

# GLOBAL COST ANALYSIS

## ExsoMed INnate™ versus Typical Solutions\* Early Data Results

### FACILITY COST OF OR

**\$100**  
per  
MINUTE

### AVERAGE OR SAVINGS WITH INNATE (30 MIN)

**\$3000**

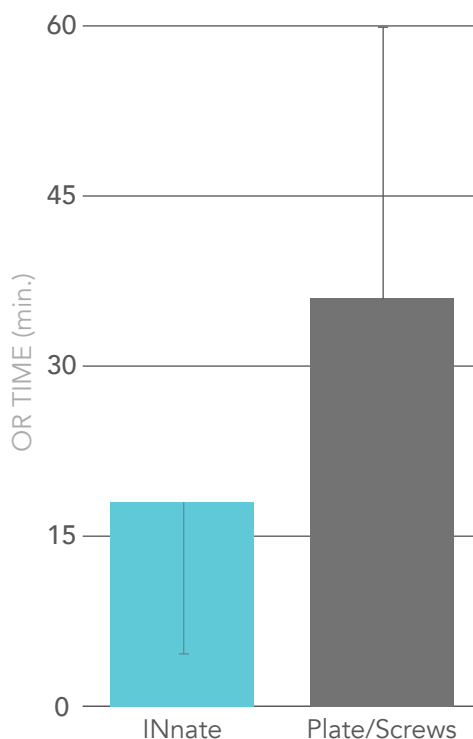
### INNATE DEVICE COST

**40%**  
less on average than  
plate & screw

### POTENTIAL PROCEDURES PER DAY

**3x**  
more with  
INNate

### Average Procedure Time\*<sup>1</sup>



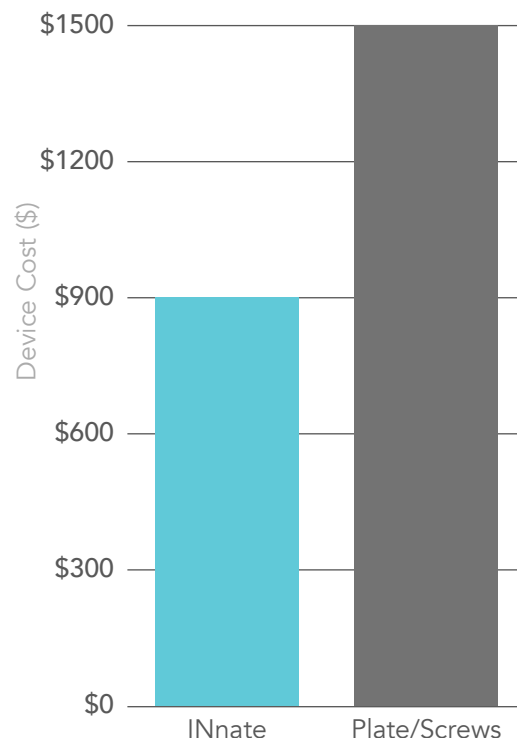
Given the limited time it can take to implant an INNate, facilities will gain greater use of their Operating Rooms, allowing surgeons and facilities to service more patients and perform more procedures every day.

The INNate implant is delivered in single-use disposable packaging, requiring **no sterilization procedure**, further limiting time and expense, with the goal of supporting all stakeholders in an environment of continued downward cost pressures.

### In the Operating Room

An implantation of the INNate metacarpal fixation device can be done in as little as **6 minutes**. Typical "open" plate and screw solutions can require 45 to 75 minutes. Assuming a 30 minute average time savings per procedure, and considering only the cost of OR time, INNate procedures may **save \$3000**.

### Typical Implant Costs\*<sup>2</sup>



\*Data presented are estimates and averages based upon collected INNate case data to date, collected comparative data for other fixation solutions and published studies. \*<sup>1</sup> INNate (N=47), Plate (N=23) data on file. \*<sup>2</sup> Factors depending on location, number of screws in plate, and vendor. \*<sup>3</sup> INNate (N=19), Plate (N=30), data on file. \*<sup>4</sup> INNate (N=87 patients and 113 metacarpals), data on file. \*<sup>5</sup> Calculation based on 20 visits at \$60 a visit. \*<sup>6</sup> INNate (N=85), Plate (N=40), data on file. This material and/or example(s) is provided for illustration and/or guidance purposes only and should not be construed as a guarantee of future results or a substitution for legal advice and/or medical advice from a healthcare provider. ExsoMed does not practice medicine and assumes no responsibility for the administration of patient care.

## POST SURGERY

### Follow-up Procedures

Unlike K-Wires or Bouquet pins which must be removed, INnate is designed for permanent implantation and does not require removal when used to treat metacarpal fractures.

Plate and Screw procedures may require an additional surgery to explant the devices due to **tendon irritation or other soft tissue complications**. Other solutions may also have a transcutaneous element, which can provide an **increased risk of infection** or further complication, leading to the potential for additional costs.

0

number of secondary procedures required with INnate

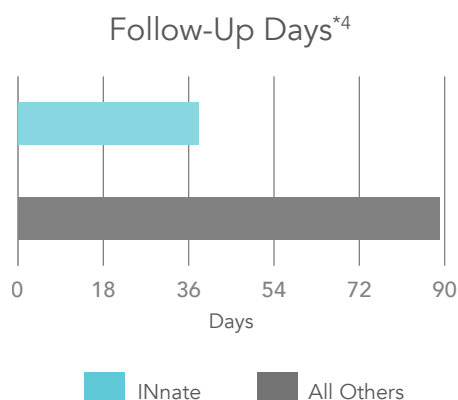
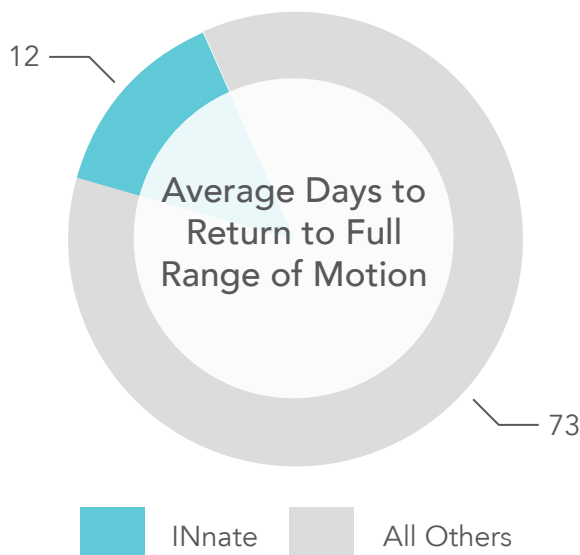
Most metacarpal fixation solutions require immobilization because of fracture instability and pain. INnate is designed to allow an early return to activity with minimal or no immobilization, reducing costs associated with continued care and lost time at work.

Ongoing case data suggests that INnate patients typically have a **significant reduction in the use of pain medication**, and **return to full activity in under 20 days on average** (compared to over 30 days for plate patients).<sup>\*3</sup>

Other solutions may require up to 6 weeks of immobilization, followed by an equal amount of physical therapy to return strength and range of motion.

For the surgeon, this means continued follow-up visits with the patient and associated time, labor and hard costs. When a patient visit is valued at \$75 - \$100, and x-rays are needed at \$50 each, an additional 2 to 3 months of follow-up visits places a burden on the surgeon, facility, patient and third-party payor.

**INnate offers all stakeholders extensive value** in cases of metacarpal fixation, from the time of surgery and throughout the global lifecycle of patient care.



SAVINGS IN REDUCED<sup>\*5</sup>  
PHYSICAL THERAPY

**\$1200**  
vs. all other solutions

REDUCTION IN PAIN<sup>\*6</sup>  
MEDICATION USAGE

**24%**  
less than plate & screw

For internal use only. © Copyright 2019 ExsoMed Corporation. All rights reserved. This material is intended for the ExsoMed sales force only. Distribution to any other recipient is prohibited. All content herein is protected by copyright, trademarks and other intellectual property rights owned by or licensed to ExsoMed or its affiliates unless otherwise indicated. This material must not be redistributed, duplicated or disclosed, in whole or in part, without the express written consent of ExsoMed.

MKG-12000-0022 Rev B