

" PHYSICAL THERAPY AND REHABILITATION CLINIC PROJECT "

Authors

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Abstract:

Physical Therapy calling is committed to transubstantiating society by enhancing development to improve mortal involvement. Physical therapists seek after brilliance in a proficient compass of hone that incorporates optimizing physical work, well-being, quality of life and well-being over lifetime, and work to enhance populace wellbeing within the communities where they work out. Attests to the commitment by embracing, advancing and taking after Standards of Hone of Physical Therapy. These standards considered as the profession's explanation of conditions and exhibitions this is basic for provision of tall quality proficient benefit for the society and they grant an establishment for evaluation of physical specialist practice. (1, 2)

Key words:

Shockwave, Rehabilitation, Calcaneal spur, APTA

Introduction:

Our center provides diagnosis, rehabilitation techniques, patient education.

We work to promote and preserve the health and wellbeing for patient after any injury.

We use McKenzie concept, manual therapy-soft tissue mobilization –modalities to relief pain- Shock wave therapy for calcaneal spur- patient education-gait assessment-ergonomic assessment.

In marketing four parts should take care for them (service we provide, price, place & promotion.)

The most effective marketing for any service throughout the customers themselves from good treatment and use of different modalities to reach to the desired results.

Review of Literature

The physical Therapy calling is committed to transubstantiating the society by optimizing development improving mortal encounter. Physical advisors seek after fabulousness in a proficient compass of hone that incorporates optimizing physical work, wellbeing, quality of life, and well- being over the lifetime, work to improve, populace wellbeing within the communities where they work out.

The American Physical Therapy Association (APTA) hold to this commitment by upholding , advancing , taking after Standards of Physical Therapy. Those standards are the profession's explanations, conditions and exhibitions that fundamental for the provision of tall quality proficient benefit to society, and they donate an establishment for evaluation of physical therapist hone. (Reference 1, 2)

I. Moral/ Lawful Contemplations

A. Moral Contemplations physical specialist hones agreeing to (APTA) Code of Morals for Physical Advisor. The physical therapist aide complies (APTA) Standards about Moral Conduct for the Physical Therapist assistant.

B. Legitimate Contemplations physical advisor complies with all the legitimate conditions of specialists directing the aim of physical therapy. Physical advisor aide complies with lawful conditions of specialists directing the orders of the physical therapist aide. (1, 2)

II. Organization of the Physical Treatment Benefit

A- Explanation of Mission, Purposes, Claims, Objects, and Compass of Administrations. physical therapy benefits contains an explanation of charge, purposes , claims, objects, and compass of administrations that's checked on every year and reflects necessities and interface of cases and visitors served , physical therapy offer assistance combined with benefit .

B- Organizational Arrange physical therapy benefit features composed organizational arrange. This organizational arrange Portrays associations among the components inside physical cure benefit and where the benefit is portion of a bigger affiliation between the benefit and the other variables of that Affiliation Guarantees that physical advisor gives the clinical heading for physical specialist administrations , Characterizes regulatory structures inside the benefit and Reflects current offer assistance capacities.

C- Programs and Strategies The physical cure benefit has composed programs and methods that are checked on frequently and revised as essential as they reflect the operation, charge, purposes, claims, objects, and compass of the Standards of Physical Therapy .

Benefits are reasonably biddable with gracious and state law and are assisted by the association's positions, standards, rules, programs, and the strategies.

D- Organization Guided and educated by APTA standards, rules, programs, strategies, the physical therapist mindful for clinical heading of the physical specialist administrations guarantees a Compliance with unique, state, and gracious conditions , Administrations are given in assertion with set up programs and strategies , The method for task and reassignment of physical specialist staff (handoff communication) supports person physical specialist

obligation to their cases and visitors , meets the requirements of cases and visitors and Proceeding capability of physical specialists and physical advisor sidekicks by outfitting preparing agreeable with the isolated places.

E- Financial Administration physical therapist is dependable for administrations in dialog with physical therapy. Staff and pertinent official offer assistance, takes part within the arranging for and allotment of coffers monetary arranging and operation of the benefit is grounded on sound account standards. The budgetary operation arrange , Incorporates a budget that gives for ideal utilize of coffers , Guarantees precise recording , detailing of the financial data , Permits cost-effective application of coffers , Takes after charging forms that are agreeable with respectful directions and payer programs, charge . Sensible cargo for physical specialist administrations, and empower physical specialists to be. Benefit of figure plans, legally binding associations, and installment strategies, Considers alternatives for outfitting master bono administrations.

F- Change of the Quality of therapy and Execution physical therapy benefit encompasses a composed arrange for nonstop improvement in the quality of care and the performance of administrations. improvement arrange Gives substantiation of continuous audit and assessment of administrations and Gives a medium for building up improvement of the quality of care and execution and harmonious with conditions of outside offices as appropriate.

G- Staffing in physical therapy offer assistance combined with physical remedy service had illustrated capability, and adequate to attain the charge, purpose, claims objects and compass of the benefit. physical cure benefit Guarantees that position of moxie inside the benefit is acceptable to the necessities of the cases and visitors served and agreeable with the compass of administrations given and gives pertinent proficient and bolster offer assistance to see the necessities of the case and customer populace. H- Staff Improvement The physical cure benefit includes a composed arrange that gives for pertinent and continuous staff development. The staff improvement arrange , Incorporates procedures for long lasting proficiency and proficient and career improvement that incorporate self-assessment, person thing setting, and organizational prerequisites , Incorporates components to cultivate mentorship conditioning , Incorporates data with respect to substantiation- grounded hone and pertinent clinical hone rules; and Incorporates instruction with respect to utilize of clinical hone rules, intelligent rationale, clinical rationale, metacognition, and the esteem of mentoring.(6 , 7 , 8)

I- Physical Setting: The physical setting, where pertinent, is outlined to provide secure and available landscape that encourages fulfillment of charge, purposes, demands, objects, and

compass of physical cure benefit. It's appropriate to the number and sort of cases, visitors served. The equip is secure and adequate to attain the purposes and demands of physical cure benefit.

J- Coordination Physical cure offer assistance join together with all wellbeing administrations suppliers and with cases, visitors, caregivers and others such as pertinent; and utilize a company and individual- centered approach in planning and outfitting physical specialist administrations.(3 , 4 , 5)

III- Case and Client Operation: Physical advisor hone consolidates all components of substantiation- grounded hone, joining in vogue accessible investigation substantiation, clinical moxie, and an existent's values and circumstances to form Conclusions with respect to administrations for cases and visitors, hone operation, and wellbeing approach.

A- Physical Advisor of Record All cases and visitors entering physical specialist administrations should have physical specialist who is capable for case and patient operation.

B- Case and Client Collaboration Within the case , client operation prepare, physical specialist, existent, and their caregiver set up and keep up progressing agreeable handle of choice- making that exists throughout arrangement of administrations and will expand over the lifetime.

C- Unique Examination, Assessment, Supposition, Prognostic physical advisor performs an original examination and assessment to set up supposition and prognosis.

The physical therapist examination Is demonstrated and recorded by the physical specialist who performed it , Recognizes the physical cure and as demonstrated other wellbeing necessities of the case or client Performs pertinent person or physiologic strategies, tests, and measurements , Produces information that are adequate to permit assessment, supposition, prognostic, and the foundation of an arrange of care , Alludes new administrations to meet prerequisites of case or client and Incorporates when pertinent and accessible, comes about from person and physiological testing .

D- Administration Arrange and the Arrange of Care operation arrange is the outline of physical specialist administrations given to cases or visitors, Bunches or populaces. operation arrange grounded on smart accessible substantiation and may incorporate recommendations , claims created by other substances when demonstrated the operation arrange describes the require of new testing or any other data to educate choice- making with respect to the need for continuous physical advisor administrations.

An operation arrange is demonstrated when forestallment, wellbeing creation, and generosity administrations are given in bunches or populaces. The operation arrange incorporates care when physical advisor administrations are demonstrated to address a wellbeing condition , This arrange of care is grounded on smart accessible substantiation and comprises statements that indicate the demands of arrange, prognosticated position of ideal improvement , intercessions to be utilized , proposed term and frequency of mediations that required to reach the claims and issues and plans appropriate for referral , discourse orzo-management with other suppliers. An arrange of care isn't requested when physical specialist is being counseled for master supposition or advice or for person or physiologic testing. In comparable circumstances physical advisor records the reasons why the arrange of care wasn't made. The physical specialist includes the case or client and others within the advancement of the operation arrange and arrange of care.

E- Intercession The physical advisor gives or coordinates and administers intercession concordant with comes about of the examination, assessment, conclusion, prognostic, and arrange of care. Mediation is concentrated on assembly the claims of arrange of care and optimizing useful execution, emphasizes case or client. Instruction advances visionary, generosity- familiar societies. It may be given in an event of care, in a single bother comparable as for generosity and/ or forestallment, in claim to fame talk, or as follow-up after an event of care . Administrations moreover may be given irregularly over longer ages of time in cases of overseeing cases or visitors with routine conditions, making deep rooted case or Client relationship with the physical specialist , An event of care is the overseen care given for a particular wellbeing condition or conditions amid a set time period . The event can be for a brief period, or on ceaseless base, or may compared by an arrangement of interims of benefit. intercession is given at a position that's agreeable with smart accessible substantiation and a current physical specialist practice, is in coordinate arrangement with the case's or customer's inquired issues and demands, is changed in assertion with changes of reaction or status and given in such way that coordinated and directed liabilities are commensurable with the qualifications and lawful confinements of physical specialist aide.

F- Deep rooted and Long-term Case and Client Associations Physical specialists cultivate and energize long lasting and long-term case and client associations where doable, physical advisors, as passage- point suppliers, donate administrations inside the community which are accessible to cases or visitors over continuation. Sweats are made to address development framework infections and preserve ideal wellbeing and generosity in physical specialist intercession as requested. lifelong and long-term case and client associations , cultivate

solidness of benefit over cases , guests' dates by tending to changes within the movement framework, wellbeing status, or incapacities as they emerge , enable cases and visitors to advocate their claim wellbeing , engage the physical advisor to advocate for sake of cases and visitors inside the wellbeing services framework , cultivate recognizable proof by cases and visitors that they've their possess physical advisor among colorful wellbeing experts.

G- Reexamination the physical specialist reexamines the case as essential to assess advance or alter in status. Retrospection may do amid an event of care, amid follow-up hassles after an event of care , or intermittently within the case of operation of cases and visitors with routine conditions. Amid retrospection physical specialist adjusts the operation arrange subsequently and alludes the case to another wellbeing administrations supplier to talk as vital.

H-Conclusion of an Event of Care: The physical specialist concludes an event of care when the demands and issues for the case or Customer have been accomplished, when the case is unfit to assist advance towards demands, or when the physical specialist decides that the case will not be benefited from physical therapy. Conclusion of an event of care may not in various settings or circumstances, signal the conclusion of a case provider relationship.

I-Communication/ Collaboration/ Authentication The physical specialist communicates, arranges, and records all perspectives of case operation counting comes about the initial examination and assessment, supposition, prognostic, arrange of care, intercession, reactions to intercession, changes in case status relative to the intervention, retrospection, event of care outline. The physical specialist in record is responsible for (handoff) communication and takes after (handoff) methods created by physical cure benefit to the coming physical advisor when conceivable, understanding records and information recorded employing framework that permits collaborative examination. Physical advisor guarantees that Defended wellbeing data is kept up and transmitted taking after reasonably that require practices.

J- Co- operation/ Interview/ Referral at any point in an event of care, or in a long-term or deep rooted physical advisor- case relationship, a physical specialist may lock in 1 or assist of taking after conduct related to involvement of other clinicians. Other clinicians might be chosen in other callings additionally to physical advisor partners, a few with progressed hone qualifications or board instrument in a clinical forte. Co-management the physical specialist offers operation obligation for the person with another clinician (s).

Interview Upon ask of another clinician, physical advisor renders proficient. Master supposition or exhortation by applying generally specialized information and chops to prop within operation of an existent's wellbeing condition. Physical advisor records the discoveries and any proposals of the talk as portion of the operation arrange. When the physical therapist is counseled for purposes of person or physiologic testing, physical specialist decides the

requirement and performs the testing in understanding of smart accessible substantiation. The results of the testing are demonstrated and communicated to the relating clinician. Unless indicated the counsel physical advisor doesn't expect operation duty of the Person. The physical advisor too looks for excellent administrations from other clinicians when cases live that are past the moxie or accessible coffers of physical advisor. In these cases the physical advisor shares responsibility for the individual with the advisor.(3,4,5,12,13)

IV-Referral : physical specialist may relate a person to another supplier and either arrange care or not , Relate a person to another supplier and proceed the operation arrange at same time , Concede a person related from another supplier who choose not to proceed administrations for the existent , Concede a person from another supplier who proceeds to grant administrations to the person Still, physical advisor offers obligation, (in the event that the physical cure event of care is ongoing for the existent) or Concede a person from another supplier in person or physiological testing.

V- Education: The physical specialist dependable for person proficient advancement. physical advisor adjunct is capable for person career improvement. Physical advisor and physical specialist aide, beneath heading and supervision of the physical specialist, share within instruction of peers other wellbeing administrations suppliers and researchers. Physical specialist teaches and gives discourse to customers and the common open regarding the purposes of physical cure. The physical advisor teaches and gives dialog to customers and the common open regarding the places of physical specialist and physical advisor adjunct.

VI- Backing: The physical specialist and the physical specialist aide will share in promotion for cases'and guests' rights with regard to physical cure being a passage- point for cases into the wellbeing administrations framework, Physical advisors serving in essential care places pertinent get to to requested wellbeing administrations counting physical advisor administrations and communities making secure and open raised environment, where populace wellbeing could be priority.

VII- Investigate: The physical specialist applies investigation discoveries to hone and empowers, partakes in, and advances. Conditioning that build up the issues of case and client operation given by physical advisor. The physical specialist remains current in their information of writing related to hone , ensures rights of investigation subjects and keeps up the judgment of investigation , takes an interest in investigation as pertinent to person instruction, encounter and moxie , teaches physical advisors, physical specialist sidekicks, researchers, other wellbeing experts, and . The common open around modern substantiation from investigation and the issues of physical advisor hone; and Gets to and deciphers information in back of clinical suppositions, and employments writing grounded on the quality

and felicitousness.

VIII- Community Duty: physical specialist illustrates community obligation by sharing in community organization conditioning, teaching the open, defining open arrangement, and outfitting master Physical therapist services.

Documentation : The physical advisor clearly reports all perspectives of the patient administration counting the results of the beginning examination or assessment , determination, prognosis , plan of care, intervention , treatment, reaction to interventions and treatment, changes in patient status relative to the interventions or treatment, re-examination and discharge or discontinuation of mediation, and other patient administration activities. Physical specialists guarantee that the substance of documentation is exact, total, clear and concluded in an opportune manner, is dated and suitably verified by the physical therapists records hardware advanced and issued to the patient , when a patient/client is released earlier to accomplishment of objectives and results, the status of the patient and the method of reasoning for discontinuation incorporates reference to fitting result measures where possible. Physical advisors make beyond any doubt that documentation is utilized appropriately by guaranteeing putting away safely at all times in understanding with lawful necessities for security and privacy of personal wellbeing information as it were discharged, when fitting with the patient’s permission steady with detailing requirements , reliable with universal and national information benchmarks where conceivable.(9,10,12,13)

Research Method

Types and Numbers of employees

Job	Year 1	Year 2	Year 3	Year 4	Year 5
Physical Therapist	2	2	3	4	8
Financial Manager	1	1	1	1	1
Marketing Manager	1	1	1	1	1
Office Manager	1	1	1	1	1
Receptionist	1	1	2	2	2
Housekeeper	1	1	2	2	2
Date entry officer	----	1	1	2	2

Salaries & Job Description

Job	Number	Salary
Financial Manager	1	1500
Physical Therapist	2	4000
Office Manager	1	1000
Receptionist	1	1000
Housekeeper	2	1000
Marketing manger	1	1500
Date entry officer	1	1000

Primary and secondary goals for marketing and promotion:

Primary: Maintain the place and serve the patient, large scale from companies and offices in Port Said Join the biggest number of workers from different fields

Secondary: To largest center and I do a questionnaire to see and develop the center , Make success of prevention of injuries up to 80%.

Macro Analysis (PESTEL):

Political Factors

It's the right time to open your project because of the political stability right now in Egypt.

Economic Factors

- Affordable price for different economic segments, taking in consideration the high inflation level in Egypt.

Social Factors

- The center must be prepared comfortable and prepared for any social segment such as: tourists, non-educated patients.

Technological Factors

- Our center provides treatment by SHOCKWAVE THERAPY and VACUUM THERAPY.

Environmental Factors

Port Said Governorate which gives us the advantages that there aren't much physiotherapist centers and none of them had Shock Wave device for treatment

Legal Factors

- License to work from: GENERAL SYNDICATE OF PHYSICALTHERAPY.
- License from DIRECTORATE OF HEALTH in Port Said.
- No Taxes for the first 5 years.

S.W.O.T. Analysis:

Strength	Weakness
We are the only P.T. center that provide shockwave and vacuum therapy	Port said market is relatively smaller than other markets such as : Cairo
Opportunity	Threat
Perfect time to take opportunity of becoming the only center that provides the service in port said	The UNIVERSAL HEALTH INSURANCE which launched in port said might bring all equipment in the future which will affect the private market

Loan of 800.000 L.E. to start our clinic.

The interest of the loan is 20 % over 5 years' time payment to return it to the bank in 60 months.

The monthly payment loan will be $1000.000 / 60 = 16600$

The expected no of patients for 5 years and the expected profit (multiplied 25 days per month)

No of patients per day	p.t patients	Shockwave patients	Prof it per day	Per month	Per year
Year 1	8	4	1440	36000	432000
Year 2	12	6	2160	54000	648000
Year 3	16	10	3280	82000	984000
Year 4	20	14	4400	110000	1.320.000
Year 5	30	20	6400	160000	1.920.000

Gross profit calculated as the price of the session is 80 L.E. for physiotherapy session 200 LE for shockwave therapy session.

We are renting a whole floor by a 5 year rent with annual raise 10% starts from 10.000 per month for 1st year.

Rent	Year 1	Year 2	Year 3	Year 4	Year 5
Per month	10.000	11.000	12.000	13.000	14.000
Per year		132.000	144.000	156.000	120.000

Cost of operation and maintenance during 1st 5 years

Costs and maintenance	Year 1	Year 2	Year 3	Year 4	Year 5
	6000500	7200600	8400700	9600800	10.800900
	per month	per month	per month	per month	per month

Staff

Job	Year	Year	Year	Year	Year
Description	1	2	3	4	5
p.t doctors	2	2	3	4	5
Financial manger	1	1	1	1	1
Receptionist	1	1	2	2	2
House keeper	1	1	2	2	2
Marketing manger	1	1	1	1	1
Office manger	1	1	1	1	1
Data entry		1	1	2	2

Staff salary across 5 years

Job description	Year 1	Year 2	Year 3	Year 4	Year 5
p.t doctors	4000	5000	9000	14000	25000
Financial Manger	1500	1750	2000	2250	2500
Receptionist	1000	1200	2800	3200	3600
House Keeper	1000	1200	2800	3200	3600
Marketing manger	1500	1750	2000	2250	2500
Office manger	1000	1200	1400	1600	1800
Data Entry		1000	1000	2000	2000
Total salaries per month	10.000	13.100	21.000	25.300	37.400
Total salaries per year	120.000	157.200	252.000	303.600	448.800

Equipment and supplies and other expenses: Total 705.850

Other expenses, Interior design 50.000, Syndicate of physical therapy 10.000

Miscellaneous expenses 10.000, Marketing plane (network, social media, printed, professional letters) 15.000

Total expenses before launch

Equipment and office supplies	705.850
Interior supplies	50.000
Syndicate	10.000
Marketing	15.000
Miscellanies	10.000
Total	790.850

Remaining from loan $800.000 - 790.850 = 9150$ l.e

Expected net profit and operational cost during 5 years

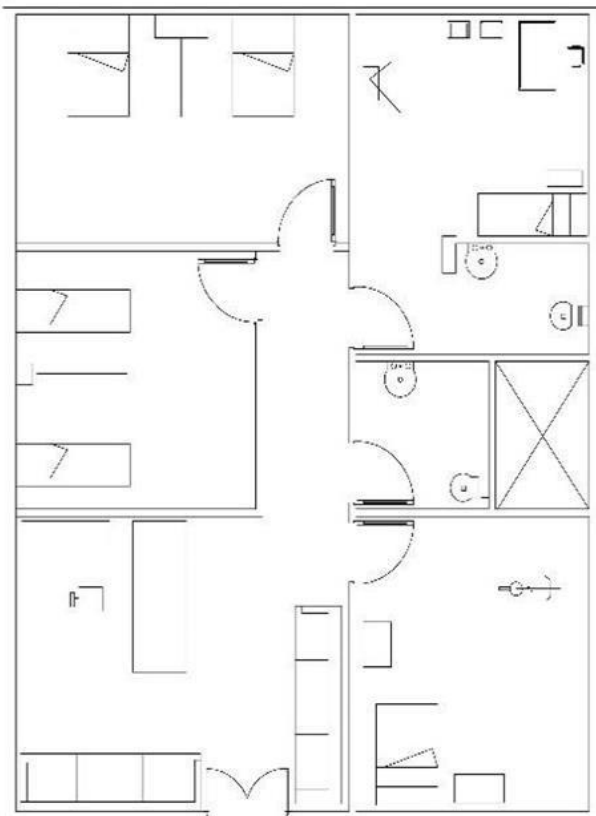
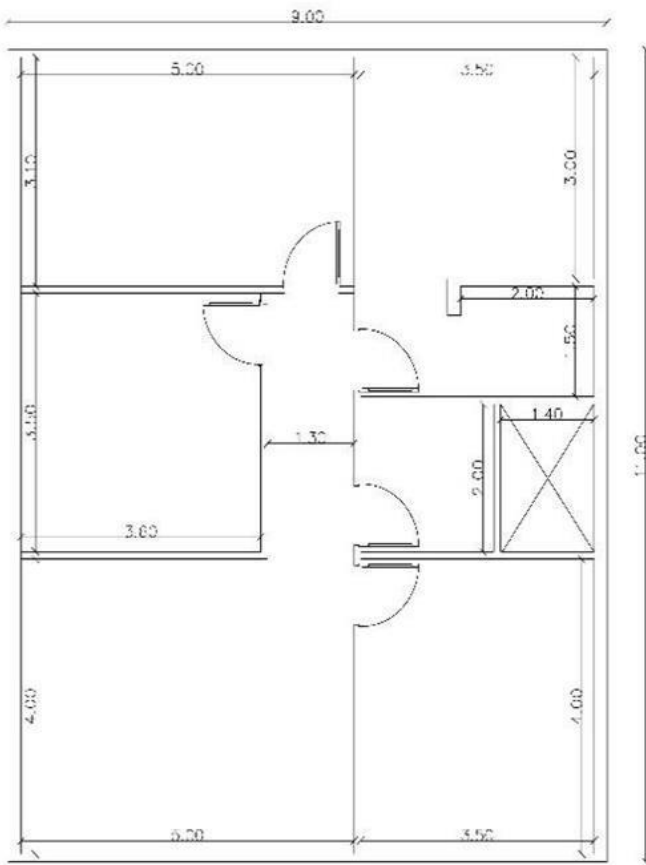
The clinic is expected to bring profit after operating costs from the 2nd year

The net profit is calculated without taxes

Year	Gross profit	Rent	Loan	Salary	Operational cost maintenance	Net profit
1	432.000	120000	199.200	120.000	6000	- 13200 + 9150
						(remain from loan) = - 4050
2	648.000	132000	199.200	157.200	7200	152400 - 4050 (delayed loss) = 148350
3	984.000	144000	199.200	252.000	8400	380.400
4	320.000	156000	199.200	303.600	9600	651600
5	168.000	168000	199.200	448.800	10.800	1093200
	Per year	Per year	Per year	Per year	Per year	Per year

Year 2 ($152.400 - 13.200$ (delayed loses) $= 139.200$)

Floor plan summary The surface area of our clinic is 250 m Reception, Doctors room (assessment room). , Electrotherapy room, Gym room (for active exercise), Financial and marketing manager room



Quality improvement

Measurement:

Require for quality upgrade programs in wellbeing care has been broadly conceded, and there's an including acknowledgment of the esteem of a gather culture and multidisciplinary company approaches to quality improvement. Previous ponders have illustrated headways in hone operation, participation chops, company activities and stations, case administrations, security culture, and blunder reduction⁷ as a result of multidisciplinary company intercessions planned to enhance quality. Evaluation is requested to decide whether a company- grounded quality improvement preparing program is viable in assembly its objects. Shockingly, there's restricted grandly-quality substantiation illustrating the viability of mediations to improve company adequacy or clinical issues. Formal assessment of large-scale preparing programs can display challenges within the measurement of issues and in crediting reason to the intercession. In any case, investigation is directions for relating components critical to the success of similar programs. (5,6,7,14)

Description of survey item	Scale				
Rate the quality of the service if the service is excellent	1	2	3	4	5
The information and instruction received from my physical therapy is valuable to me.	1	2	3	4	5
Waiting time to sessions is suitable	1	2	3	4	5
Physical therapy explained the problem and treatment goals.	1	2	3	5	5
Quality of electrotherapy is good	1	2	3	5	5
My privacy was respected during my physical therapy care.	1	2	3	5	5
The location of the facility was convenient for me.	1	2	3	5	5
The home exercise program the physical therapist gave to me was helpful.	1	2	3	5	5

Results and Discussion

We have to compare actual performance which has been measured with the target performance needed.

International standard is APTA.

Standards related to measure actual performance

Level of expertise of staff performing service is appropriate to the need of patient served.

Physical therapist works with a written plan.

Staff development: Physical therapist continuous to update and extend his\her skills and knowledge through any possible of the learning ways.

Patient development: Increase number of physiotherapist to decrease waiting time to patient and make more partitions that satisfy needs of patients. (R3, 5, 9, 10)

Conclusion

Conclusion of an Event of Care physical advisor finds an event of care when the demands and issues for the case or customer have been accomplished, when the case is unfit to assist advance toward demands or when the physical specialist decides that the case will now not benefit from physical therapy. Conclusion of single event of care may not in various settings and circumstances move the conclusion of a case supplier relationship. (4, 7)

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