



SWORD HEALTH



Let's
outsmart pain,
together.

Financial and Experience
Outcomes Report

Giving people the power to heal, at home.

You probably know that musculoskeletal (MSK) conditions are a big issue today. 50% of Americans suffer from MSK pain, and it's costing us \$190B a year - more than cancer and mental health combined. What you might not know is that it's possible for these people to recover from that pain at home, without resorting to surgery or painkillers... at a fraction of the cost. High quality traditional physical therapy works wonders for MSK issues, but doesn't fit into our lifestyles.

SWORD Health is the only digital MSK therapy provider that's been proven to outperform traditional physical therapy. Our groundbreaking solution combines licensed physical therapists with medical-grade technology to give you access to an MSK solution that gives you the best of both worlds - helping your people get better, faster, and saving your business millions.



Better for business

Reduce your MSK spend by up to 35% by avoiding unnecessary costs from surgeries and traditional PT



Better for people

Give your people best-in-class care with a personalized, clinically-proven program they can do without leaving home



"On my initial appointment, I had a makeshift 'cane'. Today...I'm cycling 100+ miles a week, and I'm able to do everything without any restrictions. I am forever indebted to the SWORD program."

Dan, chronic low back pain



Better for business

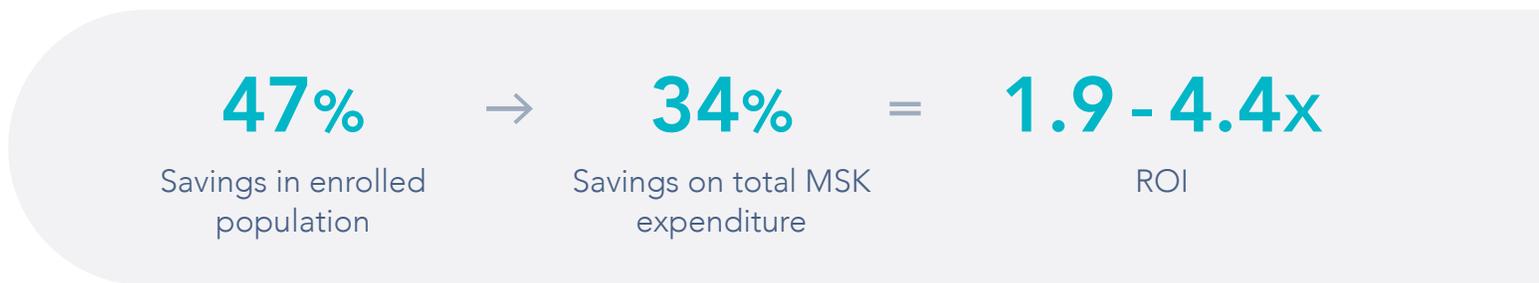
Today, the care pathway for a member with an MSK issue is inefficient, confusing and costly. In the majority of cases, members do not have access to care that actually works. They end up spending thousands of dollars in outpatient appointments, imaging, medications, chiropractors, and traditional physical therapy, and many end up in surgery.

In members who go into surgery, the total cost for a full year of care can range from \$10k (shoulder) to \$64K (low back).

SWORD Health's solution is clinically-proven to reduce the need for surgery by up to 64% and outperform traditional physical therapy by 30%.

How much you'll save

Between 40 to 50% of your employees suffer from MSK conditions, and 20% seek care because of them. Here is what your savings could look like if we enroll between 3 and 7% of your employees. We achieve this by reducing healthcare usage across all types of care, especially surgeries, which are by far the biggest cost driver.



What this means for your business in Year 1



Performance, guaranteed

We put 100% of our fees at risk. If you don't see results, you don't pay. At the end of each year, we will calculate the total surgery and PT avoidance cost, and if it is not greater than the total amount

you paid during the year, we will refund you the difference. We also don't assess any fees for members who don't attend at least 25% of their sessions during the first month of the program.



Better for people

At SWORD Health, we believe that you're not really saving money unless you're making a real impact on people's lives. Our intervention is not only proven to work better than anything else out there, members love it, too.



Net Promoter Score



Member Satisfaction



> 3 day Adherence



Before, my pain was so bad that I couldn't sleep. Now... I've completely stopped my medication. It really has changed my life.
Sara, chronic low back pain

Saving time and the planet



71%

of our members did their sessions on Christmas Day last year!



200,000

Commuting miles saved this year by SWORD's program, equivalent to 8 trips around the Earth!



How we calculated these financial outcomes

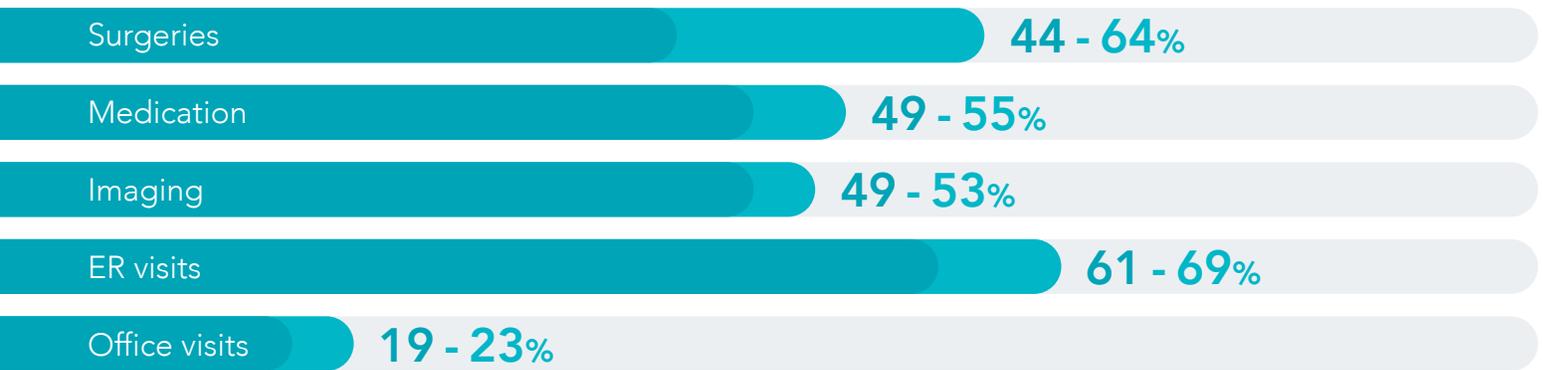
01 We have partnered with Avalon Health Economics to produce a model that would reflect the impact of our programs. This model factored in the holistic nature of our programs, as well as the fact that our program is significantly more engaging than traditional physical therapy. Our retention rates at 12 weeks are 99.1%, much higher than conventional physical therapy, where 50% of participants drop out after just 4 sessions.

02 We analyzed all claims related to MSK conditions from the IBM MarketScan database for 2017, with a sample size of over 2 million patients.

03 We analyzed expenses related to each type of care - inpatient surgery, outpatient surgery, painkillers (including opioids), office visits, imaging, ER visits, and conventional physical therapy - to determine the costs associated with each of them for a typical patient.

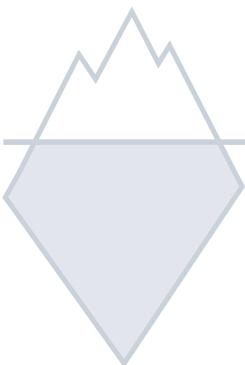
04 We then calculated the impact of SWORD's programs on the usage of each type of care, factoring the cost of the SWORD program into the totals.

According to these calculations, you can expect SWORD's program to reduce the number of claims for each type of care in the following ranges:



What's not included

The SWORD Health program is likely to save your business and your people more than we've shown in our calculations, because we didn't include the indirect costs of MSK on your business.



34%
of missed workdays
are MSK-related



1/3
of people prescribed
opioids misuse them

Sources: Bone and Joint Initiative, National Institute on Drug Abuse

Let's
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For a personalized, comprehensive cost savings
analysis for your business, email us today:

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