Regenexx® at Work
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KEY TAKEAWAYS

- Both traditional utilization review (UR) and Regenexx UR **operate like a gate**, asking: *"Does this member qualify for elective orthopedic surgery?"*
- Once a member clears this UR gate, **traditional musculoskeletal (MSK) care is limited** in that it **often defaults to surgery as the only next option**. This can **result in surgery overuse** (unnecessary, low-value MSK surgery).
- Regenexx UR treats the UR gate as a **starting point rather than an endpoint**, applying its own candidacy funnel when appropriate. **The goal: the right care at the right time—and the right financial decision for the member and the plan.**

3-MINUTE READ

Beyond the Gate:
A Funnel Approach to MSK Utilization Review

The UR process can be pictured as a gate that opens and closes. For some members, the gate opens, allowing them to receive a certain procedure. However, the gate closes for other members who receive a "do not pass."

Qualifying for surgery doesn't necessarily mean surgery is the best next step

Just because the UR gate determines that a member qualifies for surgery doesn't mean that surgery is the necessary—or only—path forward. Sometimes, **surgery may *not* actually be the best option in the short *or* long term**. The associated financial[1-3] and physical[1,4-10] downsides of surgery need to be carefully taken into consideration.

When the UR gate treats surgery as the *only* option, it can contribute to **surgery overuse**.

This can result in **poor outcomes, financial waste,** and the **need for revision surgery**.[1-3,11,*]

**Revision surgery=Additional surgery intended to correct or improve the previous surgery.*

Unfortunately, surgery overuse is all too common. According to a 2025 study by the Lown Institute Hospitals Index, **U.S. hospitals performed one low-value back procedure every 8 minutes for Medicare recipients, costing Medicare >$1.9 billion over 3 years**.[2]

The Regenexx UR difference

If conservative care (such as physical therapy and injected corticosteroids) fails, both traditional UR and Regenexx UR ask the same question: *"Does this member qualify for elective orthopedic surgery?"*

However, **Regenexx UR is different** in that it **treats the surgical qualification question as a starting point, not an endpoint**. Regenexx UR applies its own **candidacy funnel** where appropriate to determine whether a less invasive path can deliver a meaningful, positive outcome for less cost.

Sometimes, Regenexx UR determines that surgery is indeed the right next step. In other approved cases that qualify for surgery (where surgery would be the more expensive option), the Regenexx approach can intervene instead.

Regenexx UR looks at the cost over time to both the member and the employer. The goal: **the right care at the right time—and the right financial decision for the member and the plan**.

A world of new possibilities

Having an option to try after conservative care—and in lieu of surgery—opens up a world of new possibilities for both employers and members. Adding the Regenexx benefit can **reduce costs by up to 70%** on individual surgeries while offering members a new option in care.[12]

Compared to elective orthopedic surgeries, Regenexx provider patients often report[12]:

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

See below for an overview of how Regenexx UR treats the UR gate as the start of a funnel where appropriate.

This ultimately helps **empower employers to invest in outcomes, not overuse**.

What Makes Regenexx UR Different

PHYSICIAN-LED, VALUES-DRIVEN

- Physician-founded over 20 years ago, Regenexx still operates on the same clinical values
- Our UR process starts with ensuring the least costly, least invasive treatment has already been tried
- From there, every dollar goes toward the most appropriate care

KEEPING THE LONG GAME IN MIND

- We're not interested in providing quick fixes or procedures linked to further problems down the road (like meniscus surgery)[13-15]
- Instead, we consider MSK care in a wider context—long-term outcomes, ongoing cost savings, and postponing or avoiding surgery altogether whenever possible

IDENTIFYING THE RIGHT CANDIDATES

- The UR process is built to identify appropriate candidates—not to approve as many cases as possible
- UR requirements mirror traditional prior authorization standards for orthopedic surgery

EVIDENCE-BASED UR TOOL

- Regenexx uses a sophisticated, evidence-based UR tool to help the network of licensed physicians deliver high-value care and recommend appropriate treatment

CONSERVATIVE CARE FIRST

- We only move forward with candidates who meet our requirements—prior conservative care* and a good candidacy rating—to support cost savings

**Unless the member's condition has already failed to respond to conservative care.*

A HUMAN MAKES THE FINAL CALL

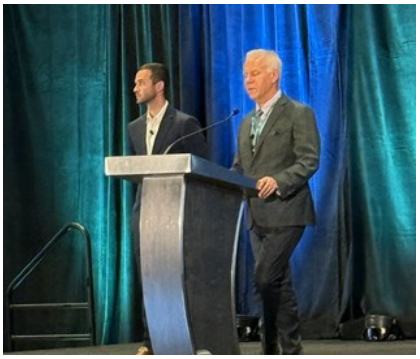
- Value isn't just about the direct cost of care—it's about routing members to the most appropriate care
- We apply dual oversight: a clinical decision-support tool plus a specialist who signs off on every approval

THE RIGHT CARE AT THE RIGHT TIME.

Learn More About the Regenexx Approach

Regenexx® in the Spotlight

The **17th annual Regenexx Conference** was recently held in Aurora, Colorado. This conference provides a **meeting place for licensed Regenexx affiliates who are passionate about modernizing MSK care**—one of the largest cost drivers employers face. Conference highlights included discussing clinical cases, reviewing R&D updates, and exploring where Regenexx is headed.




Pictured L to R: Dr. Chaz Fausel, Chief Medical Officer, Regenexx | Dr. Christopher Centeno, Founder of Regenexx | Dr. Philippe Hernigou, Medical Director of Clinical Research, Regenexx | Dr. Mark Testa, Health Plan Consultant, Regenexx | Casey Hammill, Regenexx Patient Liaison/Coordinator, Spine & Pain Associates | J. Neese, Affiliate Account Manager, Regenexx.

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**.[16]

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.[12]

Contact your Regenexx Corporate Sales Representative to learn more.

Regenexx® Corporate Program

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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 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.

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