



Regenexx[®] at Work

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KEY TAKEAWAYS

Return on investment (ROI) looks at money earned relative to money spent.

Return on value (ROV) views the overall long-term value created across several touchpoints, such as innovation.

By leveraging both ROI and ROV, employers can create **short-term financial gains and long-term value**.

The Regenexx Corporate Program is a **strategic partner for employers** looking to optimize *both* their healthcare ROI and ROV.

 3-MINUTE READ

Meet ROV, the New KPI on the Block

All employers rely on their North Stars, or main metrics, to help guide their decision-making.

A **key performance indicator (KPI)** is one well-known type of metric that measures progress toward meeting a business goal during a certain timeframe.

The most popular KPI is ROI, which measures how much money is earned in proportion to the amount of money spent on an investment. Employers use ROI to look at how effectively their investments are being used to ultimately create profit for their business.^{1,2}

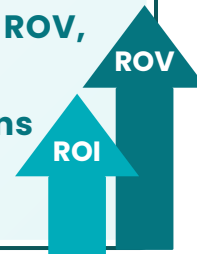
For employer health plan spend (particularly high-cost orthopedic care)^{3*}, **it's crucial to find cost-effective solutions and optimize healthcare ROI**.

However, creating value doesn't just stop there. There's another, newer KPI on the block—known as ROV—that looks at the **bigger picture of value beyond financial gains**.^{1,2}

ROV expands on ROI by^{1,2,4}:

- Tracking the **overall long-term value** created by investments, rather than only short-term profitability
- Looking at the **value created across several touchpoints**, such as:
 - Innovating
 - Improving productivity
 - Creating a culture of health
 - Cultivating long-term relationships with employees
- Taking a **broader look at both the financial and non-financial factors that contribute to success**

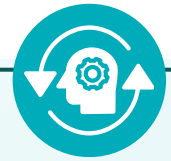
By leveraging both ROI and ROV, employers can create **short-term financial gains and long-term value**.¹



Incorporating an ROV approach can help employers better **align decisions with company values**, proactively **create value**, and highlight what **makes them stand out in the market**.¹

The Regenexx Corporate Program is a **strategic partner for employers** looking to **optimize both their healthcare ROI and ROV**.

Get in touch today to learn more about **how the Regenexx Corporate Program can help employers create long-term value**.



Did You Know?

Procedures using Regenexx injectates provide an **innovative, valued orthopedic care option**.

The Regenexx protocol is **non-surgical and needle-based**. Regenexx provider patients often report⁵:

- **Having less downtime**
- **Returning to activities faster**
- **Experiencing less pain** after their procedure

LEARN MORE >>>

Contact Our Corporate Sales Team



The Regenexx Corporate Program: A Strategic Partner in Value Creation



COST-EFFECTIVENESS

- **No cost to add** Regenexx benefit to a health plan
- **Cost of individual surgeries can be reduced by up to 70%**⁵
- Demonstrated to be **significantly cost-effective**, according to third-party cost-effectiveness research (THINC Healthcare, University Medical Center, Utrecht, Netherlands)⁶⁻⁸



EASE OF IMPLEMENTATION

- Typically, **30-45 days to onboard**, led by Regenexx team



BROKER SUPPORT

- Client and prospect introductions
- TPA and stop-loss carrier partnerships
- Client meeting materials



MEMBER EDUCATION

- Comprehensive announcement and education program



TRACKED OUTCOMES DATA

- Helps physicians in licensed Regenexx network determine patient candidacy
- Offers **transparency of results** for patients who opted for Regenexx protocol



COMMITMENT TO INNOVATION

- Access to research-backed proprietary methods that promote **faster recovery** and **best possible outcomes**

Regenexx® in the Spotlight



Regenexx®
The Trusted Alternative
to Orthopedic Surgery

The **Regenexx Conference** was recently held in sunny Scottsdale, Arizona. This annual gathering provides a forum for licensed Regenexx affiliates to discuss clinical cases and R&D updates.

Conference highlights included **celebrating the 20th anniversary of Regenexx** and **demonstrating a new medical device** (developed in partnership with Regenexx) on Regenexx Chief Medical Officer Chris Centeno, MD.



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.**⁹ 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.⁵



**Contact a Regenexx Corporate
Program Sales Representative**



Regenexx®
Corporate Program




ACCREDITED
BUSINESS

A+

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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 injectates against the cost of the surgical alternative. While the Regenexx Corporate Program does post service reviews and assess a percentage of 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. 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](#).

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References

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