

# MSK and Manufacturing

- The **#1 injury in manufacturing is physical overexertion**<sup>1</sup>
- For employers, **musculoskeletal (MSK) issues are a top cost driver**<sup>2\*</sup>
- **Surgery and related costs add up** (like medication, follow-up visits, time off from work, and decreased productivity)
- Ultimately, **surgery can be a high-cost, low-value proposition** for both employees and employers
- The ends (surgery failures or unchanged outcomes)<sup>3-5</sup> may not always justify the means

## The Regenexx Corporate Program: A Win-Win for Employees and Manufacturers

Offering your employees the innovative, non-surgical Regenexx benefit could be one of your most impactful ways to **address their MSK issues and your MSK spend.**

In fact, individual surgery costs can be **reduced up to 70% with the Regenexx Corporate Program.**<sup>6</sup>

### An Innovative Option

Procedures using Regenexx lab processes:

- Use precise injections of the **patient's own cells**
- Typically lead to **shorter recovery times** compared to surgery<sup>6</sup>
- Can **reduce the need for up to 70% of elective surgeries**<sup>6</sup>

### Regenexx Corporate Program Impact on Manufacturers<sup>6</sup>

Total cost savings:  
**~\$1MM**

% total cost savings:  
**67%**

Cost to add the Regenexx benefit:  
**\$0**

*Note: Data provided in aggregate.*

## Learn More

*Like all medical procedures, procedures using Regenexx lab processes have a success and failure rate. 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](#).*



Image Credit: VikingYachts.com

**“All 8 cases referred to procedures using Regenexx lab processes have avoided surgery, recovered extremely well, and returned to work within 7 days or less.**

**We’ve also seen tangible cost savings in our productivity.**

**This has been a win-win for the employees as well as our self-insured medical program.”**

—Andrew L. Davala, Executive VP  
Viking Yacht Company  
New Gretna, NJ

### References

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2. Americans in Motion. Evernorth Research Institute. August 2022. \*© 2022 Evernorth. All rights reserved. All Evernorth-branded products and services are provided exclusively by or through affiliates of the Evernorth companies, including Evernorth Care Solutions, Inc., Evernorth Behavioral Health, Inc., Evernorth Behavioral Health of Texas, Inc., and Evernorth Behavioral Health of California, Inc. August 2022 678701\_22
3. Baber Z, Erdek MA. Failed back surgery syndrome: current perspectives. *J Pain Res*. 2016;9:979-987.
4. Sihvonen R, Paavola M, Malmivaara A, et al. Arthroscopic partial meniscectomy versus sham surgery for a degenerative meniscal tear. *N Engl J Med*. 2013;369(26):2515-2524.
5. Tilbury C, Leichtenberg CS, Tordoir RL, et al. Return to work after total hip and knee arthroplasty: results from a clinical study. *Rheumatol Int*. 2015;35(12):2059-2067.
6. Regenexx data on file.

**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 “arthroscoy” cost estimate had to be used when a detailed condition-specific estimate was unavailable.

**Long-term outcomes and cost savings:** Conversion to total knee arthroplasty (TKA): In our knee OA RCT, 12% of patients decided to get TKA despite treatment at 2 years. In an analysis of the Regenexx Provider Patient Registry (100 patients, 100 charts reviewed, and 100% response rate), 14.8% of patients converted to TKA at 1-2 years when patients were TKA candidates. Failure rates from rotator cuff tear at 2 years were 10%, which are similar to the Regenexx Provider Patient Registry data. The failure rate of rotator cuff repair for full thickness tears is higher, quoted as approximately 20%. We assumed that patients treated with Perc-RC Repair using Regenexx injectates who were unhappy with their results would convert to a surgical repair at a rate of 10%. Since all procedures using Regenexx lab processes have a failure rate, the Regenexx Corporate Program can provide detailed cost savings models for a number of common procedures using Regenexx lab processes performed. For more information about Regenexx approach outcomes, review the [Regenexx Provider Patient Registry](#) or [Regenexx published research](#).

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 Regenexx, you can [request a Regenexx Corporate Program Impact Study](#).

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