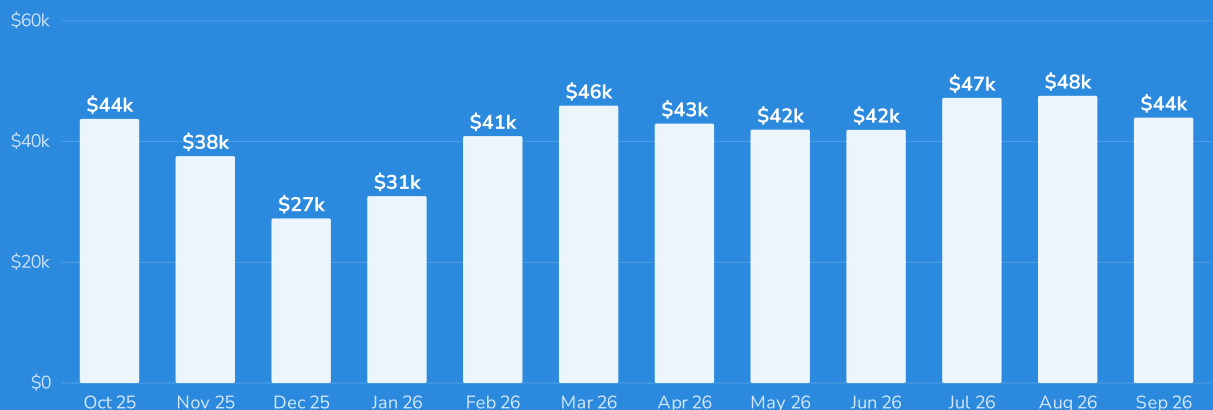


CUSTOMER STORY · SKILLED NURSING & SENIOR LIVING · REMOTE THERAPEUTIC MONITORING

\$102 per resident per month, every month, across 29 communities.

How Prestige Rehab scaled OneStep from a pilot to its standard of care in under two years — and turned the walks its clinicians already measure into a durable RTM revenue stream.

RTM-ELIGIBLE REVENUE, LAST 12 MONTHS



Prestige Rehab, at a glance

ORGANIZATION

Prestige Rehab

HEADQUARTERS

Freehold, New Jersey

WHAT THEY DO

Contract therapy for skilled nursing, assisted living and adult day care

COMMUNITIES ON ONESTEP

29

WORKING WITH ONESTEP SINCE

2024

USE CASES

RTM, fall-risk assessment, resident monitoring, family communication

\$102

RTM-eligible revenue per monitored resident per month

\$41k

average RTM-eligible revenue per month, Oct 2025 – Sep 2026

\$492k

RTM-eligible revenue over the last twelve months

25,000+

measurements recorded since launch — walks, tests and questionnaires

~1,500

measurements a month in 2026, up from ~1,000 in 2025

73%

of residents measured improved or maintained function

Prestige Rehab provides therapy inside senior-living communities and skilled nursing facilities across the East Coast. Its interdisciplinary teams specialize in short-term rehab and complex care, and they chose OneStep in 2024 for two reasons: it gave them objective gait data in the hallway with nothing more than a phone, and it was, in the CEO's words, by far the easiest tool to use.

THE CHALLENGE

Fall risk in a population where decline is expected, not prevented. The Berg Balance Scale and Dynamic Gait Index are clinically sound but limited by what a resident can do on the day, and they produce a score — not a picture a family can understand. Prestige needed something objective enough for clinicians, simple enough to use every day, and concrete enough to show a daughter what "getting better" actually means. And with rehab providers under pressure to do more with less, it needed the same tool to pay for itself.

“We chose OneStep because you were, by far, the easiest to use.”

Dan Reizis · CEO, Prestige Rehab



Watch the two-minute version

Prestige's team on ease of use and OneStep's customer service. Scan, or visit vimeo.com/1105771209.

CHAPTER ONE · SCALE

Twenty-nine communities, one short training

OneStep went live at Prestige in November 2024. OneStep trained Prestige's regional and clinical leads; those leads onboarded each community themselves with a one-page quick-start guide — what the units are, what they mean, how to run each assessment. Clinicians were measuring on the first day. Within six months Prestige was recording over 1,000 measurements a month; in 2026 it records about 1,500, across 29 communities, as part of everyday care.

29

communities on OneStep, up from 25 at the first review

25,000+

walks, tests and questionnaires recorded since November 2024

~1,500

measurements a month in 2026

WHAT THE ROLLOUT CONSISTED OF

- 1 Train the trainer**
OneStep trained Prestige's regional leads once. They carried each new community through the same quick-start guide; no community needed its own training program.
- 2 A phone, nothing else**
No wearables, no calibration, no equipment to maintain. Devices are kept visible on each unit so a measurement happens whenever a resident takes a walk.
- 3 A test for every resident**
Non-ambulatory residents are measured with sit-to-stand and transfer assessments, so the data covers the whole building.
- 4 Support when it was needed**
OneStep's Customer Success team worked with Prestige leadership through the rollout; the same playbook was used for each of the 29 communities.

“[OneStep] gave a very clear-cut, quick start guide on what the units were, what they meant, and then how to do the assessments... it was super simple, very user-friendly — just keep clicking and it's all right there.”

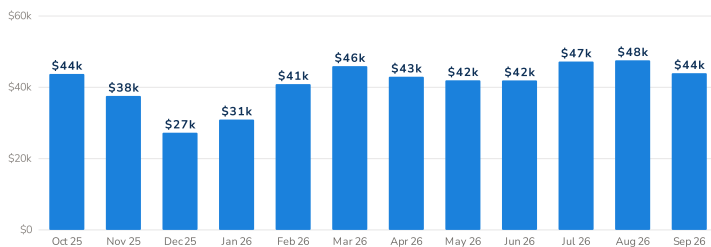
Doug Dzema · Regional Director, East Coast, Prestige Rehab

CHAPTER TWO · REVENUE

A revenue stream that holds

Every measurement a Prestige clinician records is also a Remote Therapeutic Monitoring event. OneStep tracks eligibility automatically and shows administrators, month by month and community by community, what can be billed. The result is not a one-off. For twelve consecutive months Prestige has generated between \$27,000 and \$48,000 of RTM-eligible revenue a month, averaging \$41,000, with the dip over the holidays recovering by February.

RTM-ELIGIBLE REVENUE PER MONTH Oct 2025 – Sep 2026



WHAT MAKES UP A MONTH



- Clinician monitoring time · \$31,749
- Patient activity · \$11,743
- Setup & education · \$472

\$102

per monitored resident per month — about 430 residents in September 2026

\$492k

RTM-eligible over the last twelve months, from measurements clinicians were recording anyway

12 / 12

months above \$27,000; nine of them above \$40,000

A quarter of it is passive

Patient activity — \$11,743 of September's total — is earned by the OneStep app monitoring the resident's movement in the background of their phone. No clinician time, no assessment, no action in the building; it accrues as long as the resident carries the phone and the app is on.

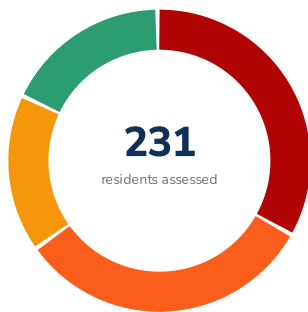
The revenue is a by-product of the care. RTM pays for the visibility.

CHAPTER THREE · CLINICAL VALUE

What the measurements are for

Prestige serves a high-acuity population: two-thirds of the residents currently assessed are at high or very high fall risk. For them, maintaining function is a win and improving it is exceptional. When Prestige analysed its OneStep data, 73% of residents measured had improved or maintained functional status, 36% showed a measurable reduction in fall risk, and several had double-digit gains on key balance and mobility metrics. Clinicians see exactly what limits a resident's mobility — stance time, swing mechanics, asymmetry — and adjust the plan of care accordingly.

CURRENT FALL RISK



- Very high · 77 (33%)
- High · 74 (32%)
- Medium · 39 (17%)
- Low · 41 (18%)

73%

of residents measured improved or maintained function

36%

showed a significant reduction in fall risk

“We used to say, ‘Your mom is getting better.’ Now we say, ‘Her cadence is up 15%. Here is what that means.’ That builds real confidence.”

Doug Dzema · Regional Director, East Coast, Prestige Rehab

BEYOND THE CLINIC

Families

Care conferences run on numbers a daughter can follow — cadence, speed, a Walk Score trend — instead of reassurance.

Documentation

Auto-generated reports put the objective data in the note, and the same record supports RTM billing and audits.

The operators Prestige serves

A therapy partner that shows measured outcomes across the building is a different proposition from one that promises them.

“We're tracking fall risk and balance, which is great. But then the actual result is: are they falling or are they not falling?”

Doug Dzema · Regional Director, East Coast, Prestige Rehab

Prestige's next step is to correlate OneStep's fall-risk scores with the fall incidents its communities record — moving the impact from predictive to provable. With 25,000 measurements, 231 residents currently risk-assessed and 29 communities on one platform, it has the dataset to do it.

\$102

per resident per month in RTM-eligible revenue

29

communities, one rollout playbook

73%

of residents improved or maintained function

Ready to learn how OneStep can help your organization?

Email us at info@onestep.co