

**Laser Spine Institute, LLC**  
New Procedure Innovation for Surgery Centers  
June 11, 2010



1

Outline

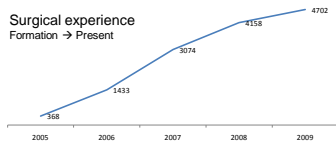
- I. What is the Laser Spine Institute
- II. Process Evaluation
- III. New Procedure Innovation
- IV. The Results
- V. Closing



2

I. What is the Laser Spine Institute

- Founded in 2005
- We specialize in minimally invasive endoscopic spine surgery
- Performed 15,000+ surgeries
- We maintain our commitment to continued advancement of **excellence in innovation, cutting edge technology, and process perfection** to deliver the **most productive and efficient** working environment for our **staff**, while providing the most customer **friendly environment to our patients**.



3









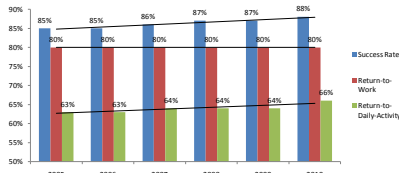


## The Results

### Diverse patient population... Powerful patient value

- "Super-regional" footprint
  - 63% Balance of U.S
  - 15% Balance of Florida
  - 11% Tampa Bay
  - 6% Phoenix
  - 2% Balance of Arizona
  - 3% International
- Age profile: 16 to 100 w/ mean = 59
- 70% "virgin" backs / 30% previous surgery
- Average pre-LSI pain duration = 9 years

Patient Outcome Advantage



Quality Advantage

	Incidents	Infection	Re-surgery	Hospital Adm %
LSI	2.1%	0.1%	1-3%	0.18%
Alternative	15%*	14%	21%	1.3%**

\* Complications  
\*\* ASC national average



## The Results

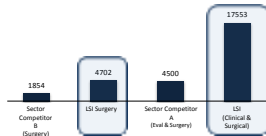
### Leaders in service excellence

Exemplary ASC patient satisfaction leader...

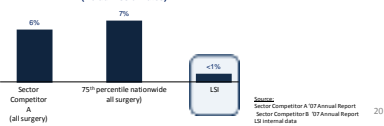
Service Excellence Rating



Spine patient volumes (2009)

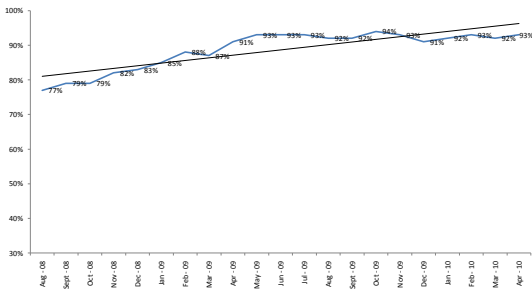


Quality (Re-admission rates)

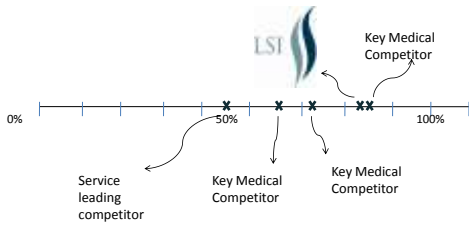


## The Results

### Patient Satisfaction Continues to Climb



LSI Employee morale rivals or outperforms morale levels measured at the world's most established, highest regarded, care & service-focused institutions



In our quest to become the world leader in spine care, employee engagement and morale are fundamental and LSI begins very strong

---

---

---

---

---

---

---

---

### V. SUMMARY & CLOSING




---

---

---

---

---

---

---

---

### Summary & Closing

- In Summary, LSI, through a detail oriented approach to new process and product innovation, continues to sustain its core values and competitive advantage by creating and deploying a project oriented environment conducive to continuous stimulation based innovation and optimization.

**THANK YOU FOR YOUR TIME**




---

---

---

---

---

---

---

---