

Q&A Session with Dr. Newman



Dr. Newman has relied on a JTECH Medical system to help him grow his practice for nearly 20 years.

At the Florida Chiropractic Association (FCA) this fall in Orlando, JTECH Medical’s clinical director Erik Groberg had the opportunity to sit down with one of our longest standing customers, Alan Newman, DC, of Newman Chiropractic in Ocala, Florida, to discuss how JTECH has played a role in growing his practice over the past 20 years.

ERIK: *You’ve been using JTECH Medical systems since you started your practice nearly 20 years ago. What role have the systems played in your ability to grow your practice?*

DR. NEWMAN: JTECH is an integral part of my practice due to the amount of information the system provides when it comes to functional measurement and impairment ratings. The guides that come with the system make it easy for us to follow the latest AMA standards in all of our measurements, and the data that is captured and incorporated into the reports make our documentation rock solid. Being able to show how we are following the industry standards in our testing and treatment plans is important to attorneys and health insurance companies. JTECH is the primary way we are able to track patients correctly and easily get the impairment ratings to the attorneys, which is so important to their ability to win cases and maximize case settlements.

ERIK: *Making sure your practice is compensated for the time your team takes in conducting these functional tests is important. What percentage of your revenue would you attribute to the use of the JTECH systems?*

DR. NEWMAN: We have multiple sources of revenue in our practices, but I believe that 20-30% of our revenue comes from the reimbursements we get for the functional evaluations we do with the JTECH systems. When it comes to diagnosing patients and gathering statistical information about our patients, the JTECH system really shines. The fact that our reports are able to objectively demonstrate the patient’s impairment ratings and determine medical necessity in a defensible way, gives me confidence that the reimbursements will be there.

ERIK: *Other than the features and capabilities of the system, what else do you like about working with JTECH Medical?*

DR. NEWMAN: Working with the JTECH team is working with the best in the industry. In addition to the continuous enhancements they make in the software, the customer support we receive is tremendous. Whenever we have a question or problem, we are always able to get someone on the phone right away to help us. The team is extremely knowledgeable and always able to get our issues resolved quickly. Plus, the fact that JTECH manufactures the hardware and develops the software, all under one company, we’re able to go to one place for all of the answers we need.

JTECH Medical Benefits

- Continuously enhancing the system for more than 30 years
- Delivering excellent, always-on customer support
- Delivering increased revenues with objective, defensible data and reports
- Meeting the needs of referral sources, such as attorneys and insurance companies



ERIK: *How has JTECH been able to help you run your practice efficiently?*

Dr. Newman regularly hosts Chiropractors in his practice to show how they too can use a JTECH Medical system to grow their practices with confidence.

DR. NEWMAN: I have a busy practice, and we are continuously testing patients to objectively measure their progress or tell us if we need to modify the treatment plan. Every time we do a test, the data is stored, and we can easily evaluate their gains or losses in a very efficient manner. We're able to easily determine when they reach maximum medical improvement (MMI). The reports are exactly what the attorneys and health insurance companies want to see. Many of the insurance companies don't always want to pay for continuous treatment, but the JTECH system allows us to get that information directly to them, and how we are tracking against the intended goals.

ERIK: *You've been practicing in this industry for quite some time. What do you think is JTECH Medical's secret sauce?*

DR. NEWMAN: What really separates JTECH from the other vendors in this space is your dedication to helping the Chiropractic industry continue to improve and be respected in the medical industry. The software enhancements the company delivers are really cutting edge, and the team is constantly giving us new capabilities, like being able to use the NIOSH lifting capacity systems and Algometry. I feel it's the best system to measure a patient's pain threshold objectively. The fact that we can test any muscle in the body with one system is great.

I believe JTECH is the most accurate and insightful system in the industry when it comes to objective data. But being able to capture and report functional data objectively is just the beginning. The fact that the company has always been dedicated to the chiropractic industry shows us that JTECH really knows what we need. The company has consistently delivered the systems, the reports and support we need to grow our practices.

For more information on JTECH Medical or to connect with Dr. Newman, visit www.jtechmedical.com or email us at sales@jtechmedical.com.

About JTECH Medical

JTECH Medical systems enable the most accurate and efficient functional assessments that help physicians improve clinical outcomes for their patients and financial outcomes for their practice. Our systems capture objective data faster and more accurately than traditional methods and provide detailed, easy-to-understand documentation that is driven by industry standard guidelines from the American Medical Association. For more than 30 years, thousands of clinical professionals around the world have used JTECH systems to successfully grow their practices with confidence.