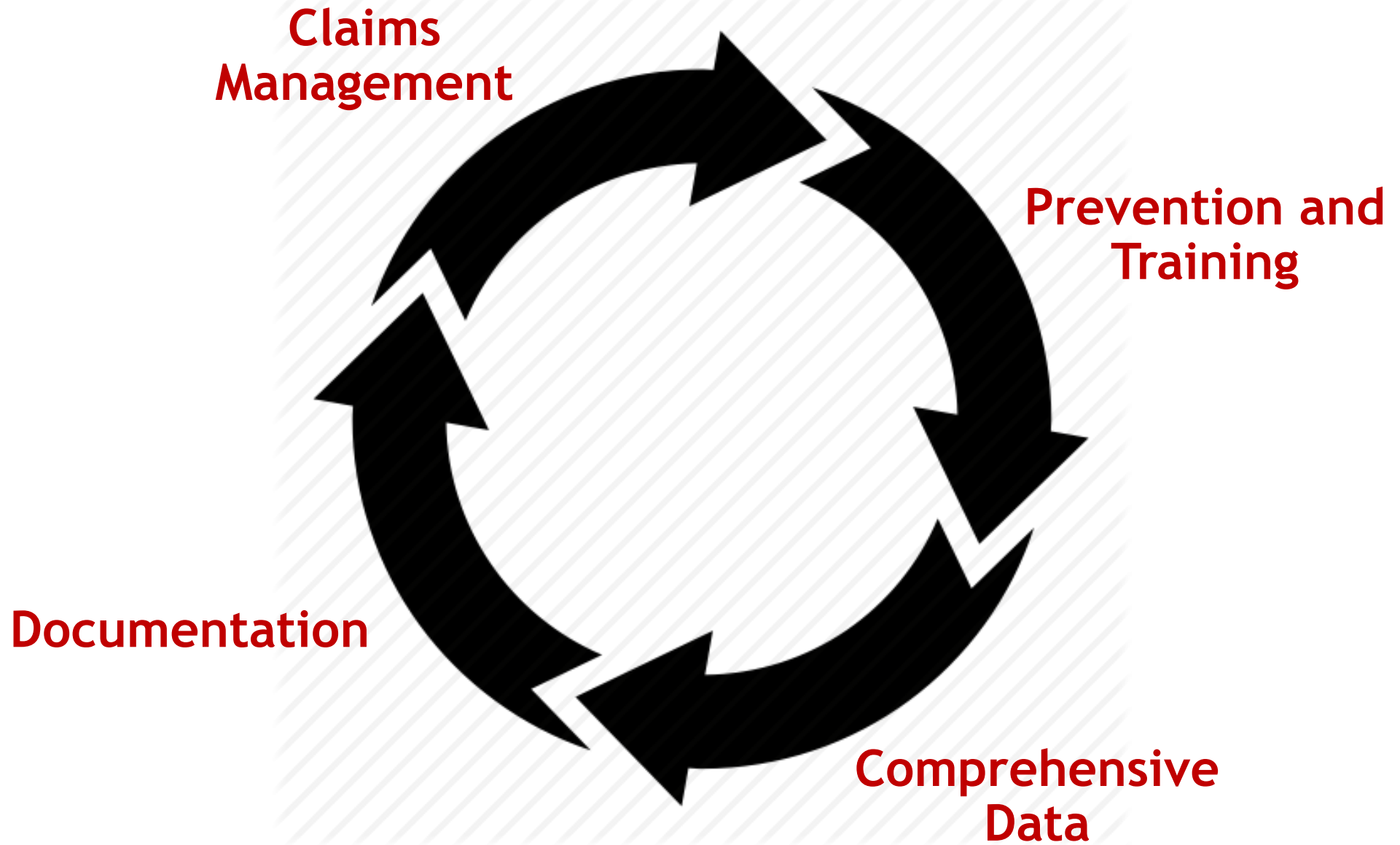


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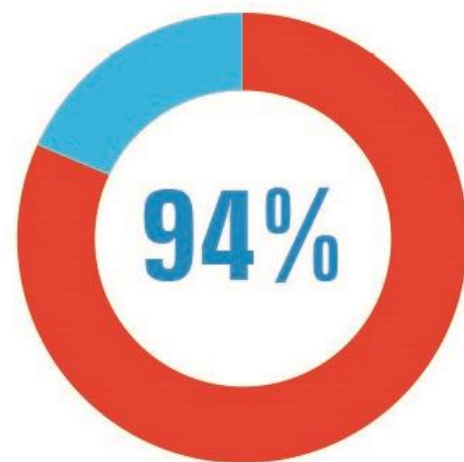
Forgetting that the employee only has one body



Overlooking the value of industry expertise



EARLY SYMPTOM INTERVENTION



WITH EARLY SYMPTOM INTERVENTION, MORE THAN **94% OF SYMPTOMS** DO NOT ESCALATE TO A CLAIM.

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Believing that all risk can be “designed” out



Thinking that their employees won't embrace technology



Equating program effort with cost instead of return



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Overlooking the value of industry expertise

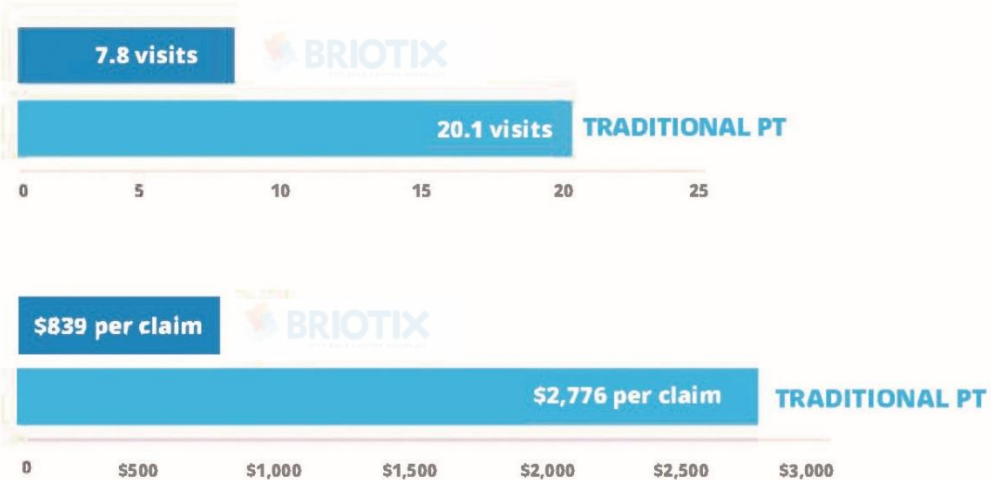






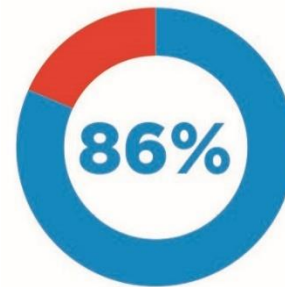
On-Site Rehabilitation

61% FEWER VISITS, 70% LOWER COST
BRIOTIX VS TRADITIONAL TREATMENT



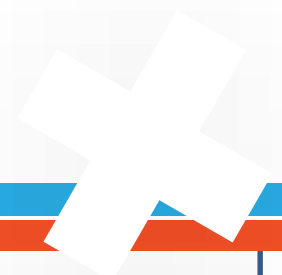
Early Intervention Services

GLOBAL TECHNOLOGY MANUFACTURING CLIENT



SYMPTOM RESPONSE:
"HOW ARE YOU FEELING?"
86% MY COMFORT IS IMPROVING

Success Stories



HOSPITALITY



STATE & LOCAL



ENERGY



FOOD & BEVERAGE



HEALTH



TECHNOLOGY



OTHER





BRIOTIX

LET'S BUILD A BETTER WORKPLACE.

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