



Knee procedure—Dr. Jason Markle

Regenexx[®] at Work

JULY 2025 | VOLUME 33

 3-MINUTE READ

Surgical Avoidance 101

Our recent *2025 Mid-Year Report* featured fresh data on 4 key value pillars of the Regenexx Corporate Program: **cost containment, surgical avoidance, improved clinical outcomes, and long-term ROI.**

This month, let's take a deeper dive into the second pillar, **surgical avoidance**—what it is, a key player's trailblazing research on it, and its impact on employers' bottom line.

When it's smart to skip the scalpel

"Surgical avoidance" refers to a main goal of many procedures using Regenexx injectates: to **allow members to postpone or avoid surgery as well as its related physical and economic downsides.**

Sometimes MSK surgery is necessary and helpful—other times, it's not.

The Regenexx approach was designed to provide a non-surgical MSK care option that can **reduce the need for up to two-thirds of unnecessary orthopedic surgeries.**³



KEY TAKEAWAYS

- ✔ "Surgical avoidance" refers to **postponing or avoiding musculoskeletal (MSK) surgery**—as well as its related **physical and economic downsides.**
- ✔ Long-term knee osteoarthritis (OA) studies demonstrated **10-15 years of durability** and **long-term outcomes comparable to total knee replacement (TKR)** for single bone marrow concentrate (BMC) injection.^{1,2}
- ✔ **Surgical avoidance helps to drive cost savings and long-term ROI for employers.**

A common surgical avoidance scenario⁴⁻⁷

As more people undergo TKR who are increasingly younger, the rate of revision surgeries* continues to rise. Employers are bearing the economic brunt of this trend.

This is a common scenario where the Regenexx approach for the knee can offer a valuable option with the goal of surgical avoidance in mind. **Regenexx treatment protocols for the knee can help avoid TKR or delay it to older age.** Postponing TKR is particularly important for younger members, who tend to have higher risk for revision surgery.

**Revision surgery=Additional surgery intended to correct or improve the previous surgery.*

The science behind surgical avoidance

Phillippe Hernigou, MD, has been a pioneer in using BMC injected directly into bone for orthopedic treatments since 1984. His studies have played a pivotal role in advancing surgical avoidance research. In fact,



Phillippe Hernigou, MD,
Regenexx Medical Director
of Clinical Research

Dr. Hernigou's groundbreaking work greatly influenced the development of the Regenexx protocol, leading to his appointment as Regenexx Medical Director of Clinical Research in late 2024.

Dr. Hernigou's **long-term studies over 10–15 years** for knee OA comparing BMC (injected into the bone under knee cartilage) with TKR demonstrated^{1,2}:

80% of knees treated once with BMC injection didn't need TKR for 10–15 years average

BMC-treated knees continued to last 10–15 years, even in advanced cases

Long-term outcomes were about the same as those of TKR

The bottom line

Surgical avoidance achieved through the Regenexx approach and patented protocol supports the Regenexx Corporate Program's ability to drive cost savings and long-term ROI.

Economic advantages of surgical avoidance include lower direct and indirect costs, less time off work, fewer complications, and long-term cost control achieved through durability.

Long-term value, long-term vision

As Dr. Hernigou states, *"Together with the remarkable team at Regenexx, I look forward to **challenging conventional limits and redefining what's possible in healthcare.** Our shared vision is to **inspire hope, improve patient treatments, and set new standards** that will ripple across the medical field, **benefiting patients for years to come.**"⁸*

Reach out to learn more or request our 2025 Mid-Year Report for further insights.

Contact the Regenexx Corporate Sales Team

See how the Regenexx approach offers a **high-value, high-quality surgical avoidance option between conservative care and surgery** if conservative care falls short

The Regenexx Approach: A smart step between conservative care and surgery

SURGICAL AVOIDANCE

Conservative Care (Non-surgical)

- Physical therapy
- Pharmaceuticals
- Chiropractic care



The Regenexx[®] Approach

- Reduces need for up to two-thirds of unnecessary orthopedic surgeries³
- Compared to typical post-surgery outcomes, Regenexx provider patients report the following:
 - ✓ Having less downtime
 - ✓ Returning to activities faster
 - ✓ Experiencing less pain after their procedure

Orthopedic Surgery

- Overused and misused
- Just 14% of trials for common orthopedic conditions demonstrated that surgery provided significant benefit^{9,a}
- Only 20% of procedures estimated to have at least 1 low-bias-risk RCT indicating surgery superior to conservative care¹⁰

^aComparing surgery to placebo surgery, non-surgical intervention, or no intervention.

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.³ Contact your Regenexx Corporate Sales Representative to learn more.

Regenexx[®]
Corporate Program



6151 Thornton Avenue, Suite 400
Des Moines, IA 50321

regenexxcorporate.com
877-341-5968

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.

The doctors featured are independent contractors who have licensed intellectual property from Regenexx for the preparation of medical injectates. The inclusion of these doctors is solely for informational purposes, and nothing in this newsletter or other marketing materials should be interpreted as establishing an employer-employee relationship, partnership, or agency between Regenexx and the doctors. Likewise, these doctors are not professionally trained or licensed by Regenexx.

The information provided by Regenexx is for informational purposes only and is not intended or implied to be a substitute for professional medical advice, diagnosis, or treatment. Regenexx is not a teaching institution or medical practice, and does not engage in the training of physicians or the practice of medicine. Physicians listed on the Regenexx websites are independent contractors who have licensed certain Regenexx intellectual property. Nothing on the Regenexx webpages, the Regenexx blog, any informational videos, or other marketing materials should be interpreted as endorsing a particular physician or establishing an employer-employee, partnership, or agency relationship between Regenexx and any physician.

© Regenexx Corporate 2025. All rights reserved.

References

1. Hernigou P, Delambre J, Quiennec S, Poignard A. Human bone marrow mesenchymal stem cell injection in subchondral lesions of knee osteoarthritis: a prospective randomized study versus contralateral arthroplasty at a mean fifteen year follow-up. *Int Orthop*. 2021;45(2):365-373. doi:10.1007/s00264-020-04571-4
2. Hernigou P, Bouthors C, Bastard C, Flouzat Lachaniette CH, Rouard H, Dubory A. Subchondral bone or intra-articular injection of bone marrow concentrate mesenchymal stem cells in bilateral knee osteoarthritis: what better postpone knee arthroplasty at fifteen years? A randomized study. *Int Orthop*. 2021;45(2):391-399. doi:10.1007/s00264-020-04687-7
3. Regenexx data on file.
4. Arthritis Foundation. The risks of early knee replacement surgery. Arthritis Foundation website. Accessed June 18, 2025. <https://www.arthritis.org/health-wellness/treatment/joint-surgery/safety-and-risks/the-risks-of-early-knee-replacement-surgery>
5. Centeno C. How can Regenexx satisfy the requirements to add orthobiologics to a health plan? Regenexx blog. Published May 10, 2022. Accessed June 16, 2025. <https://regenexx.com/blog/how-can-regenexx-satisfy-the-requirements-to-add-orthobiologics-to-a-health-plan/>
6. Centeno C. QALY analysis of BMC Treatment for Knee OA vs TKR. Presented at the Interventional Orthobiologics Foundation MAX Experience 2022 Annual Conference; February 18-19, 2022; Denver, Colorado.
7. Bounajem GJ, DeClercq J, Collett G, Ayers GD, Jain N. Does interaction occur between risk factors for revision total knee arthroplasty? *Arch Orthop Trauma Surg*. 2024;144(12):5061-5070. doi:10.1007/s00402-023-05107-2
8. Regenexx Corporate Program. *Regenexx Announces Dr. Philippe Hernigou as New Medical Director of Clinical Research*. Press release. Published December 11, 2024. Accessed June 16, 2025. <https://www.pr.com/press-release/927021>
9. Harris IA, Sidhu V, Mittal R, Adie S. Surgery for chronic musculoskeletal pain: the question of evidence. *Pain*. 2020;161 Suppl 1:S95-S103.
10. Lohmander LS, Roos EM. The evidence base for orthopaedics and sports medicine. *BMJ*. 2015;350:g7835. Published January 2, 2015.
11. Validation Institute. *Validation Report*. Published 2023. Accessed May 14, 2024.

Regenexx will never sell your information and is committed to your privacy. Read about our [Privacy Policy](#), the way we use information, and our commitment to data security.

If you decide that you're no longer interested in receiving the Regenexx at Work Newsletter, we'll be sorry to see you go. Please reply to this email to let us know you'd like to opt out of receiving future issues of the Regenexx at Work Newsletter.