

WINTER 2008

Dear Friends,

The start of a new year is an exciting time at CSMi. It is a time to review our results to date and to design our future to come. Our future will be determined by our contribution to the athletic training, physical therapy, and research communities. Our initial contributions for 2008 are strong:

- Live Phone Operator at CSMi
- HUMAC NORM at 2008 NFL Scouting Combine.
- New HUMAC 2008 Group Test Module
- Reimbursement is Alive & Well
- Joe Traum Joins CSMi Customer Support

We hope you find our contributions worthy of your support. Suggestions Welcome!

Sincerely,




UPCOMING EVENTS:

- **CSM-APTA – Nashville, TN**
February 7th – 9th
- **SEATA – Franklin, TN**
February 28th – March 3rd
- **Sports Med Symposium, Cincinnati, OH**
February 28th – March 1st
- **GLATA – Toledo, OH**
March 6th – 8th
- **FWATA – San Francisco, CA**
April 3rd – 6th
- **Boston Marathon – Boston,**
April 21st



2007 CSMi HUMAC NORM Extremity System Operators (left to right) Jeff Keith, Jason Jadgechew, Bill Mills, Star Weygand, Danna Matt, Mike Tabor, and Patrick Prizio.

HUMAC NORM Invited to The Combine.

CSMi and the HUMAC NORM (Previously CYBEX NORM) Extremity System were once again invited to the NFL Scouting Combine. This marks our sixth year at The Combine.

National Football Scouting (NFS) provides professional football scouting services to a select group of NFL Teams. In 1982, NFS hosted the first National Invitational Camp (NIC) in Tampa, FL. NFS created the event as an economical and a convenient way to collect medical information on NFL Draft Prospects for its member teams. The first event attracted 163 NFL Draft Prospects.



NIC was so successful, that by 1985 all 28 NFL Teams became shareholders in the corporation and participated in the event jointly for the first time. Two similar events attended by non-NFS teams “combined” with NIC that year, leading to the more commonly used name for the event: the NFL Scouting Combine or simply “The Combine.” Twenty-four years later The Combine has evolved into a major event on the NFL calendar and is televised nationally by the NFL Network.

Today front office executives, coaches, players, and medical personnel from all 32 NFL teams participate in The Combine. Prior to The Combine every player eligible for the NFL Draft is reviewed and voted on by the Selection Committee. The Selection Committee is made up of Directors from both National and BLESTO scouting services and NFL player personnel departments. All Selection Committee members remain anonymous. Each athlete receiving the necessary number of votes, by position, is extended an invitation. The Combine can process up to 335 athletes and the number of athletes per position will vary based on available talent.

To learn more about the HUMAC NORM Extremity System contact Paul Rudzitis at 781-258-5109 or paul.rudzitis@csmisolutions.com.

PVI Home Exercise Software



Physical Therapy takes place in the clinic and in the home. Help your patients perform better at home with easy-to-follow PVI Home Exercise Sheets. Each PVI Home Exercise sheet includes 3 pictures and accompanying text you can edit to take the mystery out of therapeutic exercise.

The PVI Home Exercise Software library contains over 500 of the most popular orthopedic exercises. To create an exercise sheet simply browse the PVI Exercise Library and select the exercises you want in the order you want. Press print and in seconds an easy-to-follow color handout appears.

- Add your own exercises
- Edit and save exercise instructions
- Choice of 2 or 4 exercises per page
- Patient Exercise Log to record workout

Expand your practice into the home with PVI Home Exercise Software. To order your copy contact Patrick at 781-297-2034 x102 or patrick.prizio@csmsolutions.com.



HUMAC NORM Invited to The Combine...

Originally the event focused on medical evaluations but now includes medical, physical, and psychological evaluations plus interviews. This all takes place over four days in Indianapolis. For athletes with aspirations of reaching in the NFL The Combine is a critical milestone in their journey. Approximately 90% of the athletes selected at the NFL draft attend The Combine.

Combine Activities Include:

- 3 Cone Drill
- 20 Yard Shuttle
- 40 Yard Dash
- 60-Yard Shuttle
- Bench Press
- Broad Jump
- Cybex Isokinetic Test
- Injury Evaluation
- Interviews
- Physical Measurements
- Position-Specific Drills
- The Wonderlic Test
- Vertical Jump

Since 2001 CSMi has provided the equipment and personnel to perform the Cybex Isokinetic test. To process 335 players in four days CSMi provides three HUMAC NORM Extremity Systems and eight operators. Each machine has two operators, one to run the HUMAC Computer and the other to set-up and instruct the athlete. Athlete demographics are preloaded into the HUMAC Computers. Prior to the Cybex Test athletes warm-up on a CYBEX International Cyclone Bike or an Arc Trainer.

The Cybex Test consists of a bi-lateral two speed concentric/concentric knee extension flexion test. The protocol calls for 3 repetitions at 60 degrees per second and 15 repetitions at 300 degrees per second. Prior to each test 3 warm-up repetitions are performed. The results are provided on the one-page HUMAC Short Form Overlay Report which includes the athlete's demographics, a graph of torque vs. positions curves overlaid, and best repetition values and comparisons.

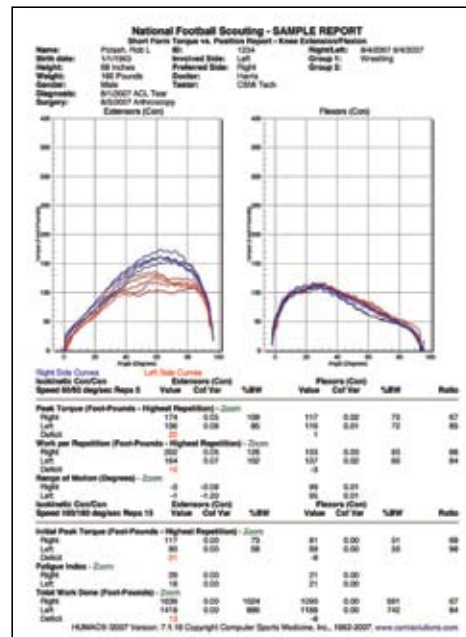
With HUMAC NORM a test is completed (from athlete set-up to report in hand) in less than 5 minutes. Test results are immediately evaluated by an NFL Athletic Trainer and then included with the athlete's folder for review as needed. After The Combine the HUMAC report and all of the other test/evaluation results are collected and stored on a CD by athlete. A CD is provided to each team to use as reference leading up to the NFL Draft.

Since 2001 over 1,500 NFL Scouting Combine athletes have been evaluated by CSMi personnel and the HUMAC System. We are pleased and honored with the opportunity to help evaluate the next 335 NFL Draft prospects and wish everyone success.

Combine Details:

- Protocol 3 reps at 60 deg/sec, 15 reps at 300 deg/sec
- Test Report: HUMAC Short Form, Torque vs. Position
- Knee extension peak torque record: 525 ft/lbs
- The 2008 Combine will be televised by NFL Network

HUMAC Short form torque vs. time Report



CSMi in Action at Combine Since 2003



2008 HUMAC Group Test Module

Developed for use at the NFL Scouting Combine HUMAC Group Test is the fastest and most reliable way to perform Extremity Tests that use the same test protocol and happen in succession. How it works:

1. Subject are imported into the HUMAC database via a text file
2. A protocol is selected that applies to all subjects
3. Select and test a subject, save, select and test the next subject and repeat until done.

HUMAC Group Test is the ideal time management and accuracy solution for pre-season, industrial, and research screenings. Group Test is compatible with HUMAC 2008.



To learn more about Group Test contact Paul Rudzitis at 781-258-5103 or paul.rudzitis@csmisolutions.com

Joe Traum Joins CSMi

CSMi is pleased to announce Joe Traum has joined CSMi to handle Outside Customer Service and Support for CSMi and CYBEX Extremity Systems. Joe's 20 years of product support experience for CYBEX and CSMi makes him the ideal person to support our customers.



Joe began his career with CYBEX Medical in 1988 as a service technician. He ended his career at CYBEX as head of Customer Service managing 6 inside service technicians, 120 US-based field technicians, and 30 plus international technicians responsible for 5,000 plus Extremity Systems worldwide.

Since 1982 our goal has been and remains to help customers get more from the equipment they already own. Joe Traum is another example of our commitment to our customers. Joe will provide the technical support and service for CSMi and CYBEX Medical Products including the CYBEX II, 300, 6000, NORM and Back Systems, perform on-site Extremity System preventive maintenance checks and product in-services, and assemble a network of skilled field service technicians to provide on-site customer support.

For Service and Support for your CYBEX II/II+, 325, 330, 340, 350, 6000, CYBEX NORM and HUMAC NORM call 781-297-2034 and ask for Joe Traum



Reimbursement - Alive & Well

As CSMi continues to place the HUMAC NORM in new facilities throughout the country we regularly ask customers how the billing & reimbursement process is going. Much to our surprise and contrary to popular belief, the response has been extremely positive.

As Paul Gaffney from King of Prussia Physical Therapy and Sports injury Center put it, "What issues"? We are not getting as much as we used to, but there are absolutely no reimbursement issues! That's why we purchased our 2nd unit. The ROI was still within a year.

Many facilities have implemented creative techniques in using their NORM to increase patient referral, some techniques so successful they have reversed the referral trend and are sending patients to their physicians. However, one common theme echoed loudly; "We are no longer passive about accepting declines, we are as aggressive in our reimbursement recovery efforts as we are in our providing our Physical Therapy Services. The clinics/billing specialists are asking for the insurance company to explain where the error lies and having them justifying the decline of payment. Please remember - it is the Insurance Company's job NOT to pay you!

We have taken the liberty of supplying you the codes most frequently utilized throughout the country. The verbiage next to the code comes directly from the AMA CPT 2008 Standard Edition.

97750 Physical performance test and measurement (eg, musculoskeletal, functional capacity) with written report, each 15 minutes

97110 Therapeutic procedure, one or more areas, each 15 minutes; Therapeutic exercise to develop strength and endurance, range of motion and flexibility.

97112 Neuromuscular reeducation of movement, balance, coordination, kinesthetic sense, posture, and/or proprioception for sitting and/or standing activities.

97116 Gait Training, (includes stair climbing)

97530 Therapeutic Activities, direct (one-on-one) patient contact by the provider (use of dynamic activities to improve functional performance), each 15 minutes



Computer Sports Medicine, Inc.
101 Tosca Drive
Stoughton, MA 02072
USA

csmisolutions.com
info@csmisolutions.com

IN THIS ISSUE:

- **CSMi and HUMAC NORM Invited to NFL Scouting Combine**
- **Expand into the Home with PVI Home Exercise Software**
- **New HUMAC Group Test Module Now Available**
- **Joe Traum Joins CSMi Service**
- **Reimbursement – Alive and Well**



HUMAC[®] NORM[™]

TESTING & REHABILITATION SYSTEM

**THE RIGHT RESISTANCE
AT THE RIGHT TIME
FOR THE RIGHT RESULTS**

Biodex, BTE, CYBEX, Kin-Com, Lido, and Merac
Owners ask about our trade-up program.

ROM » **PASSIVE**
STABILITY » **ISOMETRIC**
STRENGTH » **ISOKINETIC**
CONTROL » **ISOTONIC**

New
Touch Screen
Option!



1-800-359-6851
www.csmisolutions.com
info@csmisolutions.com

Biodex Owners – Update the machine
you already own with HUMAC.

2011-01 Rev. A

CYBEX NORM IS NOW HUMAC NORM