



CASE STUDY— **UNLOCKING BOTTOM LINE GROWTH THROUGH STRATEGIC THERAPY COST**

EXECUTIVE SUMMARY

Management by Infinity Rehab (MiR) brings therapy management to our customers seamlessly. With every solution for meeting your rehab needs, we help you assess your readiness for each option and determine the cost-benefit to making a change successful.

Our 25 years of experience running high-performing programs under capitated arrangements give us the experience to quickly assess your program, identify opportunities to improve performance and cost-effectiveness, and bring compliance into standards.



CLIENT CHALLENGE

A new client engaged **MIR** to manage their underperforming in-house therapy program. **MIR** closely monitors the salary-to-income (SI) ratio, a critical metric that measures the cost of delivering therapy services against generated revenue. The client's SI ratio was significantly imbalanced, signaling the need for targeted strategies to optimize costs and drive revenue growth.



SOLUTION

- **MIR** conducted a thorough evaluation of the existing staffing model and implemented optimizations to ensure cost-effective care delivery
- **MIR** improved productivity and reduced labor costs by introducing alternative treatment models
- **MIR** identified and acted on further opportunities to streamline labor hours

MIR focused on key strategies to reduce labor expenditures. A monitoring system was introduced to maintain control over cost per visit. Treatment scheduling was optimized based on payor type by introducing alternative treatment models and enhancing operational efficiency. Additionally, labor hours were adjusted for paid holidays to further control expenses.

RESULTS

30%

REDUCTION IN
THERAPY COSTS

LED TO A
250K
IMPROVEMENT IN
NET PROFIT

QUALITY
OUTCOMES FOR
PATIENTS WHILE
RETAINING
THERAPY
WORKFORCE

TESTIMONIAL



Partnering with MIR has been transformative for our therapy program. Their strategic approach led to a 30% reduction in therapy costs which strengthened our bottom line by \$250,000. What impressed us most is that these changes didn't compromise the quality of care —our patients continue to receive excellent treatment, and we've retained our dedicated therapy workforce. MIR's expertise has made a significant difference for us."

CONCLUSION

By implementing strategic cost-saving measures and optimizing operational efficiencies, **MIR** helped the client achieve a **30%** reduction in therapy costs which translated to a **\$250,000** increase to the bottom line. Most importantly, these improvements were accomplished while maintaining high-quality patient care and retaining the therapy workforce. This case highlights **MIR's** ability to deliver tailored, results-driven solutions that support both financial and clinical success.

FIND OUT MORE

For a personalized therapy management program designed for your specific needs, contact:



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