



**Validation**Institute

# 2022 Validation Report

**Review for: Integrated Musculoskeletal Care (IMC)**

**Validation Achieved: Level 1 - Savings**

**Valid through March 2023**



# Company Profile



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<b>Category:</b>	Musculoskeletal Management
<b>Website:</b>	<a href="https://www.imcpt.com/">https://www.imcpt.com/</a>
<b>Public or Private:</b>	Private
<b>Year Established:</b>	2010
<b>CEO:</b>	Chad Gray
<b>Company contact:</b>	info@imcpt.com

## Description:

IMC (Integrated Musculoskeletal Care) grew from a small clinical practice established in the early 1990's in Tallahassee, Florida. In 1995 the Florida-based practice hired lead researcher, Chad Gray, who realized the tremendous lack of reliability in the way musculoskeletal disorders were diagnosed, treated, and managed across the healthcare industry. To close this industry gap, Gray enlisted globally recognized, Mark Miller, to assist in comparative effectiveness research, and together they launched IMC utilizing its Outcomes-Accountable™ Standard of Care to broaden the original clinic's reach and accelerate the overall reduction of MSD incidence, prevalence, and costs in every feasible market. Since inception, IMC has launched major corporate pilot programs and in-house clinician support for brand-name, Fortune 500 partners as well as established a world-class network of education, training, and treatment facilities to improve lives and productivity.



# Claim Assertion for Validation

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Patients who use IMC's program have lower costs for low back care than similar patients who use traditional community care. IMC users also have fewer MRIs, spinal injections, and lumbar surgeries than their peers using other services. IMC guarantees that members who use the IMC program will have Musculoskeletal-Related Costs that are on average 25% lower than members with a similar Risk Profile who do not use the program. The definition of terms, model contract language, and code lists are available upon request.

## Method / Calculation / Examples

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Medical claims for 4,602 non-IMC users and 434 IMC users were analyzed. Patients were included if they had a visit for low back pain during 2013 and had not had a claim for low back pain in the six months before the 2013 visit. Medical costs were calculated for each patient from the date of their first low back pain visit to 12 months after the first visit. (Note: costs for prescription drugs were not included.) The frequency of MRIs, injections, and surgery procedures was calculated.

The two groups' age, sex, and risk scores were compared. Average medical costs were calculated taking into account differences between the two groups (adjusted) and simply comparing the two groups (unadjusted).

A similar calculation is conducted for IMC's contract guarantee; the model contract language (available upon request) describes the measurement.

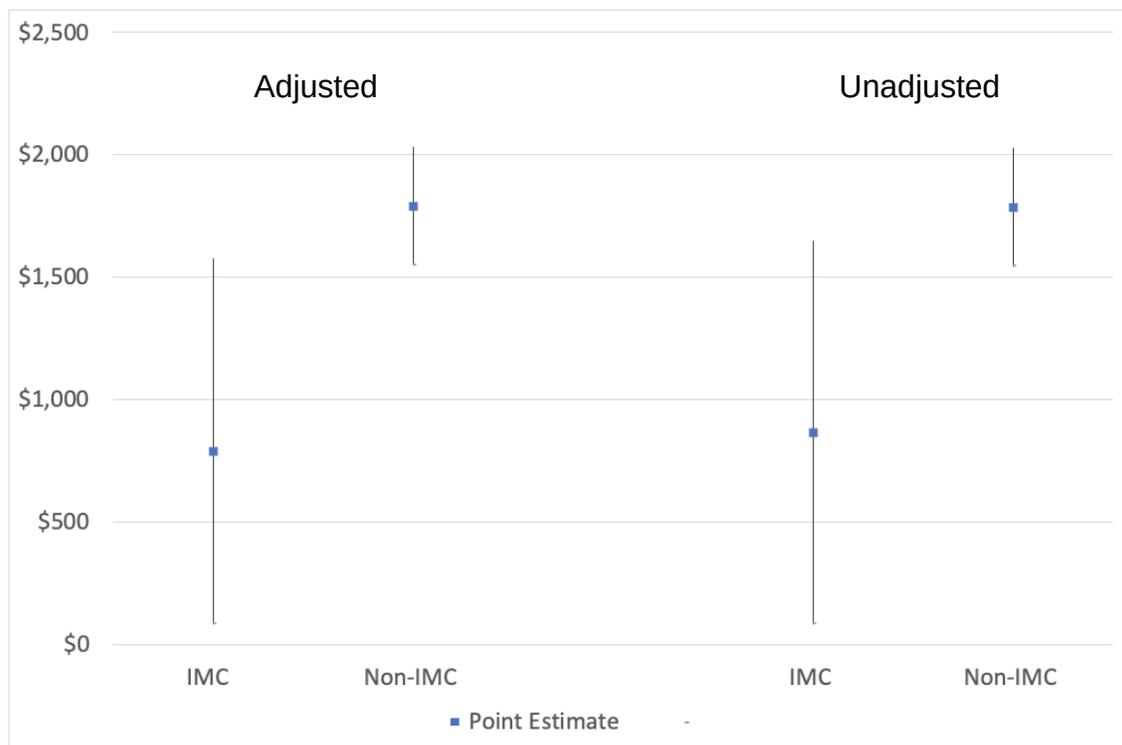


# Findings & Validation

The adjusted average medical cost for IMC users was 51% lower than the average cost of the similar non-IMC users; Chart 1 shows the adjusted and unadjusted point estimate, upper and lower bounds (95% confidence interval) of the average medical costs.

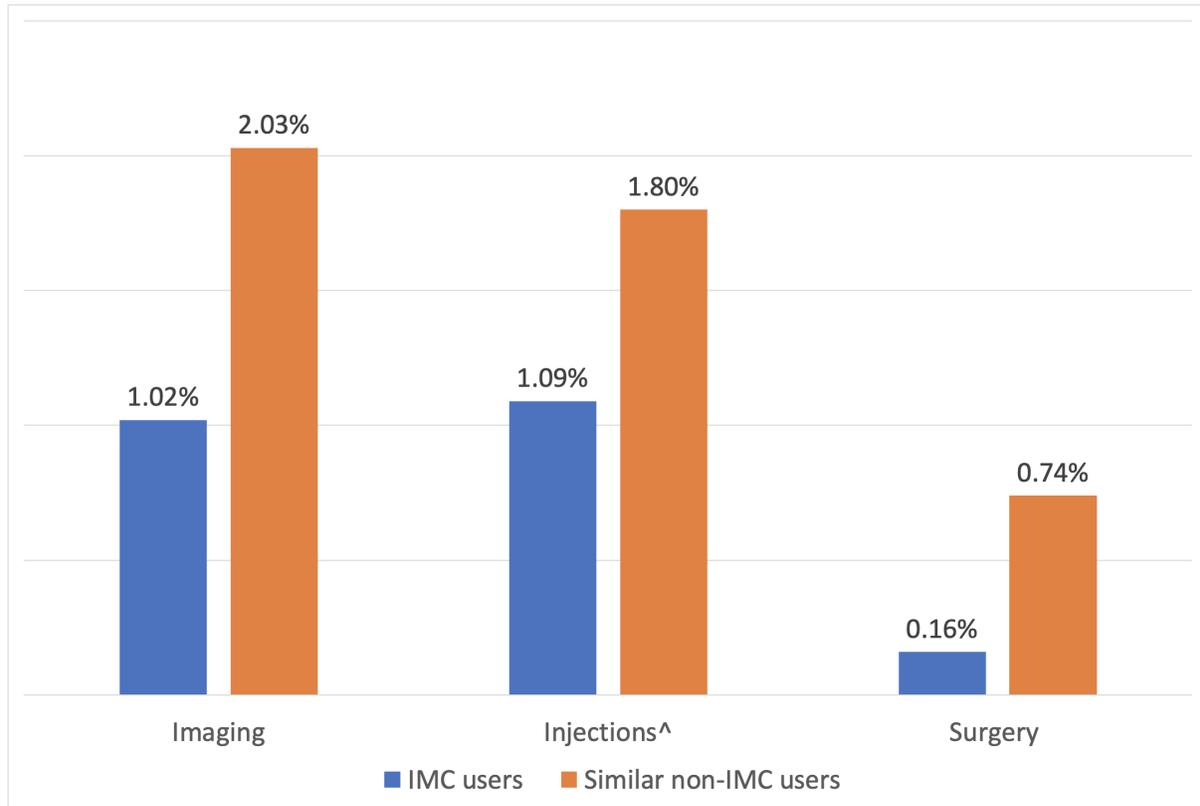
IMC users had MRIs about 50% less, injections 40% less, and surgery 78% less than similar non-IMC users; see Chart 2. The difference between the two groups' relative risk for imaging and surgeries was statistically significant for both the adjusted and unadjusted results; for injections, the range of values included 1.0, or no difference between the two groups.

**Chart 1: Average medical costs for IMC and non-IMC users**





**Chart 2: Event Rate per 100 Events**



<sup>^</sup> Difference between IMC users and similar non-IMC users was not statistically significant.

## Limitations

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Participants were not randomly assigned to the IMC program. Therefore, there may be an unmeasured factor that affects their results and how their results compare to similar people who chose traditional care.





# Validation and Credibility Guarantee

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**Integrated Musculoskeletal Care** achieved level 1 validation for Savings. Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit <https://validationinstitute.com/credibility-guarantee/>.

## Level 1 – Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

## Level 2 – Outcomes

Product/solution has measurably moved the needle on an outcome (risk, hba1c, events, employee retention, etc.) of importance.

## Level 3 – Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

## Level 4 - Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.





**Validation Expiration: March 2023**

# CERTIFICATE OF VALIDATION

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**Applicant:**

**Integrated Musculoskeletal Care**

2615 Centennial Blvd. Suite 101

Tallahassee, FL, USA

**Claim:**

IMC users with low back pain spend less on medical care than similar people who do not use the IMC program. IMC guarantees that its users' average musculoskeletal cost will be 25% lower than similar users treated by other providers. IMC will refund money to the group if the cost difference is less than 25%.

**Validation Achieved:**

**Level 1 - Validated for Savings**

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**Linda K. Riddell, MS**  
**VP, Population Health Scientist**  
**Validation Institute**

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**Benny DiCecca**  
**Chief Executive Officer**  
**Validation Institute**



# About Validation Institute

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**Validation Institute** is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.