2022 Validation Report

Review for: SWORD Health

Validation Achieved: Savings

Valid through: July 2023

Company Profile

Category: Musculoskeletal Management

Website: swordhealth.com/

Public or Private: Private

Year Established: 2014

CEO: Virgílio Bento

Description:

SWORD Health is the world's fastest growing virtual musculoskeletal (MSK) care provider, on a mission to free two billion people from acute, chronic, and postsurgical pain. The company's clinical-grade digital MSK care platform pairs expert physical therapists with FDA-listed wearable technology to deliver a personalized treatment plan that is more effective, easier, and less expensive than traditional physical therapy. **SWORD Health** believes in the power of people to recover at home, without resorting to imaging, surgeries, or opioids. Since launching in 2014, **SWORD Health** has worked with insurers, health systems and employers in the U.S, Europe, and Australia to make virtual Physical Therapy more accessible to everyone.

Claim Assertion for Validation

Users of the SWORD Health program have lower two-year medical costs for musculoskeletal care per person than similar people being treated for the same conditions who use other providers.   The lower cost of care in SWORD Health users results from lower expenditure with surgeries, invasive procedures, office visits and other forms of therapy.

Method / Calculation / Examples

The analysis included SWORD users who enrolled in a three-month period of 2020, who were active users for at least 9 months, and who were enrolled in the health insurance plan for 12 months before and 12 months after the enrollment.

Two hundred seventy-six SWORD users were matched to 276 non-users who were not enrolled in SWORD at any point, and who were enrolled in the health insurance plan for the 24-month period. Members and non-members were matched on
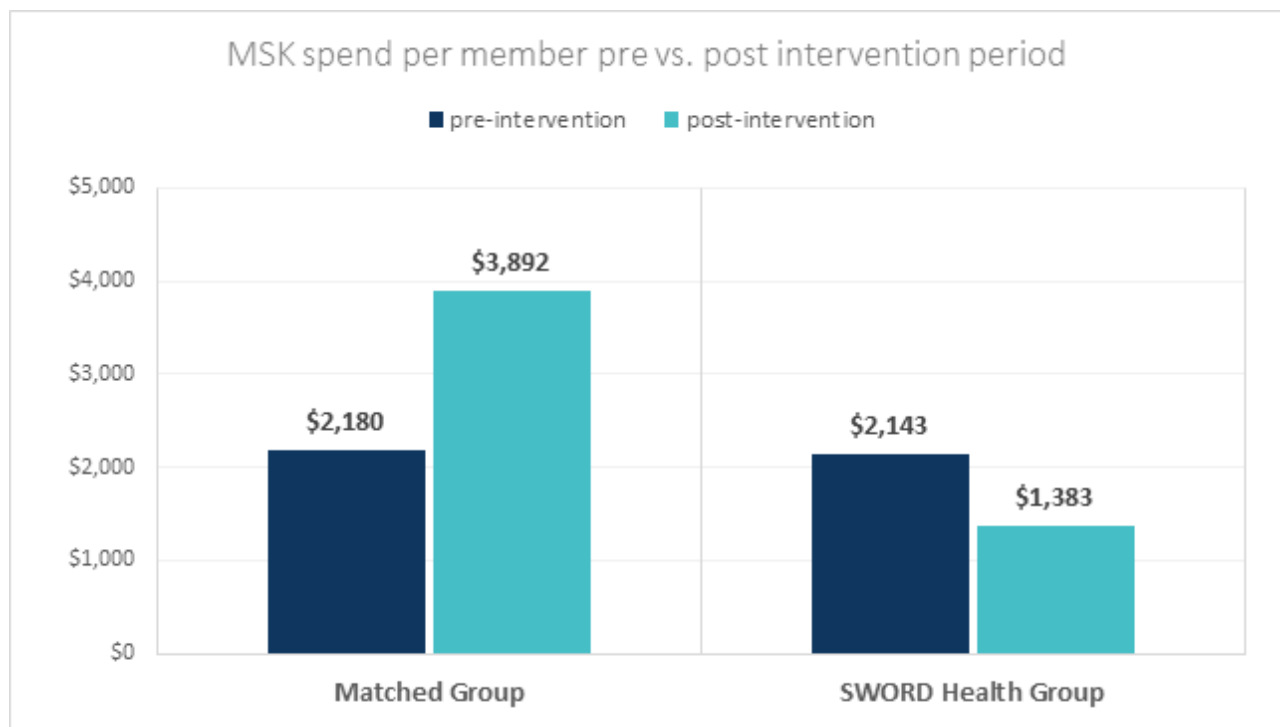
- Age
- Gender
- Musculoskeletal condition/ body part (e.g. ankle, low-back, neck)
- Spending on musculoskeletal care in the 12 months before enrollment for SWORD users, or for the same 12 months for non-users.

The change in per member MSK-related costs was calculated for the pre- and post-intervention period; for non-users, the time periods were the same calendar months as for users. A medical cost was considered to be MSK-related if the health insurance claim had the MSK diagnosis as "primary" or first. In addition, total MSK costs were broken down into surgery, procedures, imaging, office visits, therapy, and other services.
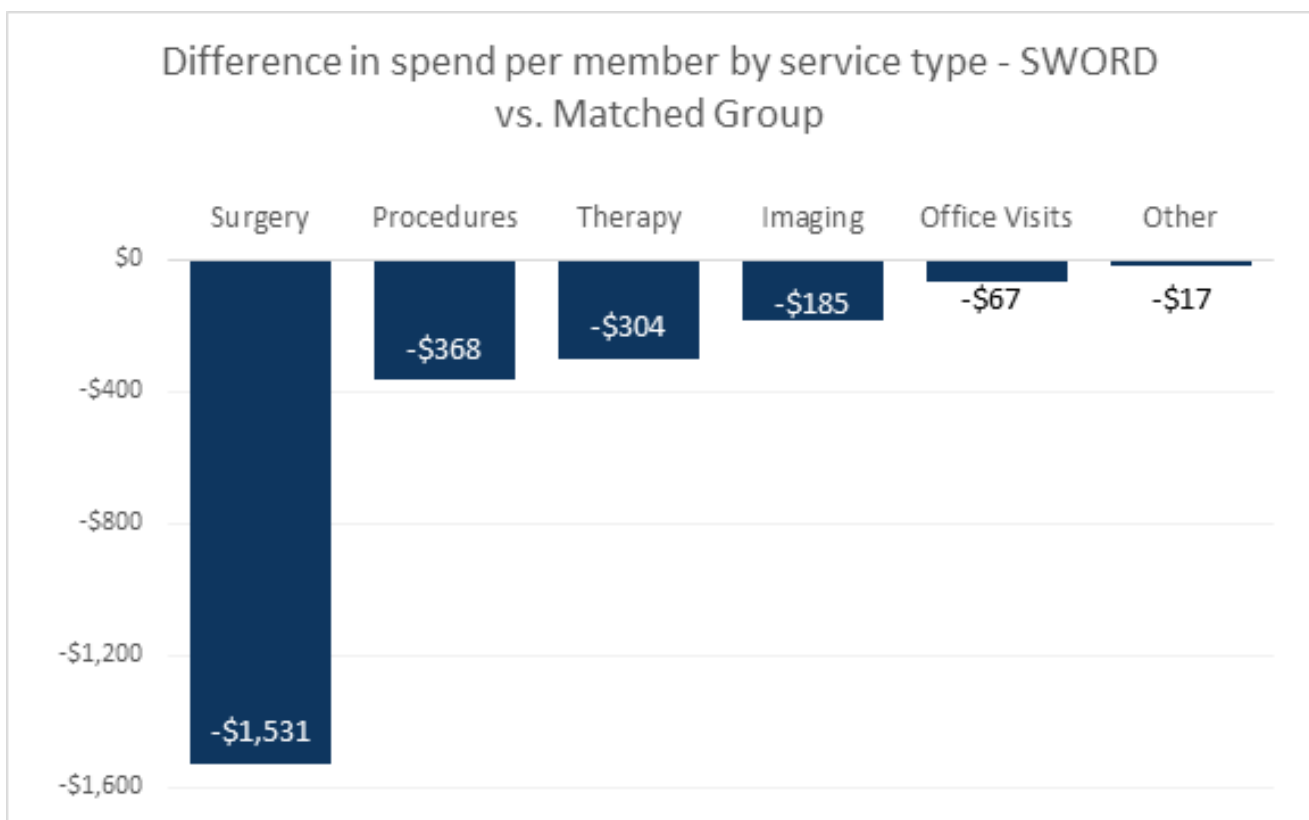
Findings & Validation

The matched (non-user) groups per member costs were $2,180 in the first 12 months and rose to $3,892 per member in the second 12-month period. SWORD users per member costs were $2,143 in the 12-month pre-intervention period and decreased to $1,383 in the post-intervention period. Costs in the SWORD group were $2,472 lower than in the matched group. See Graph 1 below.

Graph 1

Findings & Validation

The majority of the cost difference between SWORD users and matched non-users is from lower use of surgery. See Graph 2 below. The difference between users and matched non-users was statistically significant for surgery, procedures, therapy, imaging, and office visits ($p < 0.05$). In addition, the total costs were statistically significant between users and matched non-users.

Graph 2

Limitations

Though the matching took into account several factors, SWORD Health users voluntarily enrolled in the program and may have some unmeasured factor that made their results favorable.

A plan or employer saves money when a program lowers the cost per person and simultaneously does not increase the number of people seeking care. To confirm that a plan or employer saved money, analysis would have to address whether the number of MSK patients changed during the time period. This analysis does not address the number of MSK patients.

Validation and Credibility Guarantee

SWORD Health Platform achieved 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/

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

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

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

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

Validation Expiration: July 2023

CERTIFICATE OF VALIDATION

Applicant: **SWORD Health**

New York, New York 10018, US

Product: SWORD Health Platform

Claim: Users of the SWORD Health program have lower musculoskeletal costs per person than similar people who use other providers.

Validation Achieved: **Validated for Savings**

Validation Award Date: October 2021

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

Benny DiCecca
Chief Executive Officer
Validation Institute

About Validation Institute

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.

Validation Review Process

Validation Institute has a team of epidemiologists and statisticians who review each program. The team focuses on three components:

- Evidence from published literature that a similar intervention had similar results.
- The reliability and credibility of the data sources.
- The rigor of the approach to calculating results.

To achieve validation, the program has to satisfy each of these components. VI's team then summarizes the review into a report which is publicly available. Details of VI's review are available with the program's permission.