

# The AI Playbook for PT Clinics

6 steps to run your practice on outcomes, AI, and data.



OUTCOMES  
IMPROVING  
↗ 18%

ADHERENCE  
92%

PAIN SCORE  
↓ 36%  
Since Start of Care

# Why "Adopt AI" is the Wrong Question

Every PT owner is being told to adopt AI.

Almost no one is showing them what an AI-supported clinic actually looks like on a Tuesday morning:

- How the schedule is built
- What the team huddle covers
- Which patients get flagged before they slip
- What stops getting done by hand

**This playbook shows you that clinic.**

**Not a vendor demo. An operating model.**

How AI triage, remote therapeutic monitoring (RTM), and automated outcome capture change the daily rhythm of a practice, and why clinics that run this way win on the only equation that matters as reimbursement tightens.

## AI doesn't create value by existing.

It creates value by helping you do three things better than a volume-driven clinic can:

- 1 Measure outcomes accurately
- 2 Manage the whole episode of care to control cost
- 3 Align your team's incentives around results

Every tool in this playbook serves one of those three jobs.

THE PREMISE: PORTER'S VALUE EQUATION, APPLIED TO PT

$$\text{Value} = \frac{\text{Patient Health Outcomes Achieved}}{\text{Dollar Spent}}$$

If value means outcomes divided by cost, clinics need to do three things well: measure outcomes accurately, manage the whole episode of care to control costs, and align incentives among the care team and partners. These steps lead to clear changes in how a clinic schedules, staffs, and defines success.

## What's inside

- 01 **AI Clinic vs. Fee-for-Service**  
Daily rhythm, scheduling, metrics & team roles — side by side.
- 02 **Four Ways AI Changes a Clinician's Day**  
Concrete shifts in how time is spent, from intake to discharge.
- 03 **Five Skills That Rise in Value**  
What to screen for in your next hire — and why it matters now.
- 04 **The 6-Step Roadmap**  
From aspiration to operation — one episode, one PROM set, one pilot.



### Measure Outcomes Accurately

Track patient health outcomes continuously and precisely to drive every clinical decision.



### Manage the Episode of Care

Control costs by coordinating the full care episode from intake through 90-day follow-up.



### Align Incentives

Synchronize care team and partner incentives around patient outcomes, not visit volume.

# What a Value-Based SPRY Supported Outpatient PT Clinic Looks and Feels Like

## 🕒 Daily Rhythm

● FEE-FOR-SERVICE CLINIC	● VALUE-BASED · SPRY SUPPORTED
<p data-bbox="188 1058 259 1131">📅</p> <p data-bbox="309 1058 1021 1383">The day is organized around back-to-back appointments. Productivity is measured in visits per hour and CPT units. Documentation is optimized for billing. Clinicians react to patient arrivals and referrals.</p>	<p data-bbox="1214 1058 1285 1131">✓</p> <p data-bbox="1339 1058 2051 1495">The day starts with a quick team meeting and a look at the dashboard. Clinicians focus first on patients marked as "off-track" by outcome measures or RTM data. They set aside time for short telehealth check-ins, care coordination, and reviewing outcomes. Each visit serves as a planned checkpoint in the patient's care.</p>

## 📅 Scheduling and Visit Design

● FEE-FOR-SERVICE CLINIC	● VALUE-BASED · SPRY SUPPORTED
<p data-bbox="188 2029 259 2102">☰</p> <p data-bbox="309 2029 1039 2242">Visit-by-visit booking; patients scheduled reactively with no structured milestones or defined decision points within the care episode.</p>	<p data-bbox="1214 2029 1285 2102">∞</p> <p data-bbox="1339 2029 2047 2354">Scheduling is based on the whole episode, with set milestones like a baseline assessment, a mid-course review, discharge, and a 90-day follow-up. Every visit has a clear goal and a decision point that can be measured.</p>

# Metrics, Incentives & Team Roles



## Metrics and Incentives

### FEE-FOR-SERVICE

Productivity metrics dominate: visits/hour, units billed.

### VALUE-BASED · SPRY

Success is measured by PROMs, functional milestones like gait speed or return to work, patient experience, and the total cost of care. Revenue comes from bundled payments, shared savings, or ACO contracts that include both potential gains and risks.



## Teamwork and Roles

### FEE-FOR-SERVICE

Clinician-centric care with ad hoc referrals.

### VALUE-BASED · SPRY

Multidisciplinary workflows are the norm. Care navigators, population health coordinators, and data analysts all support the clinicians. The clinic works as a coordinated part of a larger care pathway.

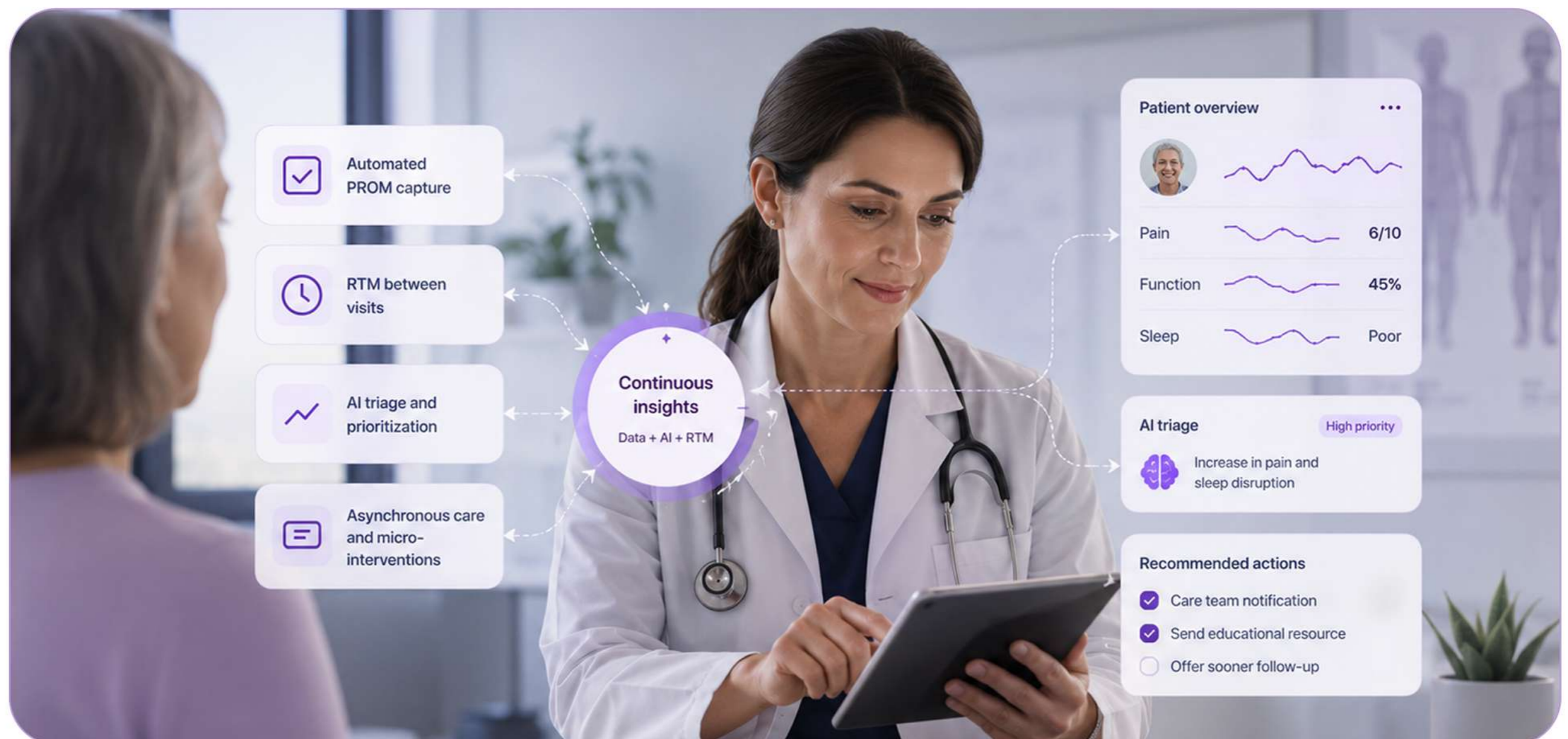
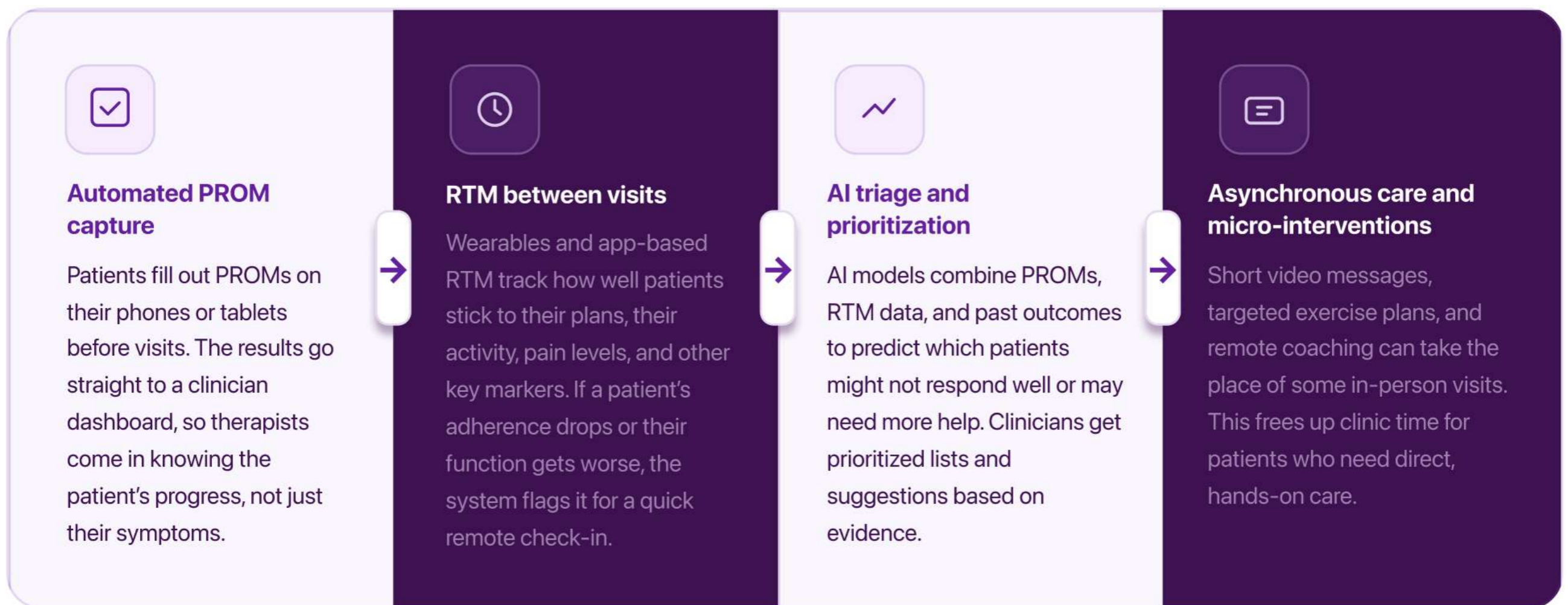
## Why does it feel different?

Clinicians spend more time interpreting outcomes, coaching patients, and adjusting plans to avoid extra costs like re-referrals, unnecessary imaging, or increased opioid use. Leaders focus on negotiating risk contracts and making sure risk adjustment is fair. Payers and partners expect clear outcome reporting. The culture moves from focusing on volume to managing patient progress, which is a key trait of SPRY supported organizations that value quick, precise actions and measurable results.

# How Data, AI, and RTM Reshape the Clinician's Day

The idea is simple: if value depends on outcomes over time, then clinics need to measure continuously and act early. Data, AI, and RTM give ongoing signals, and clinicians respond to them.

## CONCRETE DAY-TO-DAY CHANGES



# Skills that rise in value

01

## Outcome Interpretation and Shared Decision-Making

Clinicians need to turn PROM trends into real conversations and personalized care plans.

02

## Population Health and Care Coordination

Managing care episodes, working with surgeons and primary care, and handling payer contracts all become part of the regular routine.

03

## Digital Fluency

Being comfortable with RTM devices, EHR APIs, dashboards, and telehealth platforms is now essential.

04

## Data-Driven Clinical Judgement

Clinicians need to use AI results carefully, know the limits of the models, and avoid relying too much on automation.

05

## Change Leadership

Setting up care pathways, leading quick improvement cycles, and handling performance contracts all require leadership skills from both clinicians and managers.



The result is that clinicians move from focusing on volume to managing patient progress. They step in early when AI or RTM shows a risk and document outcomes that affect payment. This puts Porter's value agenda into action: organize care around the patient's needs and measure what truly matters.

# The 6-Step AI Playbook

1

## Standardize a Core PROM Set

Pick three to five proven measures for your most common cases, like low back pain or knee replacement. Collect data at the start, at discharge, and again at 90 days. Automate the process and make sure results fit into the clinician's workflow.

2

## Pilot RTM for One High-Volume Episode

Begin with a small pilot: set clear thresholds for adherence and function, decide when to escalate care, and track how these changes affect visits and outcomes.

3

## Deploy a Clinician-Centric Dashboard

Use basic AI triage to sort and prioritize caseloads. Make sure the dashboard is easy to use, with clear alerts, suggested next steps, and links to evidence-based care pathways.

4

## Train for New Skills

Offer short, hands-on training in PROM interpretation, telehealth coaching, and digital tools. Pair each clinician with a care navigator for their first 30 to 60 days.

5

## Negotiate Conservative Payment Pilots

Begin with shared savings that only have upside or with time-limited bundles. Use the results from your pilot to improve care pathways and risk adjustment before taking on any downside risk.

6

## Measure, Iterate, Scale

Run quick improvement cycles that focus on the most important measures. Share your results with payers and partners to build trust and grow your program.

# What Clinic Owners Are Saying

Four months after moving to SPRY

HealthcareITNews



~~\$2,680~~ → **\$102,000**

Monthly Reimbursements

~~17%~~ → **7.5%**

Cancellation rate

**Revenue up 37%**

Q1 profit up 21% YoY

~~35 min~~ → **5 min**

Eval notes

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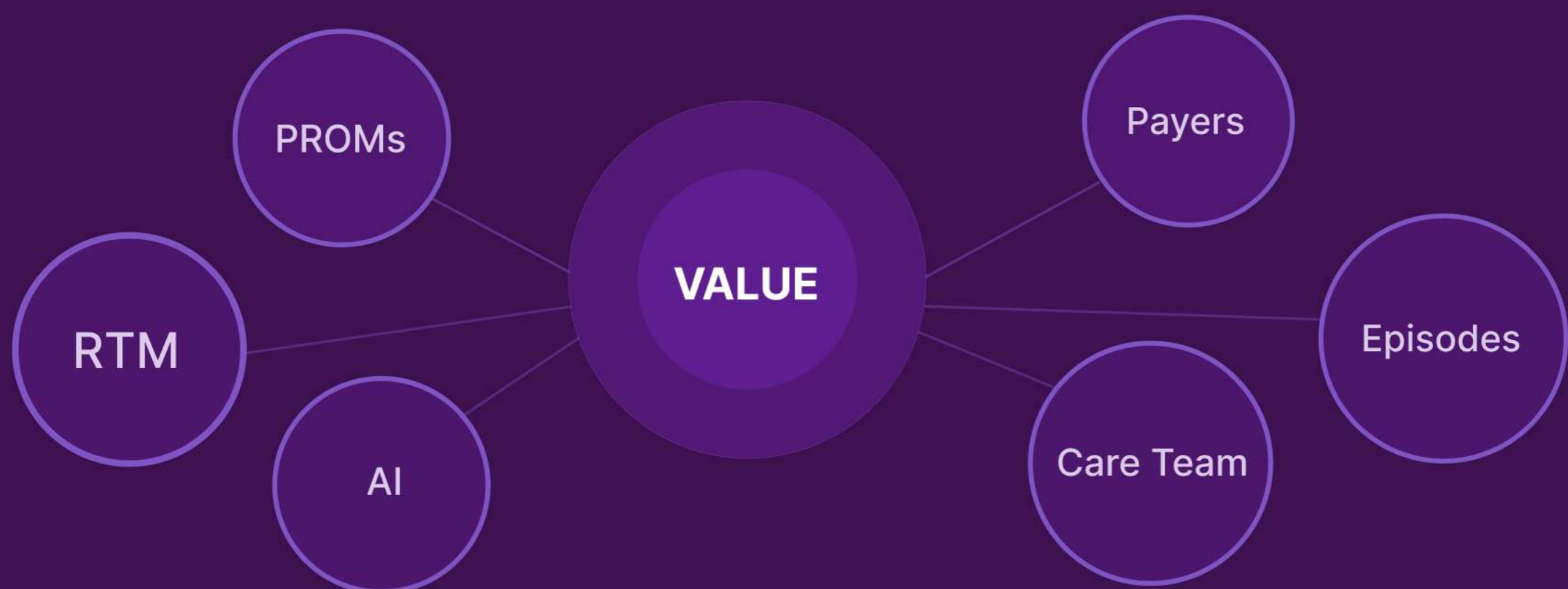
## First Rehabilitation boosts revenue 37% with outpatient platform

Profit is up 21%, the cancellation rate dropped from 17% to 7.5%, and documentation time fell from 30-40 minutes to five minutes. The COO explains how the technology boosted performance.



# Why SPRY Supported Clinics Win

A SPRY supported clinic that acts quickly, measures precisely, adapts well, and focuses on results brings Porter's value equation to life in daily practice. Making this shift means investing in measurement, data systems, RTM workflows, and clinician training. The benefits are clear: better patient outcomes, fewer unnecessary visits, and a business model that succeeds by delivering results, not just volume.



## If your clinic is ready to move from aspiration to operation

Start with one episode, one PROM set, and one RTM pilot. Measure relentlessly, iterate quickly, and let outcomes guide the next step. That is how value becomes real.

# Turn Your Clinic Into an **AI-Native Clinic** With **SPRY**.

"I love the addition of the scribe agent for filling in any missing information. It's a game changer for AI documentation."

- **JJ Lawley, PT, DPT**  
Clinic Director



"What I love is the scribe agent. I can make changes and add in missed details within the original transcript versus having to regenerate a whole new one."

- **Anu Aluvathingal, PT, DPT, OCS**  
Clinic Director

