

Photo used for illustrative purposes only.

DECEMBER 2024 | VOLUME 28

My Regenexx Experience: John Frissora, Benefits Consultant

As you may recall, we recently shed light on the Regenexx patient experience in our Q&A with patient Mark Venable in our September 2024 *Regenexx at Work Newsletter*. However, brokers don't just ask us about Regenexx from a patient's point of view. They also want to know the real deal on what it's like for brokers to collaborate with Regenexx.

This month, let's take a closer look at a broker's experience of bringing the Regenexx musculoskeletal (MSK) benefit to clients. Regenexx Executive Vice President Mark Testa, DC, MHA chatted with broker John Frissora about what it was like to collaborate with Regenexx.

Regenexx[®]
for Health Plans

WHO

John Frissora, President and CEO,
Frissora & Associates

COMPANY SPECIALTY

Benefit Analytics and Consulting

WHERE

Wexford, PA

Mark Testa: *Can you tell us a bit about your company, Frissora & Associates?*

John Frissora: Our mission is to reduce healthcare costs for our clients through innovative solutions like Regenexx for Health Plans.

MT: *Can you share a bit about how you've worked with Regenexx?*

JF: We've integrated Regenexx into over 50 health plans so far over the last nearly 5 years.

MT: What have you seen with your clients who have offered the Regenexx benefit to their employees?

JF: It's helped our clients to **effectively lower orthopedic surgery expenses, accelerate return-to-work times, and offer a research-based alternative to surgery.**^{1,2}

"Our collaboration with Regenexx **for nearly 5 years** has been **smooth and easy to implement with our TPA.**"

—John Frissora, President and CEO,
Frissora & Associates

MT: Always glad to hear that. Especially how **individual surgery costs can be reduced by up to 70% with Regenexx procedures.**³ It really is a **win-win for both employees and employers.**

JF: I also appreciate that **Regenexx provides good employee communication strategies.**

John couldn't have said it any better. Our aim at Regenexx is to make the entire process—from discovery through rollout of the Regenexx benefit—as smooth as possible for everyone, including brokers. After all, **delivering a quality MSK benefit to your clients shouldn't be a pain.**

Learn More

See how Regenexx **helps you so you can help your clients** maximize their healthcare ROI

Regenexx Support for Brokers



Easy and no cost for groups to add

- \$0 to add in as soon as 30-45 days*



Broker assistance

- Introductions to clients and prospects



Partner to 100+ TPAs and ~100 stop-loss carriers

- Partnerships to aid you and your clients



Client meeting materials

- Resources to help inform your clients' decisions to add Regenexx

*Timeframe to add Regenexx depends on how quickly TPA receives SPD, onboarding form is completed, benefits card text is approved, and eligibility file is received from TPA.

What is the
Regenexx[®]
Corporate Program?

The Regenexx Corporate Program provides **MSK cost savings for self-funded employers**. According to a Validation Institute cost-savings analysis, **procedures using Regenexx injectates were ~50% less expensive than the surgery avoided**.³

The program continues to see traction among employers, brokers, and third-party administrators who have chosen to partner with us. The Regenexx benefit is no cost to add and simple to include in any self-funded healthcare plan.

Learn how adding the Regenexx benefit can **reduce costs by up to 70%** on individual surgeries while offering members a new option in care.⁴



**Contact a Regenexx Corporate
Program Sales Representative**



Regenexx[®]
Corporate Program

6151 Thornton Avenue, Suite 400
Des Moines, IA 50321

regenexxcorporate.com



ACCREDITED
BUSINESS



877-341-5968

The doctors featured are independent contractors who have licensed intellectual property from Regenexx for the preparation of medical injectates. The inclusion of these doctors is solely for informational purposes, and nothing in this newsletter content or other marketing materials should be interpreted as establishing an employer-employee relationship, partnership, or agency between Regenexx and the doctors. Likewise, these doctors are not professionally trained or licensed by Regenexx.

Cost avoidance estimates for individual groups are not reflective of the potential cost avoidance estimates for another group. Any estimate of cost avoidance for a group is specific to their employee population. To understand how your company's surgical experience may relate to the Regenexx approach, you can request a [Regenexx Corporate Program Impact Study](#).

Cost savings estimates: Physicians within the licensed Regenexx network indicate the surgical procedure for which Regenexx provider patients are a candidate. The Regenexx Corporate Program then measures the actual cost of the procedure using Regenexx lab processes against the cost of the surgical alternative. While the Regenexx Corporate Program does post service reviews and assess a percentage of Regenexx provider patients, not all these cases have been verified by a third party. Fair cost estimates based on Denver, CO ZIP code. In some cases, a generic "arthroscopy" cost estimate had to be used when a detailed condition-specific estimate was unavailable.

Like all medical interventions, procedures using Regenexx lab processes have a success and failure rate. Regenexx provider patient reviews and testimonials in this email should not be interpreted as a statement on the effectiveness of regenerative therapy for anyone else. Industry professional reviews and testimonials reflect the experience of that entity with the Regenexx Corporate Program. To discuss what a partnership with Regenexx could look like for your company or client, [contact our team](#).

The information provided by Regenexx is for informational purposes only and is not intended or implied to be a substitute for professional medical advice, diagnosis, or treatment. Regenexx is not a teaching institution or medical practice, and does not engage in the training of physicians or the practice of medicine. Physicians listed on the Regenexx websites are independent contractors who have licensed certain Regenexx intellectual property. Nothing on the Regenexx webpages, the Regenexx blog, any informational videos, or other marketing materials should be interpreted as endorsing a particular physician or establishing an employer-employee, partnership, or agency relationship between Regenexx and any physician.



References

1. Centeno CJ, Fausel Z, Dodson E, Berger DR, Steinmetz NJ. Percutaneous bone marrow concentrate and platelet products versus exercise therapy for the treatment of rotator cuff tears: a randomized controlled, crossover trial with 2-year follow-up. *BMC Musculoskelet Disord.* 2024;25(1):392. Published 2024 May 18.
2. Centeno CJ, Berger DR, Money BT, Dodson E, Urbanek CW, Steinmetz NJ. Percutaneous autologous bone marrow concentrate for knee osteoarthritis: patient-reported outcomes and progenitor cell content. *Int Orthop.* 2022 Oct;46(10):2219-2228. doi: 10.1007/s00264-022-05524-9. Epub 2022 Aug 6. PMID: 35932306; PMCID: PMC9492580.
3. Validation Institute. *Validation Report.* Published 2023. Accessed May 14, 2024.
4. Regenexx data on file.

Regenexx will never sell your information and is committed to your privacy. Read about our [Privacy Policy](#), the way we use information, and our commitment to data security.

If you decide that you're no longer interested in receiving the Regenexx at Work Newsletter, we'll be sorry to see you go. Please reply to this email to let us know you'd like to opt out of receiving future issues of the Regenexx at Work Newsletter.