



Medical Device Solutions
for Manufacturers

Enhancing Market Access

Access MediQuip is the innovator of comprehensive implantable medical device management solutions. Offering manufacturers, payers and facilities a best-in-class operational platform built on our deep industry experience.

Guided by visionary senior management, a seasoned account team and a dedicated support staff, we are committed to providing clients with keen insights, unrivaled customer service and exceptional value. The pillars of that commitment include:

- › **Expanding** market opportunities for manufacturers
- › **Preserving** physician preference in the type of devices they use to improve patients' quality of life
- › **Developing** innovative financing solutions for manufacturers, payers and healthcare providers
- › **Providing** pre-authorization and case management services for both procedures and devices

Powered by unrivaled industry experience, Access MediQuip's technology-driven **Implant Management Platform** and related consulting services expand and streamline the overall procurement of medical devices including order management and device logistics; as well as billing, collection and payment processes. By partnering with manufacturers and contracted payers, our **Implant Management Platform** allows for product acceptance while providing comprehensive, sophisticated medical device management solutions that other firms simply cannot match.

Our medical device solutions provide continuous innovation, value and an exceptional customer experience at each step of the way.

Partnering in Innovative Patient Therapies

With a focus on:

- Neurostimulation
- Sports Medicine
- Joint Reconstruction
- Spine
- Internal /External Fixation
- Otologic
- Cardiac

Proven Track Record

Since 1997, our expertise has enabled us to:

- › Partner with nearly 200 implantable device manufacturers
- › Service more than 1,200 medical facilities, health systems and joint ventures across the U.S.
- › Provide implants for a broad range of surgical cases—over 400,000 devices to date

Valuing Relationships

Access MediQuip was founded on the core values of honesty, trust and integrity which have guided our sustained growth as a company. Our deep and lasting partnerships with leading health care constituents are central to our vision and mission. By leveraging our core competencies to provide creative, emerging, value-added management solutions, we support the delivery of life-saving and life-enhancing patient therapies. Access MediQuip understands how important it is for manufacturers to maintain and grow solid, long-term relationships with healthcare providers and payers in order to continue to drive innovation and excellence in patient care.

An Ever-Changing Landscape

The healthcare industry is undergoing profound and transformative changes. New life-saving products are being researched, delivered and utilized in the marketplace at an ever-increasing rate. The benefit to patients, an enhanced quality of life, is undeniable. Yet constant product innovation is costly to manufacturers, and it can be difficult to distinguish new products in such a competitive environment.

Providers and payers find it demanding to rationalize the latest technologies and cost structures. Changes in Medicare, group health and workers' compensation programs continue to challenge manufacturers and service providers. Insurers are required to keep apprised of new regulations, changing political regimes and multi-tiered benefit plans. Keeping abreast and ahead of these changes can be overwhelming.

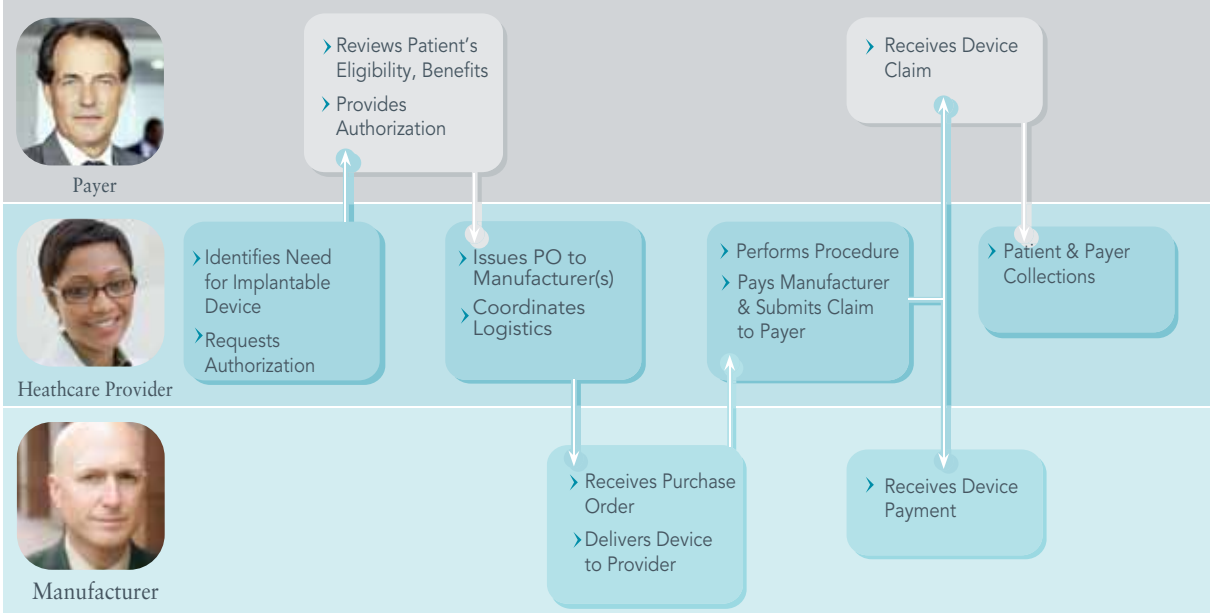
Maintain greater price integrity. Reduce and streamline sales cycles.

As the nation's first and leading provider of medical device solutions, Access MediQuip has the breadth and depth of experience to tackle your most complex challenges. We make it possible for you to achieve more consistent pricing and expand your market reach — for physicians to broaden their access to preferred implant devices and for patients to access the latest therapies.

Developed over time by a committed executive team and dedicated personnel, Access MediQuip's best-in-class **Implant Management Platform** offers manufacturing firms the ability to deliver life-saving and enhancing therapies to patients, expand their distribution footprint, achieve more predictable cash flows and solidify client relationships.

Mitigating pricing pressures, preserving physician preference and eliminating reimbursement risk are the three top reasons manufacturers choose to partner with Access MediQuip.

Standard Implantable Device Procurement Process



The typical implantable device procurement process puts a strain on the healthcare provider to request authorization, finance, coordinate logistics and perform collections. Capital outlay is a barrier for some healthcare providers, preventing them from performing procedures; making device sales challenging.

Access MediQuip's Implant Management Platform



Implantable device procurement with Access MediQuip's **Implant Management Platform** enables healthcare providers to focus on patients. Eliminating financial risks associated with reimbursement removes barriers to providing patients with life-saving and life-enhancing procedures. Manufacturers who partner with Access MediQuip can gain access to a broader market and bring enormous value to healthcare providers.

Simplifying Complex Challenges

Like most medical device manufacturers, you face a number of pressures and financial risks. Partnering with Access MediQuip can help solve these tough challenges by expanding your market reach, reducing reimbursement risk, and allowing you to focus on customer relationships.

Key Challenges

› Increasing pricing pressure for devices that are costly to design and manufacture.

› Physicians and healthcare providers are pressured to use lower-cost devices that are not necessarily their first, or best, choice for their patients.

› Gaining expanded market access and acceptance for new devices

› Heightened product competition makes it more difficult and time-consuming to work on building customer relationships.

Access MediQuip's Solutions

› Our **Implant Management Platform**, which provides a successful reimbursement track record, can:

- Remove uncertainty of reimbursement
- Help you achieve more consistent and predictable pricing
- Allow you to focus on the therapeutic benefits of your product

› Partnerships with all device market segments enable us to:

- Preserve physician preference
- Reduce financial constraints, providing optimal care for patients
- Provide third-party quality assurance

› Established relationships with national and local payers allow for enhanced product acceptance and access.

› Our expertise in device reimbursement and logistics lets you focus on customer relationships

Medical Device Solutions **Powered by Experience**

For more information about how Access MediQuip's comprehensive medical device solutions and consulting services can help position your business for greater success, please call 877.985.4850.



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