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**Doctors of Physical Therapy
(DPT) On-Site Clinic Saves
Navistar International
Corporation Significant
Workers' Compensation Costs**

White Paper Study





Physical Therapy Industry Can Be Utilized By Businesses

Doctors of Physical Therapy (DPT) is innovating the way the physical therapy industry can be utilized by businesses nationwide. By placing their services on-site for companies large and small, DPT is helping businesses save on workers' compensation costs and get employees back to work more quickly. Already, DPT's on-site clinic at Navistar International Corporation's Melrose Park Engine Plant and Integrated Product Development Facility has saved the company significant dollars on their workers' compensation physical therapy costs.

Navistar International Corporation, through its subsidiaries, manufactures and sells commercial and military trucks, buses, diesel engines, recreational vehicles (RVs), and chassis, as well as provides service parts for trucks and trailers. With a global reach over five continents and 90 countries, Navistar is a leader in producing best-in-class transportation. It is headquartered in Lisle, IL, with its engine manufacturing and integrated product development facility in Melrose Park, IL, where the flagship on-site clinic is located. Navistar's Melrose Park facility manufactures inline six cylinder diesel engines for commercial and other OEM applications along with developing and testing engine products.

Navistar Turned to DPT to set up an on-site clinic that would provide both quality care and savings for the company. The goal was to achieve these outcomes within one year. Dr. Aaron Kraai, PT, DPT, Founder and CEO of Doctors of Physical Therapy, worked hand-in-hand with the Facility Manager, the Corporate Health, Safety, Security, and Productivity Department, Human Resources, and the Occupation Medical staff at the Melrose Park facility to develop the right programs for the Navistar employees. "Because of our dedication to utilizing evidence-based interventions and the highest level of physical therapists in our clinics, we knew we could provide Navistar with optimal results for employee care and prove to be a financial benefit for the company," states Dr. Kraai. "This opportunity fit perfectly with our business model and our expertise in the workers' compensation arena. We are excited about continuing this initiative and program, and moving into other states with Navistar to provide employees with the highest level physical therapy they need."

Navistar is an employee-focused organization. "Navistar takes its obligations to our employees' safety and health very seriously, providing the best possible care has always been a top priority for us," states Dave Taylor, Manager of Workers' Compensation and





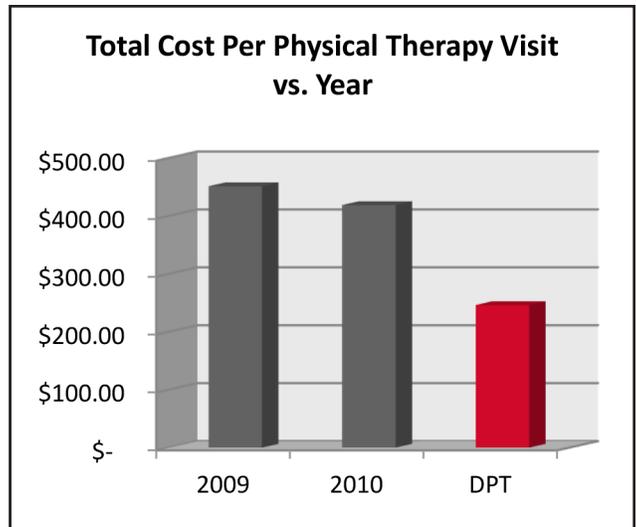
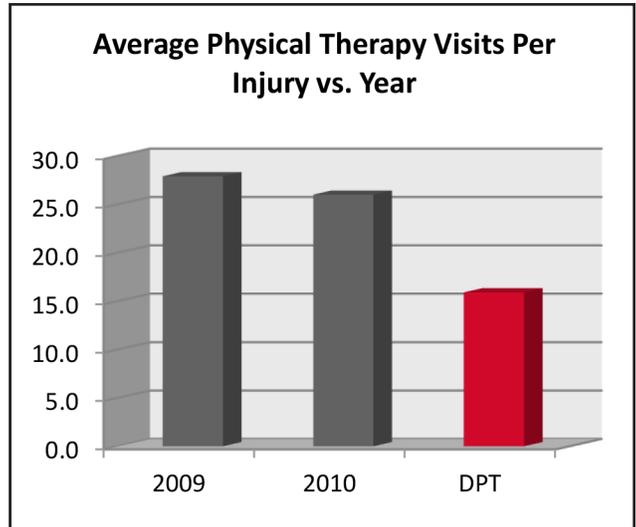
Integrated Disability for Navistar. “Our partnership with DPT meant we could house a physical therapy clinic within our own walls, reducing employee time away from the line, and giving them the best care immediately without incurring additional medical costs. It was an attractive alternative to traditional care.”

In August, 2010, DPT set up Navistar’s first on-site, outpatient physical therapy clinic. One year later, the results were even more impressive than anticipated. Navistar and DPT were able to report a greatly reduced number of patient visits and reduced costs associated with injuries requiring physical therapy. “Our on-site clinic using Doctors of Physical Therapy has produced a 40% reduction in the number of PT visits, which resulted in a reduction of our average cost per PT claim by 63% while providing top tier treatment to our employees”, reports Dave Taylor.

Unique DPT Business Model Means Improved Health

Navistar was drawn to DPT’s business model because unlike many other physical therapy companies, Doctors of Physical Therapy uses only Doctorate Level Physical Therapists. They only recruit from the top tier programs in the country; they do not use physical therapy assistants or athletic trainers who have little to no formal rehab education when treating patients. Their customized, one-on-one therapy sessions provide faster, long-term results. They enhance this service with education for the patient to prevent future problems. They set up maintenance programs and first aid management of early stage musculoskeletal signs and symptoms.

Being on-site allows the DPT clinician the ability to witness first-hand how employees perform their tasks. Kraai explains “It is one thing to read a job description off a piece of paper to learn what a particular task involves, it is very different to be on-site and have the ability to watch the employee perform a specific task. We can make recommendations and provide preventative solutions so the employee can perform specific aspects of their job safely, thus avoid an injury up front.”



The interaction with Navistar employees and DPT has been positive. “The cost benefits associated with our DPT partnership have been considerable,” says Dave Taylor. “Workers are receiving better care in a more efficient manner and they are getting health education that can serve them well over the long-term both on and off the job. The company sees a benefit in terms of savings and productivity; everybody wins.”

DPT works hand-in-hand with the occupational staff, the workers compensation team and human



resources to ensure the best solution to an employee's injury and on-going therapy. Their mission is for safe, comprehensive therapy that will get the employee safely back to work more quickly. "Our partnership with DPT has been great," adds Tim Powelke, Human Resources Manager. "Our ability to provide world-class care that is easily accessible to our employees means greater productivity and overall savings." We were able to gain the support of our local unions by working together and showing them the benefits that an on-site physical therapy clinic could provide to their members and our employees." says Powelke.

In an endorsement letter written by Robert Jones, UAW Local 6 Unit 1 Chairman, Roberts writes "The response we have seen from our membership to date has been very positive. The onsite therapy in my opinion has made it very convenient for the membership to complete the well needed therapy shortening their time in pain and healing. As the UAW Local 6 Chairman, I fully recommend Doctors of Physical Therapy for use in any facility."

DPT Clients See Great Returns on Their Investments

DPT continues to offer the same high return on investment for their clients, both individually and in the corporate arena. In reference to DPT's services, clients report:

- Receiving positive feedback from employees
- A significant reduction in the number of PT visits
- A reduction in physical therapy and work conditioning costs

The impact of these savings for businesses is noteworthy; but employee care is not just about saved dollars. With the unique care and services DPT provides, they ensure their clients are getting the finest physical therapy, which gets the employee back to work more quickly and safely.

For more information on on-site clinics, please visit doctorsofphysicaltherapy.com or contact Marilyn Huber at 630-675-1296 or mhuber@doctorsofphysicaltherapy.com.

