



101 Tosca Drive
Stoughton, MA 02072 USA
(Phone) 781.297-2034
(FAX) 781.297-2039
(Web) www.csmisolutions.com

USING EMR REPORTING: TIPS FROM THE FIELD

In June 2017 I gave a talk at the *Practical Applications in Sports Medicine Conference* on how Athletic Trainers use EMR reporting to show all they do. In preparing for my talk, I spoke with SportsWare users in High Schools, Colleges, Clinical Out-reach Programs, and Industrial Settings to see how they were using reports. During the past year, speaking with Athletic Trainers and supporting our users, questions of how the data can be used, continued to come up, so we crated this document. We looked at a number of ways to present this information, but at the end of the day, we believe the best method was to use the Athletic Trainers voices. The following pages, organized by objective, include sample reports and quotes from the Athletic Trainers on how they are using the reports in SportsWare to show the work they do, improve their practices and athlete care.

After reading this, if you have other suggestions, please forward them to us and we will re-distribute them to our users.

Thank you again to all our users who helped in their support by providing real-world examples and quotes.

Sincerely,
Rich Potash, CEO, CSMi

CONTENTS

Document Athlete Care	2
Reduce Injury Rates	3
Demonstrate Treatment Effectiveness.....	4
Show Parents the Value of Services Provided	5
Demonstrate Reduced Worker's Compensation Costs	6
Staffing	7
Equipment Requests	8
Provide Consistent Care	9
Generating Consistent Documentation	10
Evaluating Effectiveness off Communication with Parents	11

Document Athlete Care

Reports

- Athlete Intervention
- Athlete Record
- Injury Record
- Treatment Record)

ATC Tips

- *“Requests can come from:*
 - *The Legal System to resolve a case involving an athlete.*
 - *Administrators, Coaches, or Parents inquiring into the care of an athlete.*
 - *Other Healthcare Providers participating in the athlete’s care.”*
- *“Findings, and decisions are made based on the documentation provided.”*
- *“A recorded return-to-play decision is a must.”*

Injury	10/12/2016	Left	Lower extremity	Thigh
		Strain		
10/12/2016	Treatment	Athletic Training Evaluation,Massage/Myofascial Release,Taping - Hip		
10/13/2016	Treatment	Athletic Training Evaluation,Massage/Myofascial Release,Taping - Hip,Active Warmup - Bike,Manual Therapy		
10/17/2016	Treatment	Athletic Trainer Consultation		
10/20/2016	Treatment	Massage/Myofascial Release		
Injury	9/21/2016	Right	Lower extremity	Foot
		Strain		
9/21/2016	Treatment	Athletic Training Evaluation		
9/22/2016	Treatment	Athletic Training Re-eval		
9/24/2016	Treatment	Athletic Trainer Consultation,Active Warmup - Bike,Massage/Myofascial Release,Taping - Foot/Toe		
9/26/2016	Treatment	Athletic Trainer Consultation,Active Warmup - Bike,Massage/Myofascial Release		
9/27/2016	Treatment	Athletic Trainer Consultation,Taping - Foot/Toe		

Figure 1 Athlete, Intervention Report

EMR Reporting Showing All That You Do

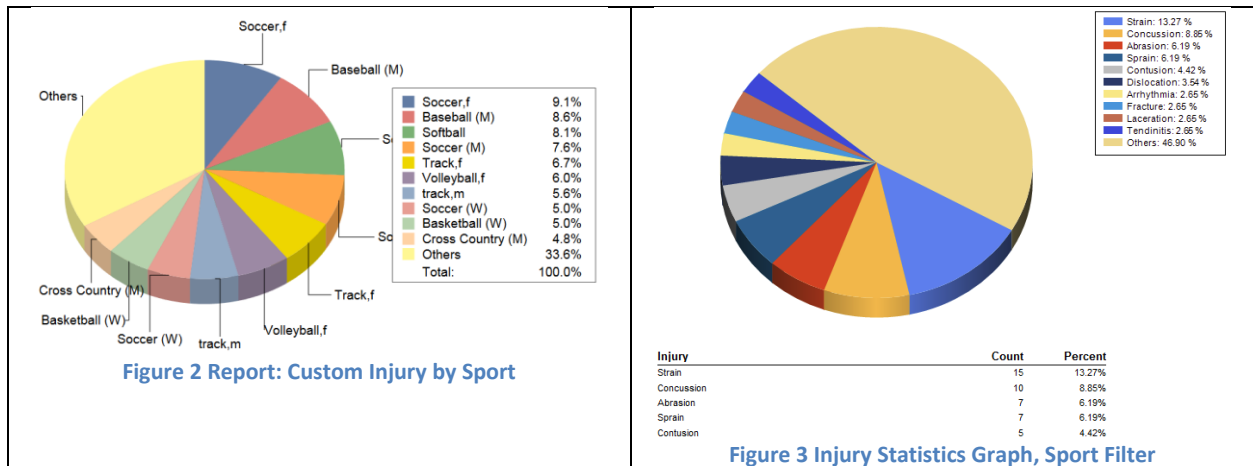
Reduce Injury Rates

Reports

- Injury Statistics by Sport
- Injury Statistics by Type

ATC Tips

- “Men’s soccer had a lot of soft tissue, hip flexor, and groin injuries. I met with the team coach and strength coach, we modified their warm-up routines, and saw a big decrease in the injuries.”
- “I used the high incidence of shin splints to help support the re-surfacing of our track. It is early but it looks like the injury rates are dropping.”



Demonstrate Treatment Effectiveness

Reports

- Injures per Month
- Treatments Per Month
- Treatments Per Injuries
- Days Out

ATC Tips

- *“By reviewing trends in injuries and treatments I was able to show an increase in treatment rates correlated with a decrease in injury rates. I want to see the athletes more and this data helped me increase the use of treatments as preventative care.”*

Injuries Per Month

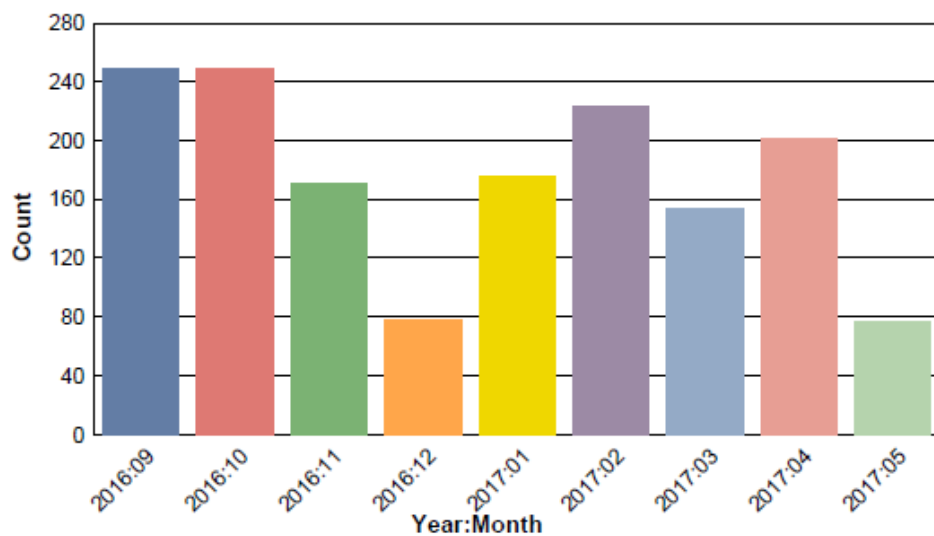


Figure 4 Injuries per Month

Show Parents the Value of Services Provided

Reports

- Treatment Count
- CPT Billing.

ATC Tips

- *“We include the local billing rates in our treatment modalities. By generating Treatment Count and CPT Billing reports we are able to show parents all we have done for their kids and the value of those services.”*



Figure 5 CPT Billing Report

Demonstrate Reduced Worker's Compensation Costs

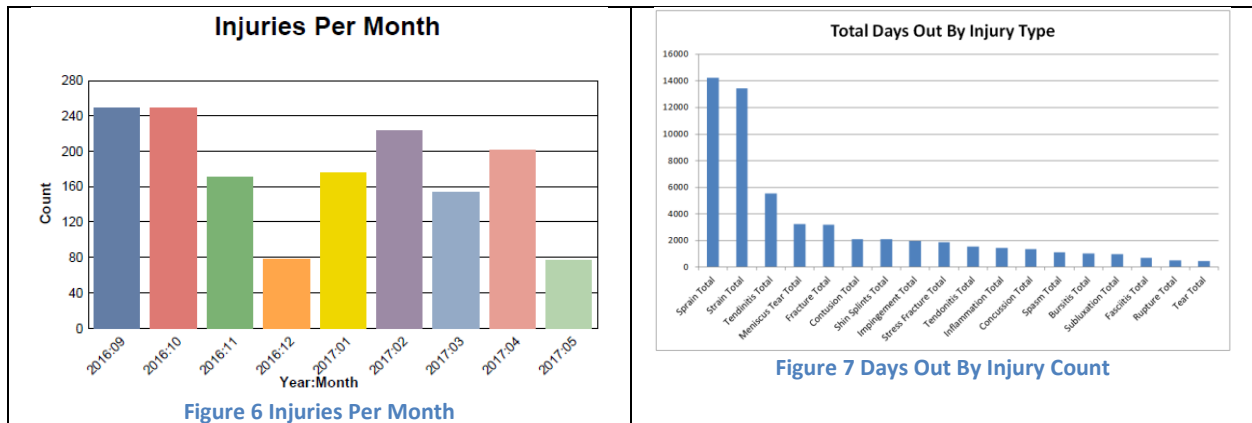
Reports

- Injury Statistics
- Days Out
- CPT Billing

ATC Tips

"I work in an Industrial Environment. By reviewing Injury Trends, Days, CPT Billing and DOL Time Loss data we are able to show companies adding an on-site Athletic Training facility results in a positive ROI through:

- *Lower Worker's Comp costs.*
- *Increased Worker Attendance and Productivity.*
- *Reduced Injury rates."*



EMR Reporting Showing All That You Do

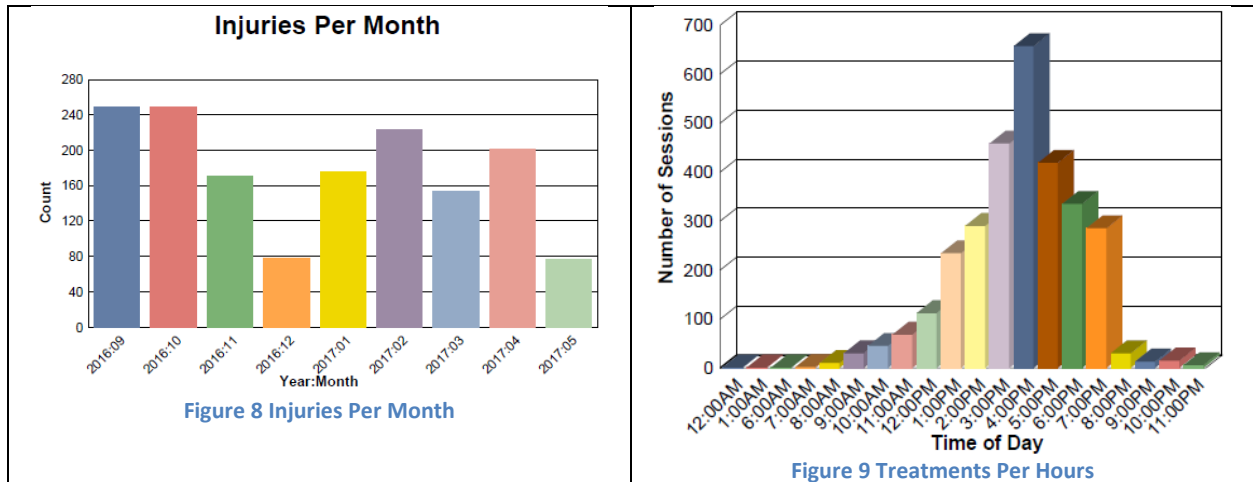
Staffing

Reports

- Injury rates/types.
- Number of Treatments delivered.

ATC Tips

- *"I use these reports to show the need for additional staffing."*
- *"If questioned, these reports allow me to defend the game/practice coverage decisions I make."*



Equipment Requests

Reports

- Modality Usage.

ATC Tips

- *"This report allows me to justify new equipment purchases."*
- *"I was able to obtain mid-year funding for equipment repair vs. waiting until next year's budget."*
- *"I was able to show the equipment I requested last year is being used and my requests were justified."*

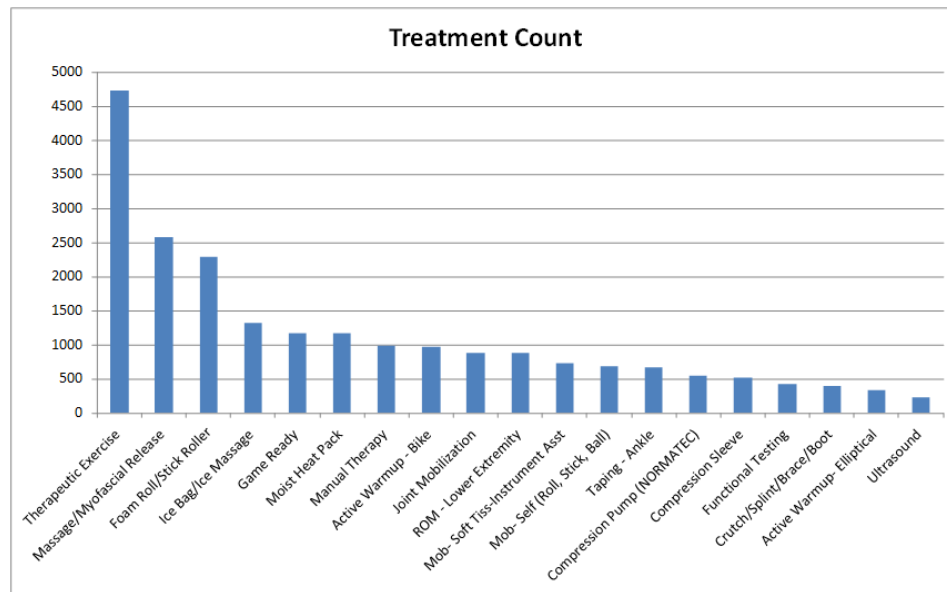


Figure 10 Modality Usage

Provide Consistent Care

Reports

- Treatments vs. Injuries
- Referrals vs. Injuries

ATC Tips

- *“Looking at the Treatments provided and Referrals per Injury made by each Athletic Trainer I was able to see if we are providing consistent care throughout our Department.”*

Body Part Injury	Total Injuries	Total Treatments	Average Treat/Inj
Abdomen			
Contusion	1	0	0.00
Hernia	2	3	1.50
Not specified	1	1	1.00
Strain	1	1	1.00
Ankle			
Blister	1	1	1.00
Chondromalacia	1	17	17.00
Contusion	7	14	2.00
Contusion, Sprain	3	37	12.33
Fracture	7	18	2.57
Fracture, Sprain	2	7	3.50
General Soreness	23	51	2.22
Inflammation	2	5	2.50
No Injury	248	1063	4.29
Not specified	108	417	3.86
Prevention	2	7	3.50
Sprain	148	898	6.07

Figure 11 Treatments Per Injury

Generating Consistent Documentation

Reports

Injury Statistics grouped by ATC.

ATC Tips

- *“By reviewing injury counts per athletic trainer I found that what I was calling a strain another ATC was more likely to call a rupture. This led us to discuss how we classify injuries which resulting in more consistent documentation throughout our department.”*

	Count	% Group	% Total
Sesamoiditis	3	2.0%	0.2%
Sickle Cell	1	0.7%	0.1%
Spasm	4	2.6%	0.3%
Spasms	1	0.7%	0.1%
Sprain	15	9.9%	1.0%
Sprain, Contusion	1	0.7%	0.1%
Sprain, Other Hand Injury	1	0.7%	0.1%
Sprain, Sprain	3	2.0%	0.2%
Strain	21	13.8%	1.4%
Strain, Contusion	1	0.7%	0.1%
Strain, Impingement	2	1.3%	0.1%
Stress Fracture	1	0.7%	0.1%
Subluxation	1	0.7%	0.1%
Tendinitis	8	5.3%	0.5%
Tendinitis, Fat Pad Syndrome	1	0.7%	0.1%
Tendinitis, Tendinitis	1	0.7%	0.1%
Tendinitis, Tendinitis, Impinger	1	0.7%	0.1%
Triangular Fibrocartilage Comp	1	0.7%	0.1%
Total	152		10.2%

	Count	% Group	% Total
	4	3.1%	0.3%
Blister	3	2.3%	0.2%
Body Wt. Mngt	1	0.8%	0.1%
Burn	1	0.8%	0.1%
Bursitis	1	0.8%	0.1%
Concussion	3	2.3%	0.2%

Figure 12 Injury Statistics by ATC

Evaluating Effectiveness off Communication with Parents

Reports

- Injury Referral
- Referral Tracking

ATC Tips

“In our outreach program we look at the data comparing referrals we made to those actually taken by the parents. This allowed us to ask if we were clearly communicating the reasons for the referral and the services which we offer.”

athlete.FullName	referral.ApptDate	referral.Provider	referral.FormReturned
Anderson, Fred	6/2/2017	Main Street Physical Therapy	False
Anderson, Tom	9/8/2017	Central Clinic	True
Thomas, Sandy	5/3/2017	Central Clinic	True

Figure 13 Custom Referral Report