

September 15, 2011

Mr. William Gilmour
CEO
BioMotion of America LLC
886 Silk Oak Terrace
Lake Mary, FL 32746



Berkley Risk Managers

800 Route 50, Unit 2C
P.O. Box 776
Mays Landing, NJ 08330
609.625.5544
Fax 609.625.4215

RE: Motion Analysis-based Functional Capacity Evaluation Services (FCE)
Letter of Recommendation

Dear Bill:

Thank you for your efforts to improve access to motion analysis-based functional evaluation services for use in medically managing claims. It was a great pleasure working with you during your tenure as Director of Insurance & Risk Management for the County of Ocean from April 1994 until December 1998. I have valued your friendship over these many years.

With first-hand knowledge of the results of applying this technology, I am pleased to offer you this letter of recommendation to you. There is a clear need for early intervention with delayed recovery cases and for more a relevant FCE for return-to-work and fitness-for-duty – and motion analysis offered objective and quantifiable information to improve claim management.

I recall vividly our discussions with the Physical Medicine & Rehabilitation department at the Medical School of NJ (UMDNJ) back in the late summer of 1994 which led to the adoption of motion analysis as a diagnostic tool with challenging cases and FCE's. While we paid a premium (\$800-1,000) for the services, we expected to see improved outcomes, more rapid return-to-work and a reduction in overall claim costs. The following results validated our assumptions:

- Claims per year reduced by 47% (down 276)
- Total incurred (\$) down 50% (down \$564,945)
- Lost work days reduced by 69% (down 1, 262 days/approx. \$82,030)

As a result of our favorable experience with the County of Ocean, Berkley Risk Administrators utilizes these services with clients in the State of New Jersey.

I hope this information is helpful and wish you continued success. As you know, there is a tremendous need for greater access to these valuable diagnostic and functional evaluation services.

Please feel free to provide my contact information to interested parties who might want to speak directly with me regarding our experience.

Sincerely,



Jackie Margadonna
Vice President, Claims

jmargadonna@berkleyrisk.com
609-625-5544 x20

Equal Opportunity Employer

