



Medical Device Solutions  
**for Healthcare Providers**

# Containing Costs

When it comes to implantable devices, all healthcare providers are under pressure to lessen reimbursement risk. Partnering with Access MediQuip can help you reduce this financial barrier, freeing up capital to use in other areas.

The Challenges You Face	How We Help
<ul style="list-style-type: none"><li>› Managing volatile operating budgets and unpredictable cash flow while maintaining profitability</li></ul>	<ul style="list-style-type: none"><li>› At no charge to healthcare facilities or physicians, we procure implantable devices and assume the financial responsibility and risk of obtaining reimbursement, so you can:<ul style="list-style-type: none"><li>• Reduce high implant costs as a barrier to patient care</li><li>• Control budgeting</li><li>• Offer a greater variety of procedures to increase case volume</li></ul></li></ul>
<ul style="list-style-type: none"><li>› Preserving physician preference in implantable devices</li></ul>	<ul style="list-style-type: none"><li>› Your physicians maintain the flexibility to choose from a broad selection of implantable devices from over 175 leading medical device manufacturers.</li></ul>
<ul style="list-style-type: none"><li>› Maintaining control over the procurement process</li></ul>	<ul style="list-style-type: none"><li>› Our service offerings are flexible and integrate into your process.</li><li>› You can use us solely for device reimbursement or scale your engagement to include any or all of the following services for a comprehensive outsourced solution: device acquisition, processing, accounting, billing and inventory management.</li><li>› Our knowledgeable professionals, many with years of medical training and nursing credentials, provide responsive service.</li></ul>
<ul style="list-style-type: none"><li>› Cash flow impact from delayed, inadequate or denied reimbursements</li></ul>	<ul style="list-style-type: none"><li>› We mitigate your reimbursement risk by assuming the financial responsibility for implantable devices, freeing up capital critical to your facility.</li><li>› We charge and are reimbursed by payers only for devices and components used.</li></ul>

*Access MediQuip helps you reduce financial burdens and risks associated with medical device acquisition.*

# Reducing Financial Risk

Access MediQuip is the innovator of outsourced implantable device management solutions. Healthcare providers who partner with us reduce reimbursement risk for implantable devices, gain access to a best-in-class operational platform and deliver implantable therapies to patients.

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

- › Developing innovative financial solutions for healthcare providers that help contain costs
- › Allowing physicians to maintain flexibility when choosing from a broad selection of implantable devices
- › Expanding access to medical technologies for your patients

By connecting your facility directly to manufacturers and insurance companies, our technology-driven **Implant Management Platform** removes financial barriers that can restrict access to medical devices — allowing your physicians and staff to focus on providing the best care to your patients.

◀ *Our medical device solutions allow healthcare providers to reduce risk and reallocate capital toward investing in their facilities.* ▶

## Partnering in Innovative Patient Therapies

With a focus on:

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

## 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.

# Why Partner with Us?

As new implantable device technologies and the number of implantable procedures continue to grow, healthcare providers are challenged to provide patients with access to potentially costly therapies. Access MediQuip partners with healthcare providers to remove financial barriers and offer patients a broader selection of devices.

## Benefit from Innovative Financial Solutions

By diverting reimbursement risk to Access MediQuip, you free up capital that can be used to enable more procedures or invest in your facility. Our relationships with contracted and out-of-network payers relieve you of the risks and claims processing — at no charge to your facility or physicians. This benefits facilities that wish to deleverage the balance sheet for better earnings visibility and budgetary control.

## Preserve Physician Preference

Your physicians maintain the flexibility to choose from a broad selection of implantable devices from over 175 leading medical device manufacturers. Adopted by more than 2,500 healthcare providers nationwide, our proven and flexible business platform handles thousands of cases each month. And because we manage the details of procuring devices and assume responsibility for obtaining reimbursement, your staff can focus on the quality — not the cost — of patient care.

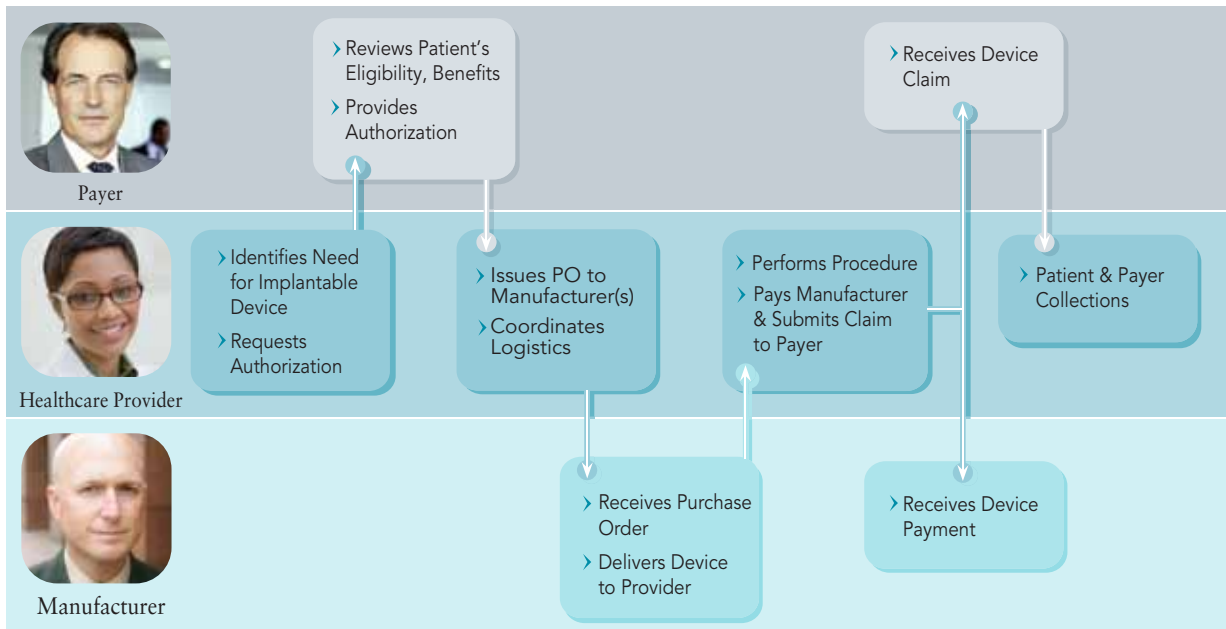
## Access the Industry's Most Experienced Professionals

For more than a decade, Access MediQuip's values of **honesty**, **trust** and **integrity** have guided our sustained growth as a company and have strengthened relationships between healthcare providers, device manufacturers and insurance companies. When healthcare providers choose to partner with us, they benefit from creative, value-added management solutions founded on years of experience. That experience can help support your ability to deliver lifesaving and life-enhancing patient therapies.

*Our experience as the innovator of outsourced implantable devices has enabled us to offer our partners solutions that provide measurable and predictable financial impact.*

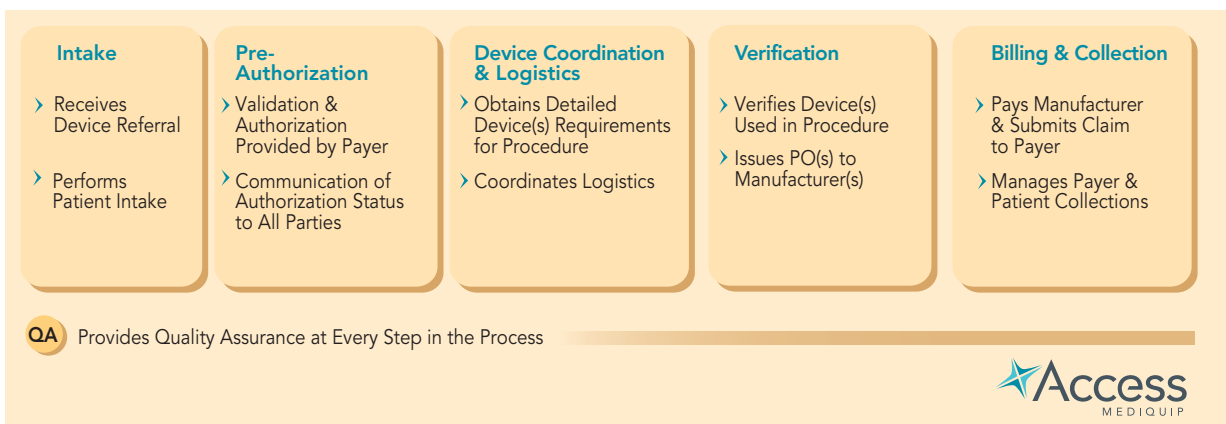
## Typical Procurement Is Burdensome for Providers

Authorization for implantable devices, up-front and out-of-pocket expenses, and correct coding for reimbursement add to an already burdensome administrative process.



## The Solution: Access MediQuip's Flexible, Adaptable Platform

Our deep expertise in implantable devices and long-standing relationships with the industry's most respected manufacturers and payers mitigate financial barriers that healthcare providers face in accessing a broad range of devices.



## 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 healthcare facility for greater success, please call 877.985.4850.



255 Primera Blvd., Ste. 230  
Lake Mary, FL 32746

One Oak Park  
6002 Rogerdale Ste. 300  
Houston, TX 77072

phone: 877.985.4850  
fax: 713.985.4875

[accessmediquip.com](http://accessmediquip.com)