



## ADDING REGENEXX

### IMPLEMENTATION

- Amend Summary Plan Description
- Share fee schedule with TPA
- Develop plan design

### UTILIZATION

- Benefit cards
- Educational campaigns
- Targeted outreach
- Regenexx and all utilization strategies come with no PEPM

Image Source: Viking Yacht Company (www.vikingyachts.com)

# FROM KNIFE TO NEEDLE

## AN ORTHOPEDIC COST SAVING CASE STUDY OF VIKING YACHT COMPANY



### Cost Comparison (Six Month)

REGENEXX PROCEDURE	REGENEXX COST	DIAGNOSIS	SURGERY AVOIDED	CONTRACTED SURGERY COST**
Knee PRP	\$3,239.09	Surgical failure/OA*	Knee arthroscopy	\$15,368.00
Bone Marrow Concentrate (bilateral)	\$19,182.00	Knee OA*	Knee replacement (bilateral)	\$62,902.00
Bone Marrow Concentrate (bilateral)	\$17,307.87	Knee OA*	Knee replacement (bilateral)	\$62,902.00
Bone Marrow Concentrate	\$12,089.63	Knee OA*	Knee replacement	\$32,451.00
Bone Marrow Concentrate	\$12,860.63	Knee OA*	Knee replacement	\$32,451.00
Bone Marrow Concentrate	\$9,962.79	Hip OA*	Hip replacement	\$37,162.00
Bone Marrow Concentrate	\$11,999.24	Rotator cuff tear*	Rotator cuff surgery	\$20,755.00
PRP/Platelet Lysate	\$5,827.58	Disc bulge*	Laminectomy	\$111,853.00
<b>TOTALS</b>	<b>\$92,468.83</b>			<b>\$375,844.00</b>

\* SURGICAL CANDIDATE \*\*EMPLOYER CONTRACTED FACILITY/ANCILLARY COSTS

## SAVING THE PLAN \$283,376 – ROUGHLY A 75% SAVINGS VS SURGERY^

^ THESE ARE COST SAVINGS THAT OCCURRED OVER A SIX-MONTH PERIOD. THE LONGER-TERM COST SAVINGS ARE STILL BEING INVESTIGATED. DETAILED COST SAVINGS MODELS CONSIDERING LONG TERM FAILURE RATES AVAILABLE UPON REQUEST.

## EMPLOYER PLAN

- Self Funded
- TPA: Meritain
- Stop Loss: Tokio Marine HCC Life
- Covered Lives: 3042
- Benefit card mailed to each person on the plan
- Onsite clinic posters
- Monthly educational email communication

## EMPLOYER STATEMENT

*Our 6-month study of Regenexx cases that were all surgically bound, have been remarkable. All 8 cases referred to Regenexx have avoided surgery, recovered extremely well, and returned to work within 7 days or less. The other tangible cost is the savings we are achieving in our productivity. Typically, these cases would be out of work for 6-8 weeks, and at lost production time of \$82.00 per hour, per employee, the lost productivity is huge. This has been a win-win for the Employee as well as to our self-insured medical program.*

**Andrew L Davala - Executive Vice President, Viking Yacht Company**

## DISCLOSURE

Conversion to Total Knee Arthroplasty (TKA): In our knee OA RCT, 12% of patients decided to get TKA despite treatment at 2 years. An analysis of our patient registry (100 patients, 100 charts reviewed, and 100% response rate) 14.8% of patients converted to TKA at 1-2 years when patients were TKA candidates.

Failure rates from Rotator Cuff Tear at 2-years were 10% which are similar to the registry data. The failure rate of Rotator Cuff repair for full thickness tears is higher, quoted as approximately 20%. We assumed that patients treated with Perc-RC Repair who were unhappy with their results would convert to a surgical repair at a rate of 10%.

## LEARN MORE ABOUT THE REGENEXX CORPORATE PROGRAM

**Please do not contact the employer.**

Contact your Regenexx Corporate Program  
Sales Team at [regenexxcorporate.com/team](https://regenexxcorporate.com/team)

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to Orthopedic Surgery