



Medical Device Solutions
for Healthcare Payers

Simplifying Complex Challenges

If you are like most healthcare payers today, you are striving to control costs in one of the fastest growing, unmanaged healthcare segments—implantable devices. At the same time, you need to aggregate and synthesize accurate data and utilization trends on these devices while giving your members greater access to life-enhancing therapies.

Key Payer Concerns

- › The current billing and coding structures provide limited visibility to actual spend and utilization of implantable medical devices.
- › A lack of tools hinders the ability to manage and influence this fast-growing segment of healthcare.
- › The current infrastructure does not address patient outcomes and makes it difficult to properly manage the care of members receiving implantable devices.

Access MediQuip's Solutions

- › Our **Implant Management Platform** provides a wealth of data captured on each and every device utilized during medical procedures. We enable analysis which helps you gain better visibility into demographic factors and product utilization and identify benchmarks and variations in device-spend.
- › Our expertise in the implantable device segment supports the provision of better benefit management for implantable devices and surgical procedures.
- › Our national footprint of partnerships with over 175 manufacturers and 2,500 healthcare providers offers payers standardized pricing and site-of-service optimization that delivers consistent and predictable annual medical device cost saving.
- › Our **Implant Management Platform** creates the opportunity for the development of protocols and the assessment of outcomes associated with implanted medical devices.
- › Our implantable device registry facilitates the management of recalls and warranty programs, providing savings for health plans, plan sponsors and their members.

Controlling Costs, Improving Patient Outcomes

Access MediQuip is the innovator of comprehensive medical device management solutions. We offer a best-in-class operational platform that helps payers quantify the value of medical implant technologies with greater accuracy and gives patients access to the lifesaving and life-enhancing therapies they need.

Guided by a senior management team with deep industry experience, a seasoned account team and dedicated support staff, we are committed to providing our payer partners with keen insights, exceptional value and unparalleled customer service.

We enable payers to expand members' access to a broad array of medical technologies at a reasonable cost.

Payers, healthcare providers and our contracted manufacturers all benefit from our technology-driven **Implant Management Platform**, which streamlines the procurement process for implantable devices. This includes order management, device logistics, billing and business analytics and reporting. It allows you to focus on locating opportunities for cost savings while providing the best value in medical benefits to patients.

Our medical device solutions provide continuous innovation, value and an exceptional customer experience—every 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:

- › Service more than 2,500 medical facilities, health systems and healthcare providers across the U.S.
- › Help providers complete over 100,000 procedures, utilizing more than 400,000 implantable devices to date
- › Provide access to over 15,000 types of implantable devices for a full range of surgical cases through relationships with over 175 implantable device manufacturers

*Data as of January 31, 2009

An Ever-Changing Landscape

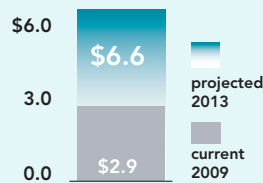
The healthcare industry continues to change in profound and transformative ways. New products are being researched, delivered and used at an ever-increasing rate. At the same time, payers are challenged to keep pace with new technologies, manage expenses, track utilization and provide optimal benefits for members.

Expanding at double-digit rates, implantable devices are one of the fastest-growing, unmanaged segments of the healthcare industry. Access MediQuip's experienced staff and powerful technology infrastructure are uniquely positioned to help payers manage, control, and improve their implantable device benefits as demand continues to increase.

Implantable Device Market Growth (\$ in BN, U.S. Market Only)

By 2013, the multifaceted and complex implantable device market is expected to reach **\$36.6 billion** in the U.S.

Spine



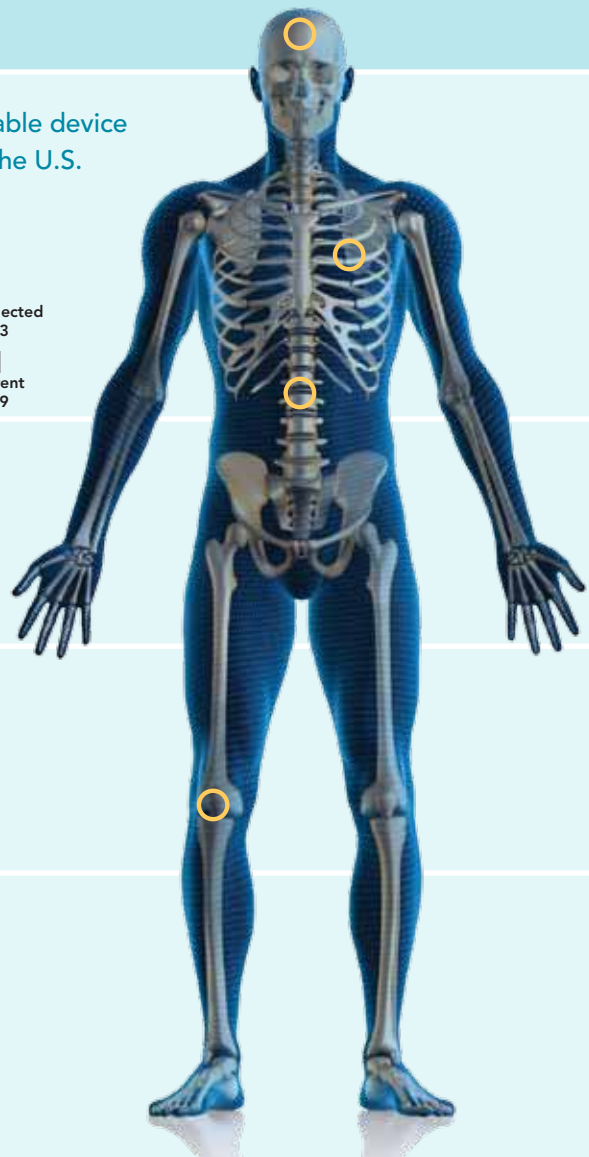
Neurostimulation



Orthopedic
(Excluding Spine)

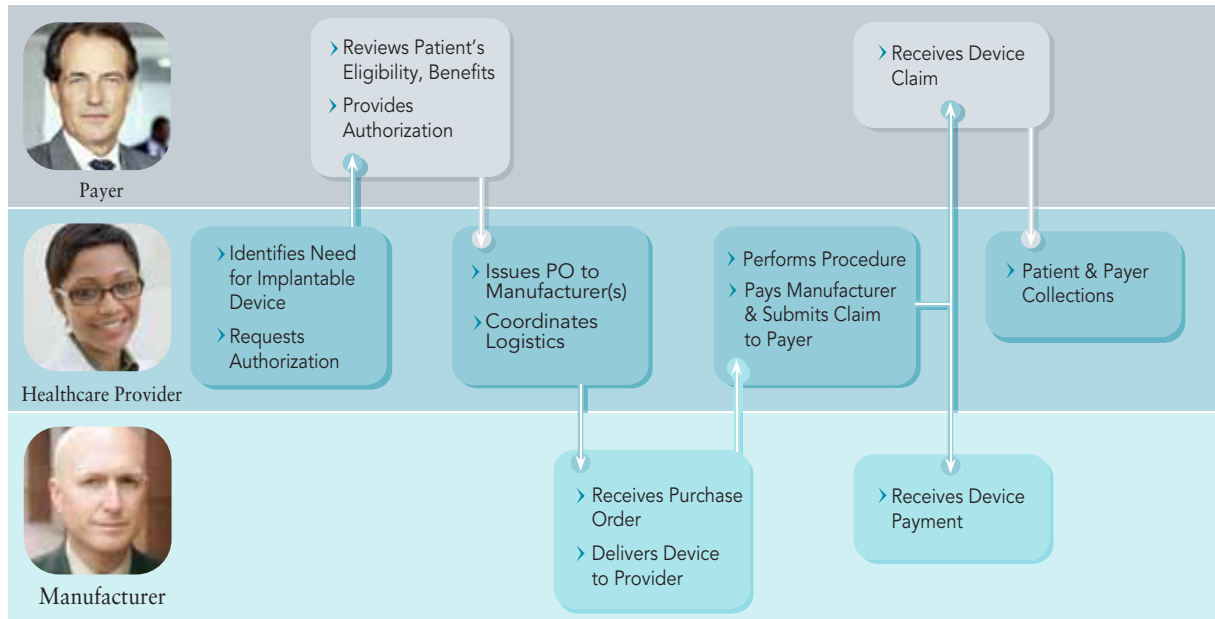


Cardiology



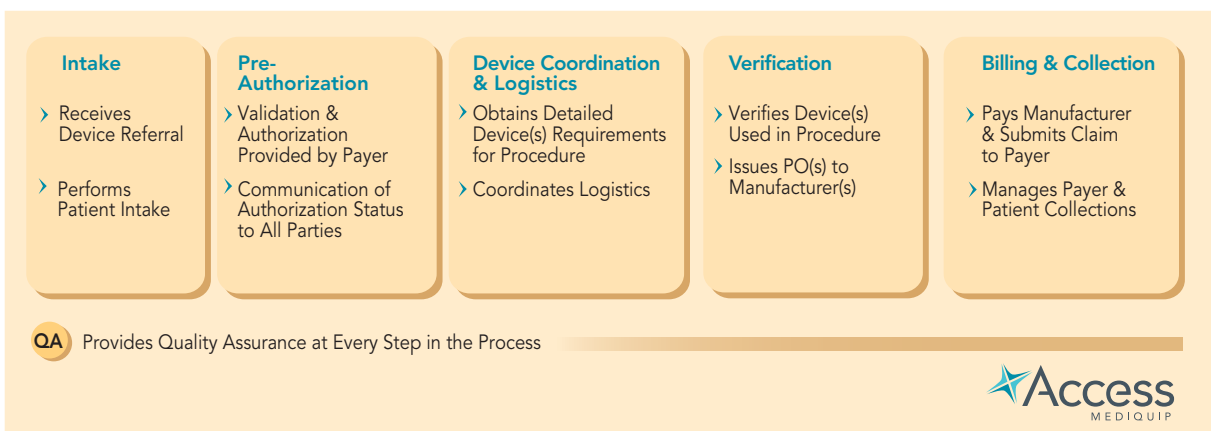
Typical Procurement Is Costly and Challenging to Manage

The typical implantable device procurement process creates multiple pain points for payers: limitations of the current billing and coding systems, manual review and approval of device-specific procedures and lack of standardized pricing and payments.



The Solution: Access MediQuip's Implant Management Platform

As the premier Device Benefit Manager™, Access MediQuip enables payers to focus on delivering greater health-benefit value to members.



With Access MediQuip, you gain better control over the cost of implantable medical devices while affording members and their physicians improved access to therapies.

Valuing Relationships

Access MediQuip's founding values of honesty, trust and integrity have led our sustained growth as a company. As the nation's first and leading provider of medical device solutions, we serve a common goal with payers of better managing the increasing cost of healthcare.

Medical Device Solutions **Powered by Experience**

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



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