BREG Introduction

Brad Lee, President & CEO
WHO IS BREG?

PRODUCTS

#1 PLAYER: Motorized cold therapy market
#2 US PLAYER: Orthopedic bracing market

- Based in Carlsbad, CA
- Founded 1989
- Owned by Water Street Healthcare Partners since 2012

SERVICES

#1 US Provider: Healthcare facility consulting & software
#1 US Provider: Outsourced bracing & billing

- 1,200 Employees
- 340 Sales Representatives
- 24 Patient Service Centers
Breg helps simplify and elevate orthopedic patient care by delivering high quality products and comprehensive partnerships.
Identify **custom tailored solutions** to fit your unique workflows that **drive increased revenue and savings** around DMEPOS.
MSK Service Line: Should it include DMEPOS?

Brad Mummert, Senior Impact Manager
PATIENT EXPERIENCE

Pain Points

Hurt | Surgical Event | Healthy
PATIENT EXPERIENCE:

Pain Points

helplessness  vulnerable  billing

shock  depression  irritating

angry  fear  pain

financial  anxiety  discomfort

uncertainty  overwhelmed  insurance
PATIENT EXPERIENCE

Journey

Hurt → Urgent Care → Physical Therapy → Surgical Event → ASC → Rehab → Healthy

Emergency Department → Physician Office → Hospital
Service Line Opportunities

Business Models

- Provider Office
  - Unregulated/1500

- Facility: ED/ UC
  - Regulated/UB04

- Facility: Inpatient
  - DRG / Global Fee

- Revenue Generation
- Cost Savings
- Cost Reduction
Operations

- Restock
- Diagnosis
- Inventory Management
- Script
- Billing
- Fit
- Compliance Documents
Partnership

**Patient Care:**
- Improved continuity of care / patient experience from hurt to healthy.
- Product availability and with better quality.
- Patient centered education and fitting.

**Care Pathways:**
- Scalable DMEPOS program across the system.
- Standardized product formulary.
- Enhanced patient care with improved outcomes.

**Workflow Efficiencies:**
- Direct interface between PM / EMR and Breg Vision.
- Average time savings of 4 minutes per patient.
- Charge capture at point of service.

**Compliance:**
- Electronic capture of compliance documentation and billing records.
Partnership

Provider Satisfaction:
- Standardized protocols.
- Script capture.

Net Profit:
- Realize the revenue from the patients you see today.
- Definitive financial impact.
- Increased revenue to the Orthopaedic Department:
  - Research, Fellowships, Scribes.

GPO:
- Spend compliance.

Self-Funding Operations:
- Any staff additions will be offset by directly identified revenue generation.

No Capital Investment:
- Unlike many other opportunities, no capital spending is required.
Revenue Generation: Physician supplier based model. $46K net profit per provider.

- Case Study:
  - 25 providers = ~$900K to $1.1M annual net profit opportunity

Cost Savings: Orthopedics, ER and Urgent Care based.

- Case Study:
  - ED Visits = 514,399 = ~$617K annual cost savings opportunity

Cost Reduction: Inpatient and OR based.

- GPO cost vs. Medicare allowable
- Case Study: Post-Op Brace.
  - GPO Cost: ~$65/brace
  - Medicare Allowable: $656/brace
MSK Service Line: Should it include DMEPOS?
THANK YOU