

Frequently Asked Questions



Canadian
Physiotherapy
Association

Association
canadienne de
physiothérapie

FOTO

FOCUS ON[®]
THERAPEUTIC
OUTCOMES INC

Who is FOTO?

FOTO is a physiotherapist owned company established in 1992. The FOTO Outcomes database has over 7 million patient episodes from over 2800 clinics in the US, Israel, and Canada.

Why did the CPA choose FOTO?

The CPA selected FOTO because it is the most experienced and sophisticated outcomes measuring and reporting system available.

What is FOTO Outcomes?

Our Patient Reported Outcomes are risk-adjusted and condition-specific. We utilize Computer Adaptive Testing for efficient and accurate automatic scoring and reporting.

Do you use any of the common patient reported outcomes measures, such as Roland Morris, NDI, LEFS, and Quick DASH?

The FOTO functional status measurement score is a validated outcomes measure in itself. We did incorporate the legacy outcomes measures when developing the Computer Adaptive Testing questions used to calculate the FOTO functional status measurement score. The advantage of using the FOTO functional status measurement score instead of the traditional outcomes measures is that it is risk adjusted, more precise, and more efficient.

How long does it take?

There are three steps to complete an episode of care in the FOTO system- Intake, Status and Discharge.

- The Intake Survey takes 5-7 minutes to complete.
- The Status Survey takes 4-6 minutes to complete.
- The Discharge takes 1-2 minutes to complete.

Is it possible to trial FOTO?

CPA is offering an amazing opportunity for CPA members to sign up to use for FOTO for free. The first 100 organizations to sign up will pay no fees in 2015. Spaces are going quickly, so please don't delay. The agreement can be downloaded directly at:

<http://www.fotoinc.com/cpa/ready-to-start-outcomes>

How much does it cost to use FOTO?

- The first 100 organizations to sign up will pay no fees in 2015.
- After these spots are filled, there is NO monthly physiotherapist fee for CPA members and the monthly clinic fees are discounted.
 - \$ 15 per month per clinic for organizations with ≤ 2 physiotherapists
 - \$ 25 per month per clinic for organizations with ≥ 3 physiotherapists

You may access the pricing promotion at:

<http://www.fotoinc.com/cpa-promotion>

Do I need an EMR/Practice Management Software to use FOTO?

You do not need an EMR or Practice Management Software to start using FOTO. FOTO is a stand-alone cloud based system. All you need is an internet connection and you have access to FOTO anytime, anywhere!

Is FOTO Integrated with Electronic Medical Record (EMR) or Practice Management Software Providers?

You may find the list of our current integration partners on our website:

<http://www.fotoinc.com/partners-programs/partners>

We are willing to integrate with any EMR or Practice Management Software provider, and have all the necessary information ready to provide them for integration. We have opened discussion with several large Canadian EMR/Practice Management providers and hope to have their cooperation soon. If you would like your EMR/Practice Management provider to integrate with FOTO, please let them know!

How secure is FOTO? Do they protect patient data?

We do understand that Canadian users might have some concerns with a US based company. FOTO does comply with all Canadian federal and provincial data protection and privacy legislation. Please do not hesitate to contact Laura Mensch, CPA Rep at FOTO, at 800 482 3686 x240 or lauramensch@fotoinc.com with specific privacy and security concerns.

Is FOTO difficult to learn to use?

Starting to collect Outcomes does require a change in clinic workflow, but our system is very user friendly. As the dedicated CPA contact at FOTO, Laura Mensch will help all CPA members to get started using FOTO. This includes any training and support needed for all clinic staff. No matter how long you have been a FOTO user, we are here to answer your questions. Even our mature customers contact us on a regular basis for support.

Other benefits of using FOTO Outcomes

Besides helping to build the Canadian eOM database, you will also be able to market your results to your patients, physicians, and payers. Because our database produces accurate, unbiased reports, physicians DO increase referrals, and Payers DO recognize and reward clinics based on their FOTO results.

How to a get more detailed information about FOTO?

More information may be found at: <http://www.fotoinc.com/cpa>

You may also contact [Laura Mensch](#), the CPA FOTO Representative, at 800-482-3686 x240.