

HEALTHCARE MARKETING SUMMIT

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UN
LOCK  clearwave



OR



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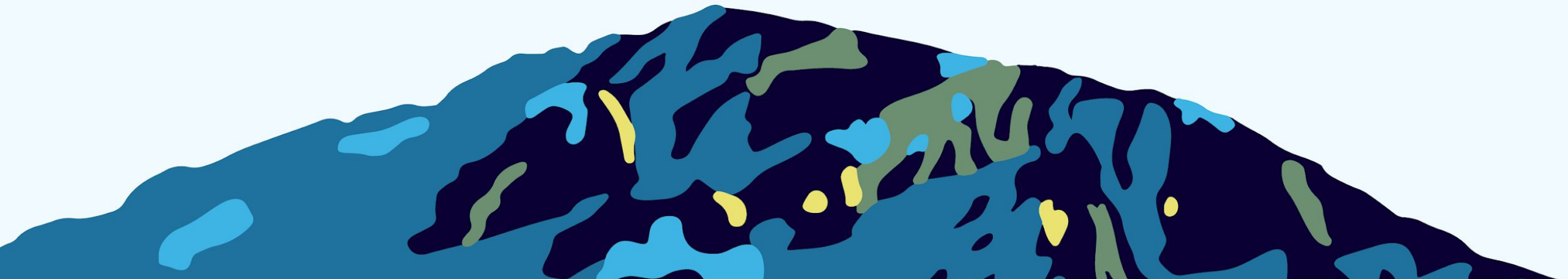
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Survey Says?!: How PROs Can Help Elevate Your Practice



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What are PROs?

- **Patient Reported Outcomes (PROs)** are indications of a patient's health before and after a procedure
- Questions address specific functions, like **“how well can you walk up the stairs without feeling pain?”**
- Survey goes out **pre-surgery** and 4 times **post-surgery** for a full assessment of the **procedure life impact**

PRO Results - 6M Post Op

Improvement Rates – 111 Patients ?

Pre-op vs. 6M Post Op ▾

[EXPLORE REPORT](#)

Overall



ADL



Pain



PRO Results - 1Y Post Op

Improvement Rates — 68 Patients ?

Pre-op vs. 1Y Post Op

[EXPLORE REPORT](#)

Overall



● Improved ● Unchanged ● Worsened

ADL



● Improved ● Unchanged ● Worsened

Pain



● Improved ● Unchanged ● Worsened

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PRO Results - Provider Analysis

BY PROVIDER BY LOCATION

Pre-op vs. 1Y Post Op Sort by: Name ↑

HOOS JR: Improvement Rate by Provider

Interventions Performed — Jan 1, 2022 - Mar 14, 2024

Total Invites

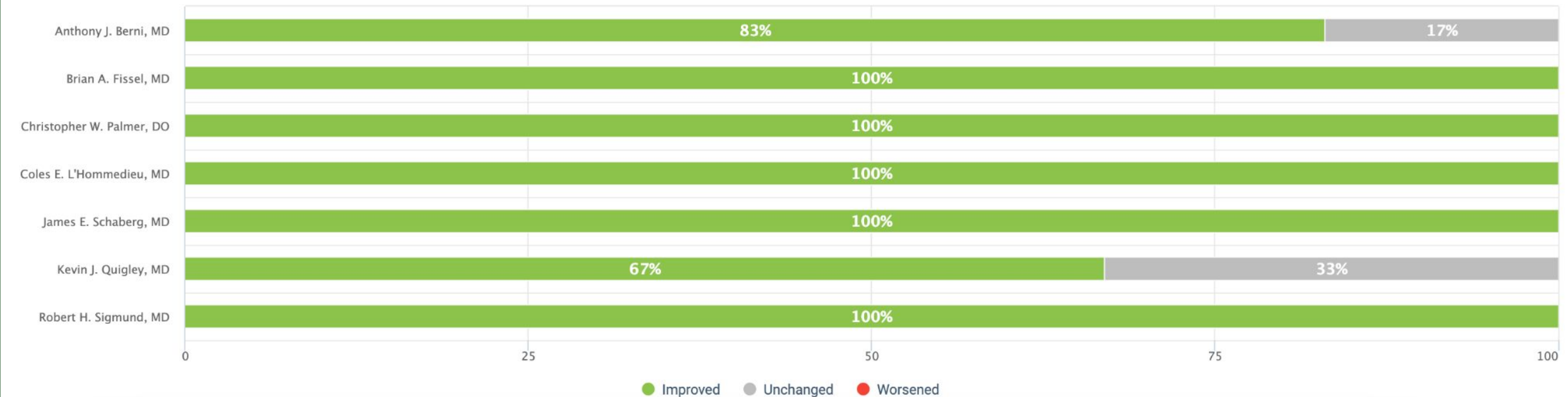
504

Total Opens

148 (29%)

Total Responses Evaluated

69 (14%) [View Responses >](#)

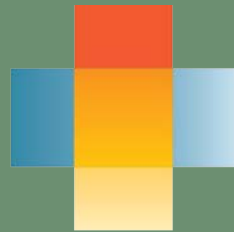


How do PROs Elevate Your Practice?

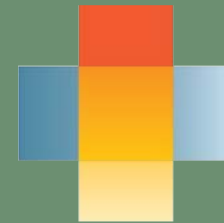
- Evaluate and improve treatments
- Leverage patient-reported data to positively position yourself - **"95% of patients report less pain after knee replacement"**
- Derived **directly from patient feedback**
- Some insurers mandate PRO collection for treatment pre-approval, influencing **reimbursement decisions**

A Little About Signature

- Signature Medical Group (St. Louis and Kansas City)
 - Signature Orthopedics (St. Louis)



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SIGNATURE
ORTHOPEDICS

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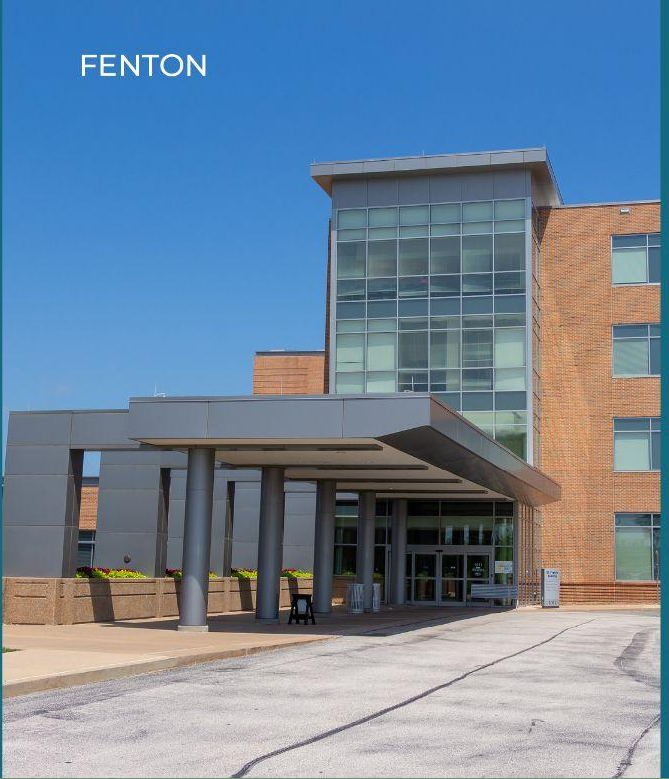
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Signature Orthopedics St. Louis

SOUTH COUNTY



FENTON



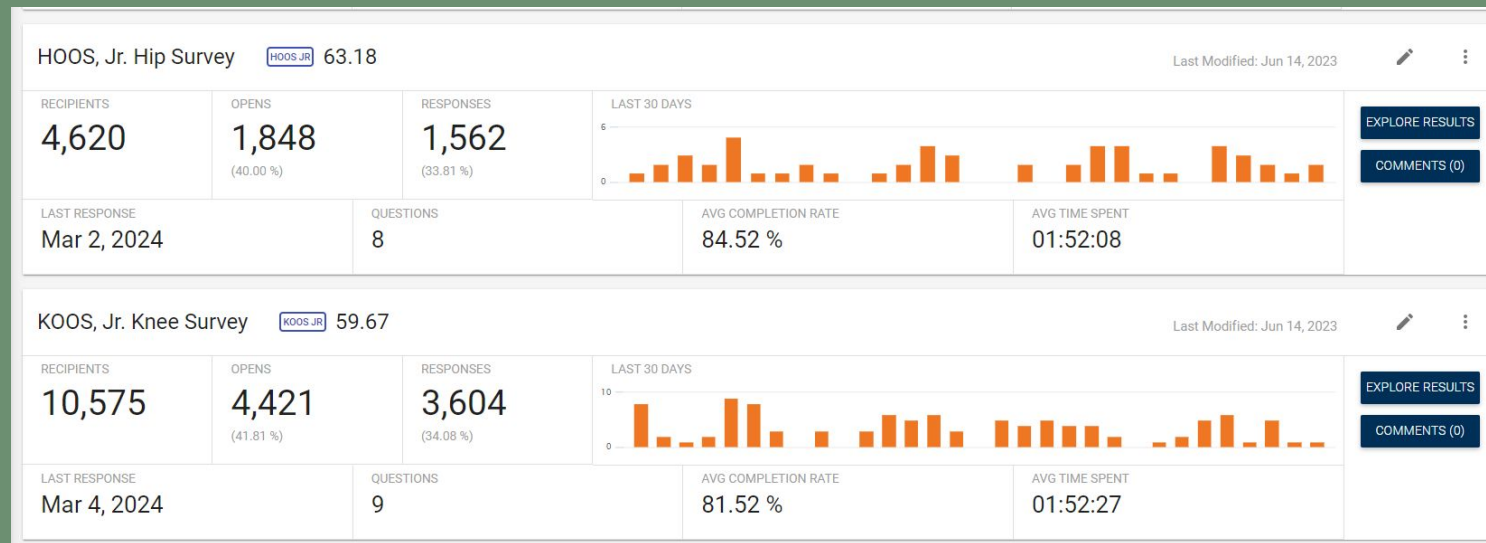
CHESTERFIELD



The trifecta of orthopedic locations in STL.

Surveys Primer

- Patient Satisfaction Surveys
- Assessment Surveys (HOOS Jr., KOOS Jr.)



How We Use PROs - Currently

- Provider education
- Demographic analysis
- Physician research
- Negotiating and implementing quality contracts



Stacks on stacks on stacks ... of research.

How We Use PROs - Limitations

- Analysis and integration
- Internal resources and manpower
- Response rate



Actual footage of Signature Orthopedics on a given day.

What's Next?

- Strategic plan to integrate data
- Consistent reporting
- Patient education



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Patients LOVE to hear about surveys.

Success Stories!



Open Discussion

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