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Regenexx[®] at Work

A Broker's Guide to the MSK Continuum of Care

As the timeframe to decide next year's benefits plans narrows, it can be tricky to sort through musculoskeletal (MSK) treatment options.

After all, more and more MSK treatment options are available—even AI-enhanced apps providing digital physical therapy (PT).

Some brokers ask us, *"But won't a digital PT program alone serve as a one-stop shop for MSK care?"*

Whether in-person or virtual, **PT can certainly be an important first step** in helping some people to manage their MSK issues.^{1,2} (That's why at Regenexx, we refer patients to conservative care such as PT if needed.)

However, for others, **PT is just one point** on a lengthy MSK care journey.^{1,2}

Unfortunately, **PT is not a cure-all for MSK issues** for a variety of reasons.^{1,3-7} For example, weak tendons or **unstable joints** may make it difficult for people to benefit from PT exercises.

If PT fails, too many people can be fast-tracked into prematurely or unnecessarily receiving invasive, risky⁸, or high-cost/low-value procedures.⁹

The good news? **There is another way.** To provide modern MSK care, it's important to follow a **truly comprehensive model**⁹: the **MSK Continuum of Care**.¹

Building a health plan based on this model allows for consideration of **each person's unique needs**, which inevitably **change with age**.^{1,10} In the MSK Continuum of Care, **Regenexx procedures can serve as a bridge between PT and surgery** if PT isn't enough.¹

As a provider on this continuum, we only approve patients for Regenexx procedures who meet our candidacy requirements, such as prior conservative care. Using precisely guided injections of the patient's own cells, **Regenexx can reduce the need for up to 70% of elective orthopedic surgeries**.¹¹

Digital PT programs are *not* a comprehensive MSK solution.

To be truly comprehensive, MSK treatments need to live on a continuum of care.

MSK Continuum of Care^a



^a Each patient's eligibility for each treatment in the continuum would need to be determined by their physician on a case-by-case basis.

^b Having a direct contract with a surgical center of excellence can help to round out the continuum.



Regenexx[®] in the Spotlight

We're excited to announce that a **study comparing Regenexx procedures with PT for rotator cuff tears** was recently published in *BMC Musculoskeletal Disorders*.¹²

Patients in the study reported "**significantly greater changes in function, pain, and overall improvement**" after receiving Regenexx injections of stem cells from their own bone marrow concentrate.

Check out next month's **September RAW Newsletter** for a breakdown of the study findings.

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.**¹¹

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.¹³



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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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