



 3-MINUTE READ

Low-Value Procedures Becoming High-Cost Problems? How Two Guardrails Can Help.

In today's MSK care landscape, there's no time, money, or procedure to waste. With MSK conditions taking \$353 billion of employer healthcare spend, **employers urgently need quality MSK solutions that deliver value and combat overuse.**^{1-3*}

Preventing overuse with strategic oversight

Value isn't just about the cost of care. **It's also a matter of putting systems in place that help members get the right kind of care—at the right time.**

To ensure physicians within the licensed Regenexx network deliver high-value services, Regenexx maintains a proprietary internal review system using two guardrails: **candidacy grading** and **utilization review (UR)**.

KEY TAKEAWAYS

- ▶ Driving value starts with **preventing wasteful orthopedic procedures.**
- ▶ Regenexx uses two guardrails, **candidacy grading** and **utilization review (UR)**, to determine how likely procedures using Regenexx injectates can be helpful.
- ▶ To support cost savings and better outcomes, **we only move forward if candidacy and UR requirements are met** (like good candidacy ratings and prior conservative care).

#1: CANDIDACY GRADING

Candidacy grading is the first step in a Regenexx candidate's journey. It is used to determine how likely the Regenexx protocol can be helpful.

A physician within the licensed Regenexx network evaluates the candidate to **determine their candidacy grade of good, fair, or poor.** In addition to the evaluation, the physician consults **data** from the **Regenexx Provider Patient Registry**, as well as **current research**, to help assess the **candidacy grading.**

To support cost savings and better outcomes, **we only approve procedures for Regenexx candidates who meet our candidacy requirements** (such as a good candidacy grading).

About a third of candidates receive a poor candidacy grading after evaluation due to factors such as multiple tears or complex conditions.⁴ These candidates are referred to other options.

#2: UTILIZATION REVIEW

After candidacy grading, **the Regenexx UR team asks the candidate a series of questions.** This includes determining whether the candidate has pursued conservative care.[†] To be approved for a procedure using Regenexx injectates, a candidate must receive conservative care first (unless their condition has already failed to respond to conservative care).

Then, Regenexx considers two basic questions:

1. Is the Regenexx protocol **appropriate for the candidate?**
2. Is there a **cost-savings opportunity** compared to the surgical alternative?



Beyond these initial steps, **UR requirements mirror traditional prior authorization for orthopedic surgeries,** and similar standards are applied. Regenexx also uses an **evidence-based tool that contributes to UR decisions** by making treatment recommendations.

Help your clients invest in outcomes, not overuse

The patented Regenexx protocol provides an innovative MSK option. This supports the Regenexx Corporate Program's ability to **reduce the cost of individual elective orthopedic surgeries by up to 70%.⁴**

**Overuse=unnecessary, low-value orthopedic procedures.*

†Conservative care=treatments such as physical therapy or low-dose steroid injection.

Reach out to learn more.

Contact Us

The Regenexx Corporate Program serves as a strategic partner in driving value.

See how we make it simple for employers to get the most out of the Regenexx benefit—and provide an MSK option in care that employees prefer.

How the Regenexx Corporate Program Optimizes Employer ROI



‡PEPM=per employee per month.

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.**⁵

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.⁴

Regenexx[®]
Corporate Program



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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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