PRIVATE PRACTICE SECTION, APTA

WEBINAR SPEAKER BIO

CRAIG JOHNSON, PT, MBA

Partner and COO, Therapy Partners

CRAIG JOHNSON, PT, MBA is a partner and Chief Operations Officer at Therapy Partners where he directs internal operations and support services to 15 practices with 31 locations in Minnesota and Wisconsin, focused in the areas of care management, outcomes management, compliance, and reimbursement. He has many years of involvement in PPS and APTA, serving as President MNPTA, and on key APTA and PPS payment and policy committees..

PROFILE

Physical Therapist and life time member of APTA, since graduation from the University of Minnesota in 1979. Over 35 years in clinical care, practice ownership, and management in independent therapy practices. Joined Therapy Partners (TPI) in 2011 as Director of Clinical Integration, becoming a partner in 2013. At TPI he leads outcome and care management of the independent member practices, which is an essential basis of the value-based payer contracts negotiated by TPI for the member practices billing for services under the TPI tax ID. In addition to care management, he leads the compliance program and the team addressing reimbursement issues, as well as financial management. Craig has lead provider groups in payer pilots in many regions of the country using FOTO outcomes and care management to demonstrate the value therapy services and reduce total cost of care. As part of such pilots he has analyzed claims data of four payers, including work comp, parsing the data into discrete episodes measuring upstream, downstream, and direct therapy costs identifying cost drivers and effective providers. Craig is a frequent speaker at APTA conferences on innovative models of care delivery.

Skills & Abilities

LEADERSHIP

- Training and implementation of outcomes tools and care management leading to successful use of outcomes in payer strategies.
- Business Owner in two independent physical therapy practices
- Compliance, reimbursement, finance issues at network and practice level
- Current President MNPTA (term ending 6/2015)

MANAGEMENT

- Outcomes optimization, data management, analysis and reporting
- Claims data analysis, parsing data into discrete episodes of care for payer pilots
- Fiscal management addressing strategies for effective management of key performance metrics of top line and bottom line values at practice and network levels

PRESENTATIONS

- APTA: Innovation Summit 2013, Innovation Summit 2.0 2014, Northeast Payer Forum 2012, Demonstrating Value: Using Quality Measurement to Leverage your Practice 2013
- FOTO Annual Conference 2012, 2015, MN Healthcare Roundtable: The New Face of Healthcare 2015
- University of St. Catherine-Health Care Reform to PT and PTA class annually since 2012, University of Minnesota-Private Practice topics, Outcomes and Use in Clinic and with Stakeholders since 2013
- APTA Component Leadership Meeting on Innovative Model of Change in APTA Chapter, 2013

Experience

DIRECTOR OF CLINICAL INTEGRATION | THERAPY PARTNERS | 2010 TO PRESENT

- Role
  - Directs efforts by member practices to optimize FOTO outcomes and support TPI payer contract strategies centered on the Triple Aim.
  - Payer negotiations using outcome to leverage payment in value-based contracting
  - Direct and manage risk management and compliance at network and practice level.
  - Provide fiscal management using KPI to improve reimbursement, network and practice and network revenue and expenses.
- Results
  - Achieved multi-year high level outcomes, fully earned withhold and bonus in value-based contract with local payer.
  - Awarded HealthPartners health plan *Excellence in Innovation Award* 2011 for Value-Based Purchasing Model
  - Consistently achieve higher than peers payer rates in contract negotiations

CLINIC DIRECTOR | OSI PHYSICAL THERAPY | 2005-2010

- Role
  - Regional Clinic Director-direct and manage care delivery at four clinic locations
  - Responsible for personnel management-hire/fire, productivity, achieve clinic KPI's, budget, direct care, marketing
- Results
  - Transitioned and mentored new clinic directors
  - Achieved KPI at 75% of clinics
  - Hired new therapist for all four locations under direction

PARTNER | PREMIER PHYSICAL THERAPY | 1993-2005

- Results
  - Grew from two to five locations in the northeast Twin Cities, and grew from three to ten therapists 1995-2005
  - Tripled net income 1993 to 2005
  - Implemented EMR 1994

Awards

- *Excellence in Innovation Award* for Value-Based Purchasing Model, 2011
- *APTA Innovation 2.0 Honorable Mention and Grant* for "Direct Access to Physical Therapy for Injured Workers with Low Back Pain, 2014

Education

- University of Minnesota | BSPT | 1979 Tripled net income 1993 to 2005

- University of St. Thomas | MBA | 2000 | Concentration-Medical Group Management

Professional License and Membership

- Minnesota License #1974
- APTA and MNPTA Member since 1979
- PPS Member since 1990, HPA Member since 2015