

Clinical Practice Guideline Implementation Tools

Orthopaedic Section, APTA, Inc / Vendor Partnership Program

The Orthopaedic Section, APTA Inc's Vendor Partnership Program is established to increase dissemination and implementation of the Orthopaedic Section / JOSPT's ICF-based Clinical Practice Guidelines (CPGs). The focus of this program is to

- 1) Provide tools to empower academic educators, clinical educators, students, interns, residents, fellows, clinical practitioners, patients, athletes, wellness practitioners, payers, and policy makers with the knowledge, standards, and recommendations of the clinical practice guidelines
- 2) Generate revenue to sustain the clinical practice guideline development, revision, and publication processes

The Orthopaedic Section welcomes vendors working towards establishing a product, vendors with a conceptual idea, and established vendors. Those vendors working towards establishing a product or who have an idea they would like to bring to market can reach out to the CPG Coordinator, Brenda Johnson, at bjohnson@orthopt.org. Vendors will then be directed or advised as appropriate by the CPG Coordinator. Those vendors working towards establishing a product will be directed to the Treat Center, a nonprofit organization, assisting rehabilitation innovators in the steps to product commercialization. Those vendors with an established product are directed to the process below.

Vendor Partnership Program Application, Evaluation, and Agreement Process Overview and Policies

Application

- Vendors interested in partnering with the Orthopaedic Section for CPG dissemination and implementation should submit a standard application, available at www.orthopt.org/guidelines/vendorpartnershipapplication
- The standard, non-refundable, application fee is \$10,000 and paid to the Orthopaedic Section before review of vendor product or associated submitted documents. The Orthopaedic Section Board of Directors may waive initial payment of all, or part of, this fee for start-ups or non-profit organizations with limited financial capabilities. All vendor partners will also have a \$5,000 annual review fee (year 2 and beyond).
- For formal Application Process please refer to the "Vendor Solicitation, Application, Evaluation and Selection Process" document
- Vendor Product shall comply with any request for financial or performance reports requested by the Orthopaedic Section
 - Frequency of progress, performance, and/or status reports may be requested quarterly by the Section

Evaluation

- The ICF-based Clinical Practice Guidelines Coordinator (an Orthopaedic Section staff member) will direct the evaluation of the vendor's product (www.orthopt.org/guidelines/vendorevaluation), which will include a review and critique of the product by the:
 - CPG Patient/Consumer and Implementation Advisory Panel Members
 - Relevant CPG authors

- Orthopaedic Section Board of Directors
- The evaluation of the CPG implementation tool will assess the tool's:
 - Accuracy with representing the content of the relevant CPG(s)
 - Usefulness with furthering the understanding or implementation of the relevant CPG(s)
 - Potential impact on fulfilling a need in society
- In no way does the partnership or evaluation indicate a warranty or claim of any sort made by the Orthopaedic section of the vendor's product
- A description of reasons for acceptance or non-acceptance of the implementation tool and the vendor as an Orthopaedic Section / Vendor Partner will be provided to the applicant by the CPG Coordinator
- For formal Evaluation and Selection Process please refer to the "Vendor Solicitation, Application, Evaluation and Selection Process" document

Agreement Policies

- Investment funds, revenue, or profit from income generated from the development, distribution, or sales of the guideline implementation tool will be shared at an agreed upon rate with the Orthopaedic Section, APTA, Inc, a non-profit organization with the mission to advance orthopaedic physical therapy education, practice, and research. The terms related to the funds, revenue, or profit sharing will be based upon the type of guideline implementation tool and will follow policies described in the ICF-based Clinical Practice Guidelines Policies and Procedures Manual (www.orthopt.org/guidelines/policies).
- The Orthopaedic Section will retain legal counsel, who will assist with ensuring that the terms of each partnership agreement are consistent with market value and practices related to guideline implementation tools
- All approved vendors shall be governed by a standard vendor partnership agreement, in which the Orthopaedic Section will:
 - Be indemnified against legal responsibility or action by the vendor, and be covered in the vendor's insurance policy
 - Grant non-assignable use of the Section's logo for promoting and marketing the CPG implementation tool
 - Have approval right over all use of the Section logo's and marketing copy to ensure accuracy, and consistency with Orthopaedic Section policy, branding, and credibility
 - Have the discretion to enter into partnership or other contractual agreements with vendors marketing, distributing, and selling similar/competing implementation tools
 - Have the discretion to terminate the Vendor Partner Program agreement at any time, consistent with terms in the agreement
- The vendor partnership agreement will also include provisions where the Orthopaedic Section will not be responsible for any part of the maintenance, updating, or daily operational costs of a vendor's implementation tools or related products.

General Policies

- Vendor's product must further dissemination, implementation, or adoption of content in the Orthopaedic Section / JOSPT's ICF-based Clinical Practice Guidelines

- Partners cannot have a competing interest, or offer a product or service in direct competition with an Orthopaedic Section produced product (e.g., independent study course)
- The Orthopaedic Section will maintain and post a list of their CPG Implementation Partners on the orthopt.org CPG web page (www.orthopt.org/guidelines/partners)
- All individuals associated with the Orthopaedic Section, APTA, Inc / Vendor Partnership Program will have a Conflict of Interest form on file, updated annually, in the Orthopaedic Section's office. These individuals include the vendor's principles and relevant staff, the CPG Implementation Advisory Panel, CPG authors, and Orthopaedic Section Board of Directors
- Any Orthopaedic Section Committee Member, Task Force Member, or other representative, who has a stated, potential, or perceived conflict of interest with vendor or vendor's implementation tools or products, will not be involved in the application evaluation, selection, or agreement generation processes
- All parties involved with the vendor process and evaluation will be asked to be sensitive to the private information shared by vendors and exercise confidentiality.

Enhanced Vendor Partner Option (only available to vendors who have signed agreements and does not replace application fee):

- Two different levels of enhanced marketing and visibility of vendor product/partnership to Orthopaedic Section Members:
 - Basic Package: Limited to 5 vendors:
 - 1 half page black and white ad in 2 different issues of OPTP -- \$750 value
 - Free Vendor booth at AOM – \$300 value (all travel and other associated expenses are the vendor's obligation)
 - Bi-annual post on Orthopaedic Section's Facebook and Twitter pages (5,800+ and 4,500+ followers respectively.)
 - TOTAL COST TO VENDOR: \$2,700 annually
 - Premium Package: Limited to 3 Vendors
 - 1 half page full color ad in 4 issues of OPTP – \$2700 value
 - Free Vendor booth at AOM – \$300 value (all travel and other associated expenses are the vendor's obligation)
 - Quarterly posting on Orthopaedic Section's Facebook and Twitter pages (5,800+ and 4,500+ followers respectively.)
 - TOTAL COST TO VENDOR: \$5,200 annually