

# Current Employer Challenges

Musculoskeletal disorders cost businesses in the United States

**MORE THAN \$20 BILLION**

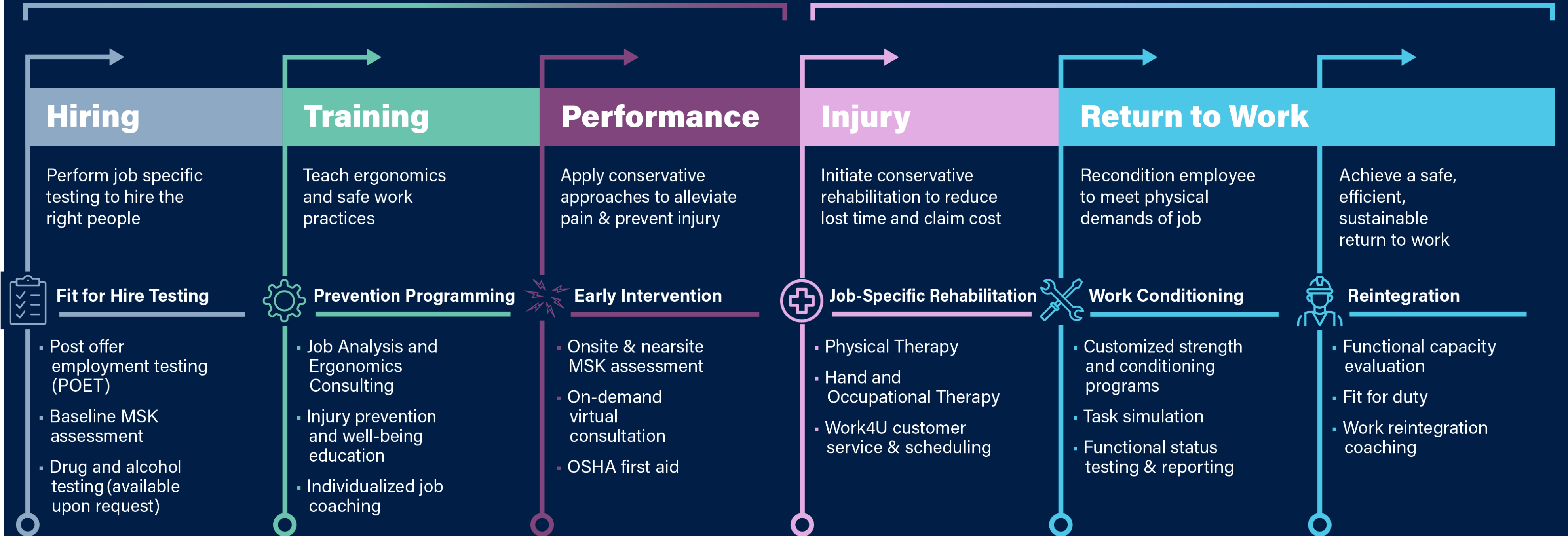
**EVERY YEAR<sup>1</sup>**

1. "Department of Labor United States" | Occupational Safety and Health Administration. N.p. n.d. Web 13 July 2017.

Our comprehensive workforce safety solutions help employers manage musculoskeletal spend through best-in-class prevention and treatment services to optimize performance, reduce workers' compensation claims, costs and lost time.

## PREVENTION

## TREATMENT



# Job Analysis and Ergonomics

## What is it:

Ergonomic analysis identifies biomechanical stressors imparted upon an individual and recommends potential solutions to decrease musculoskeletal discomfort and risk of injury.

## How Athletico does it:

### Job Descriptions



Leverage job descriptions and labor department data to create functional-based programs

### Collects Data



Collects applicable measurements, conducts interviews, and observes work being performed

### Validation



Formal validation process to ensure that the data collected is a true representation of the job



# Job Analysis and Ergonomics Consulting

## Benefits:

- Integral part of injury prevention programs
- Assists in hiring process and/or return to work decision process
- Reduces and/or eliminates biomechanical stressors by identifying administrative work practice and engineering controls



# Injury Prevention and Education

## What is it:

Education on proper stretching and strengthening, lifting mechanics, fatigue management and even individualized job coaching to prevent injuries.

## How Athletico does it:

Stretching &  
Strengthening



Education on proper prevention techniques such as stretching and strengthening

Nutrition



Education on nutrition and fatigue management

Sleep Habits



Education on healthy sleep habits to protect individuals from wear and tear

TRAINING

# First Aid

## What is it:

Musculoskeletal first aid program can help employers save money and productivity by treating employees experiencing movement-related pain or discomfort

## How Athletico does it:

A first aid program includes musculoskeletal assessment of red flags, soft tissue massage, non-rigid splinting or wrapping, application of hot or cold pack, drinking fluids to relieve heat stress, counselling on risk factors, self-care, body mechanics, and stretching routines.

## Benefits:

- Manage minor musculoskeletal discomfort without
- Reduced lost, transferred, and restricted time (Days Away, Restricted or Transferred)
- Reduction in workers' compensation claim costs

# Onsite & Nearsite Musculoskeletal Assessment

## Benefits:

- Up to 80% reduction in workers' compensation claims costs
- Reduced lost, transferred, and restricted time (Days Away, Restricted or Transferred)
- Improved employee morale and work performance

## Access Services:



Onsite



Nearsite



Virtual On-Demand

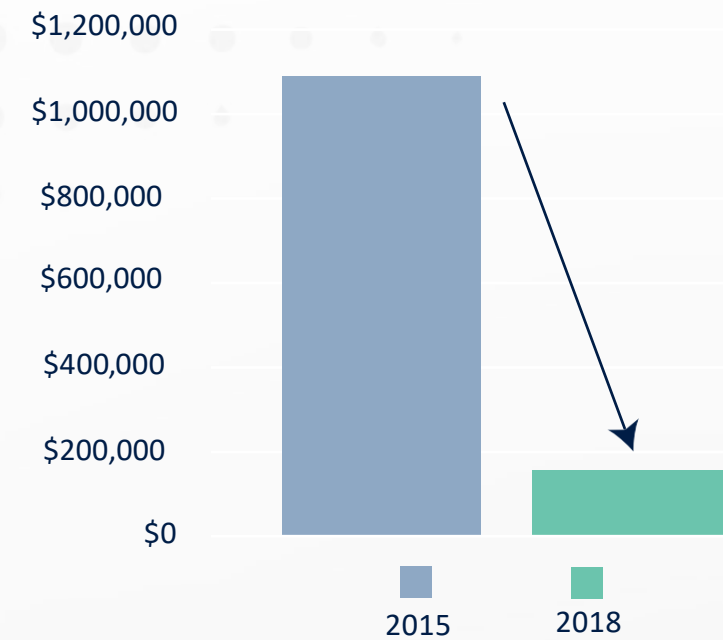


# The Proof is in the Results

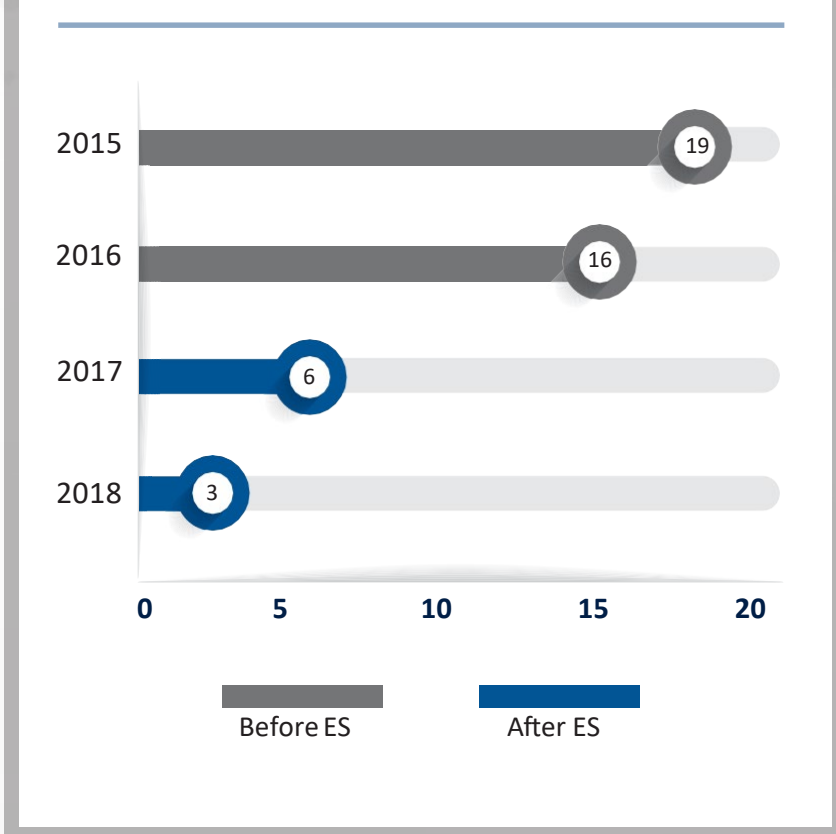
## Vulcan Materials receives IAAP Innovation Safety & Health Leadership Award after partnering with Athletico's Employer Solutions.

The IAAP's safety committee members developed the Innovative Safety & Health Leadership Award to highlight the impact that effective safety practices can have on a company, as well as to provide others with an innovative example that can be used at their own operations. The committee grants this award to a company, workplace team, or individual demonstrating superior or exemplary contributions in safety and health leadership. These contributions engage employees with the understanding of what is needed to build and sustain an injury-free workplace through innovative and collective efforts.

### COST OF INJURIES



### GLOBAL RECORDABLE INJURIES



## “ THE PROOF IS IN THE RESULTS ”

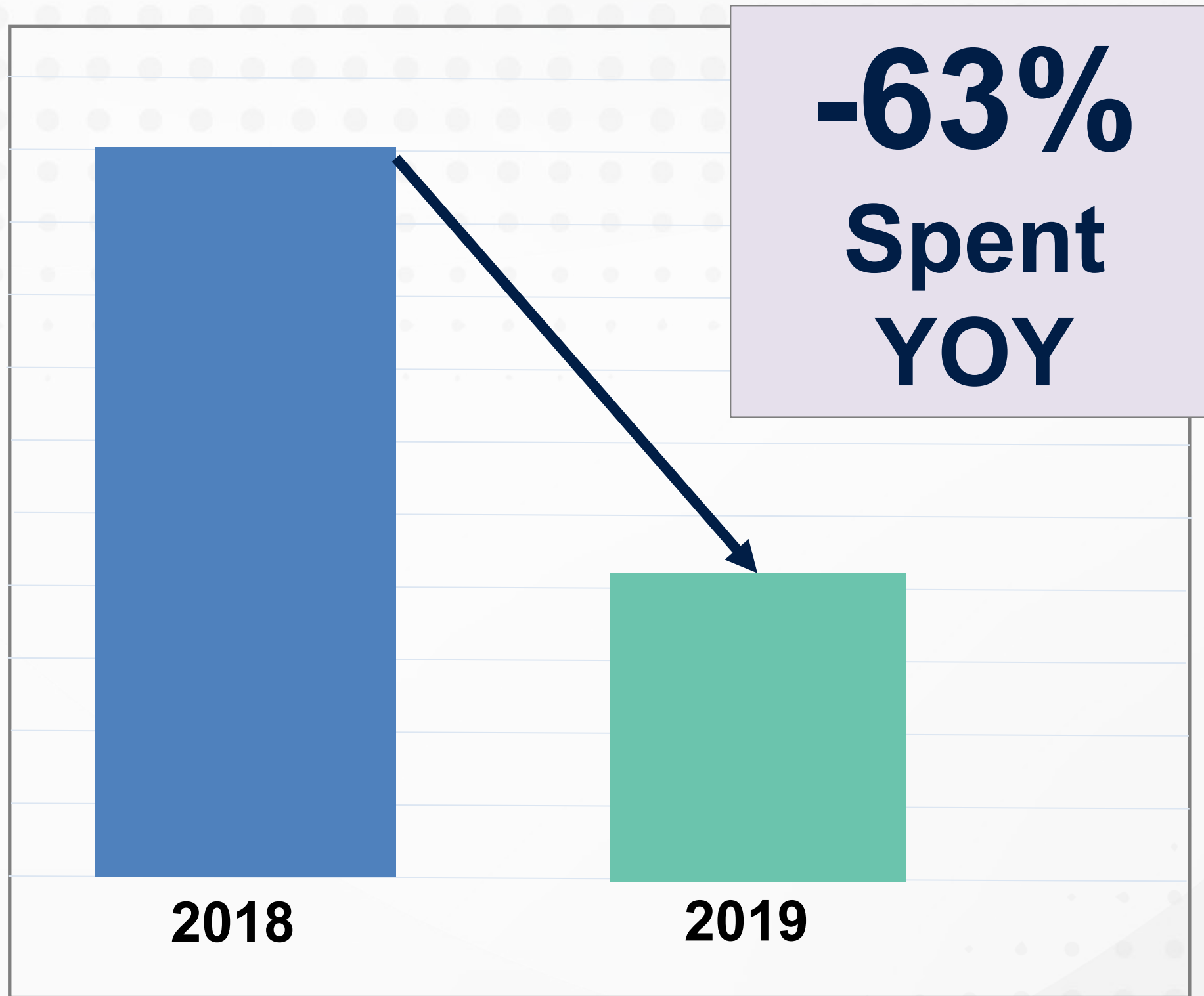
Having Athletico onsite was crucial in helping us achieve our first year of **zero recordable injuries** in over a decade at our McCook facility. Their employer solution offering is excellent at managing our employees' health and has led to increased morale and productivity. The best part is that Athletico's system has decreased our overall workers' compensation costs at the same time – talk about a win-win!

- Safety Director, Vulcan Materials - Chicago, Illinois



# The Proof is in the Results

## Overall Work Comp Spend



MISSOURI  
AMERICAN WATER

### “ THE PROOF IS IN THE RESULTS

Having Athletico onsite has been instrumental in helping us achieve our lowest recordable injuries incident rate on record in Missouri. There has been a **reduction in our overall recordable incident rate of 36%** from the previous year. **Our collaboration with Athletico also led to a 63% reduction in overall work-comp dollars spent** from the previous year.

-Director, Safety & Health – Missouri American Water – St. Louis, MO



**The first provider seen determines the cost  
and the outcome of an injury...**

**And, when needed, the second provider is  
equally important.**



Attention is the rarest and purest form of generosity.....

Listen with Curiosity!

The difference between the almost right word is really large matter and is difference between the lightning bug and the lightning.



A person with a new idea is a KOOK until the idea succeeds.

It is difficult to get a man to understand something when his salary depends on him not understanding it.