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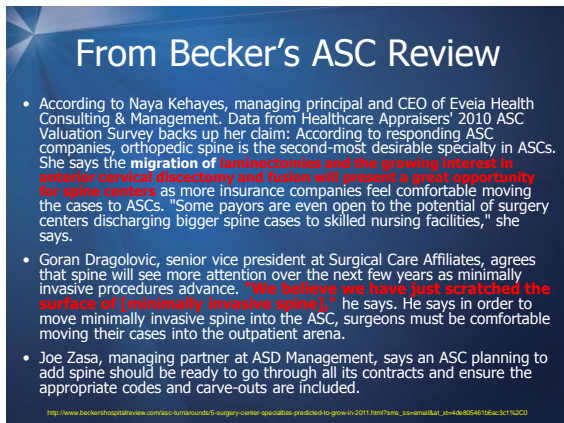
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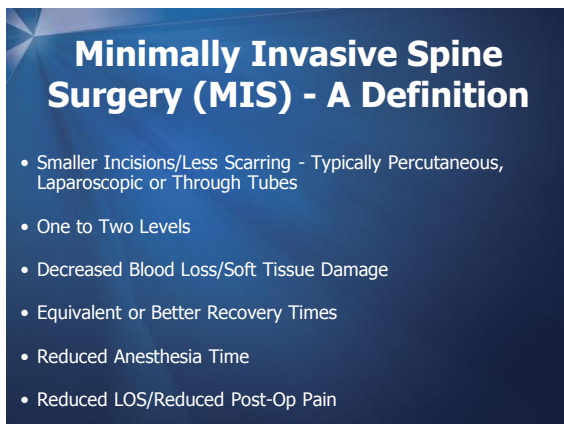
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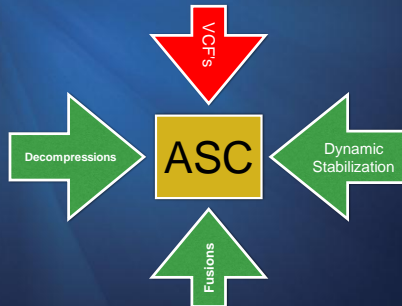
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## Procedures Moving From Hospital to ASC




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## Vertebral Compression Fractures

- Simple, Quick, Effective
- Percutaneous Delivery of Cement to Treat Compression Fractures (Internal Casting)
- 90%+ of Patients Receiving Treatment Report Good Results
- 70% of Fractures ARE NOT TREATED
- Treatment WILL NOT be replaced by Pharmaceuticals - Patients Simply Are Not Going to be Compliant EVEN WITH THE PERFECT DRUG – Compliance and Costs will be an issue

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## Fractures are THE Problem

- Osteoporotic fractures are responsible for an estimated 800,000 emergency room visits, 500,000 hospitalizations, 180,000 nursing home placements, and 2.6 million physician visits in the US each year, costing the healthcare system approximately \$12.2 to \$17.9 billion annually.

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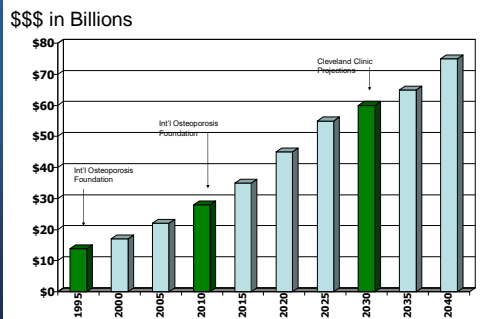
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## Projected Economic Impact of Osteoporotic Fractures




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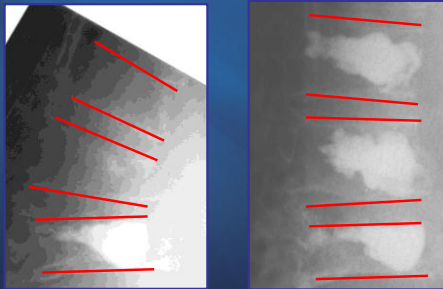
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## Kyphoplasty Example (3 Lumbar Levels Treated for VCF's)




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## VCF Treatment Options

The End Result of Any VCF Treatment




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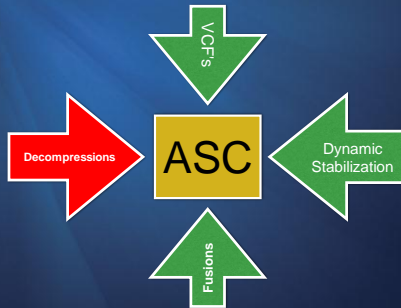
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## Procedures Moving From Hospital to ASC




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## Decompression Procedures

- Simple, Quick, Effective
- Primarily Used in Treatment of Severe Arm/Leg Pain and Numbness Due to a Ruptured, Herniated, or Bulging Disc
- Small Amounts of the Disc Are Removed, Reducing The Compression Of The Disc And Relieving Nerve Pressure.
- The Procedures Typically DO NOT Affect the Stability of the Patient's Spine

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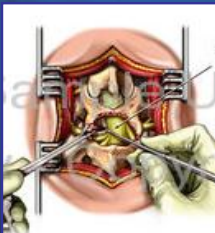
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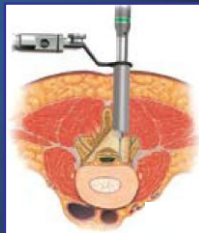
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## Technology Will Allow the Shift in Site of Surgery



Yesterday  
Open Laminectomy



Today  
Tubular Laminectomy

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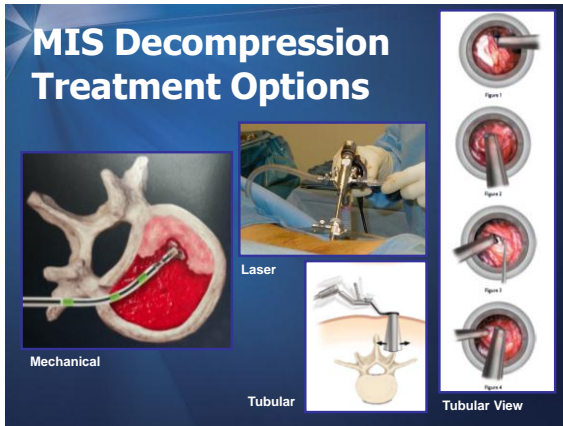
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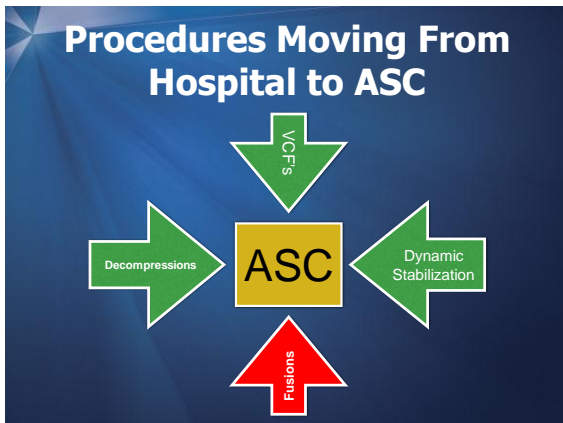
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## MIS Fusion Procedures

- Used to Treat Patients With Back and Leg Pain
- Typically One to Two Levels
- Provide Stability for the Spine During Healing/Fusion Process
- Procedures May be Percutaneous or Use a Mini-Open Approach
- May Include Interbody/Cages or May be Pedicle Screws Alone

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## From Becker's ASC Review

- **Spine Surgery.** "Spine surgery is the next great horizon for the ASC," Dr. Redler says. Anterior cervical discectomies and fusions (ACDs) and lumbar discectomies are the most common spine cases in surgery centers. Many highly skilled spine surgeons do not require a microscope for these cases, allowing expedited surgery and lower equipment costs. One challenge for spine in the ASC is carving out the reimbursement with insurance carriers. But Dr. Redler predicts success here, given the cost savings and the high quality of care in an ASC.

<http://www.beckersasc.com/orthopedic-spine-driven-asc/3-trends-for-orthopedic-surgery-in-an-asc.html>

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## Cervical Spine Options




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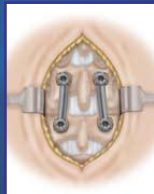
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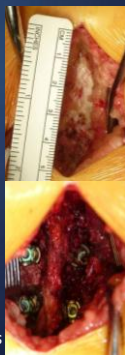
## Technology Will Allow the Shift in Site of Surgery



**Yesterday**  
Open Lateral Screws



**Today**  
Cortical Screws or  
Percutaneous Screws




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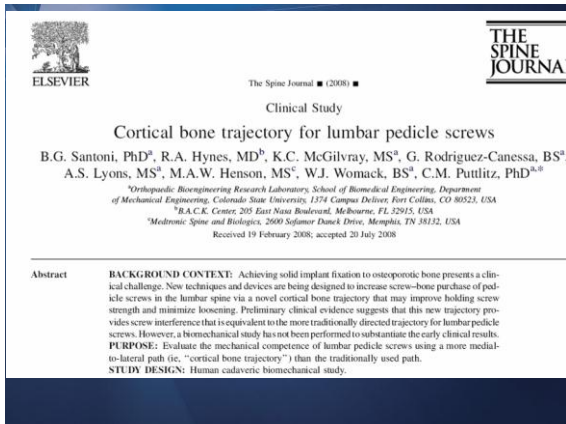
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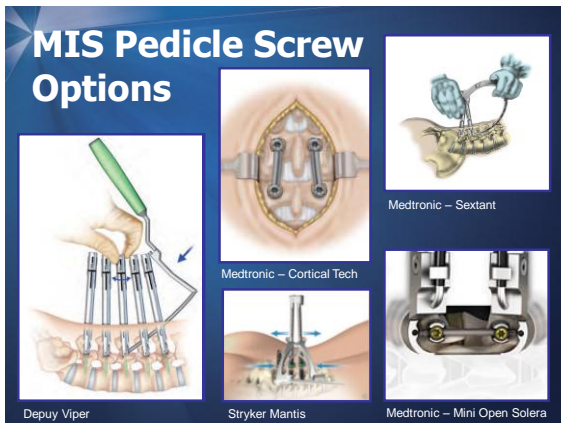
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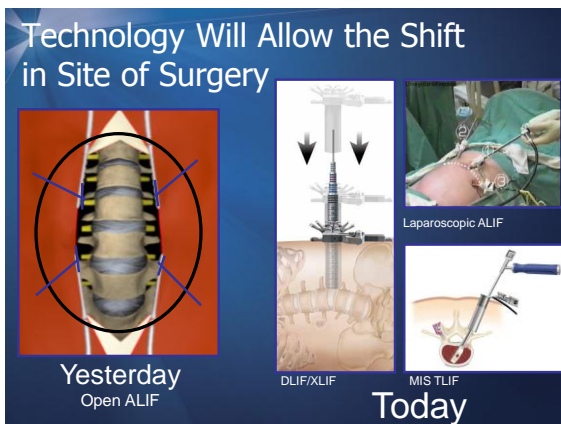
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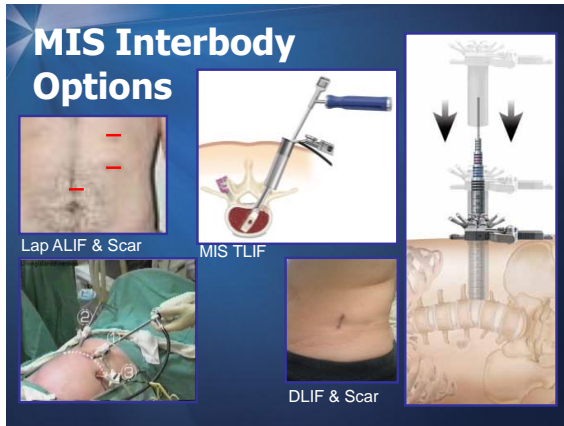
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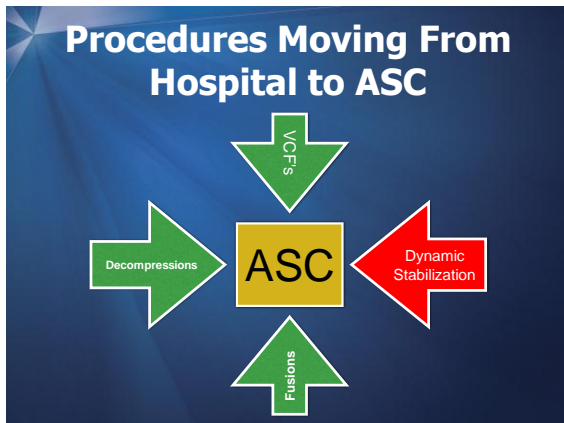
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### Dynamic Stabilization Procedures

- Used to Treat Patients With Issues Similar to Fusion Candidates
- Typically One to Two Levels
- Allow for Continued Motion While Providing Stability at the Instrumented Levels
- Typically Use a Mini-Open Approach
- May Include Total Disc Replacements (TDR) or May be Pedicle Screw Based Devices

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## Questions and Discussion



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