



**BREG**®

Academic Orthopedic Consortium

September 30, 2015

WHO WE ARE & WHAT WE DO...

## Market Leader Cold Therapy

**2<sup>nd</sup>** largest player in U.S. orthopedic bracing.

Partner to **6,000** orthopedic surgeons.

Work with **90%** of the **1,700** Integrated Delivery Networks.

Provide solutions to over **1 MILLION** patients every year.

WHY WE DO IT...

We're passionate about  
**TIME WELL SPENT**

Getting patients better, faster.

High quality products that reduce staff burden.

Spending more time with patients for better care.

Getting home for dinner.

HOW WE DO IT...

Streamline the **orthopedic episode** through interconnected solutions and innovative products that challenge the status quo.

Result...

*Lowering costs, improving profitability, creating better outcomes and enhancing the patient experience.*



# THE ORTHOPEDIC EPISODE



# THE ORTHOPEDIC EPISODE: IDEAL

HURT  
DIAGNOSIS  
INVESTMENT



HEALTH  
OUTCOMES  
INCOME

# TIME **NOT** WELL SPENT



## Documentation vs. Patient

**Care** now spend 20 hrs/wk on pre-authorizations.

- 43% time with EHR vs. 28% with patients.
- MDs click 4,000 times per day in EHRs.

## Reimbursement

**S** 50-70% real \$ decline in reimbursements since 1992.

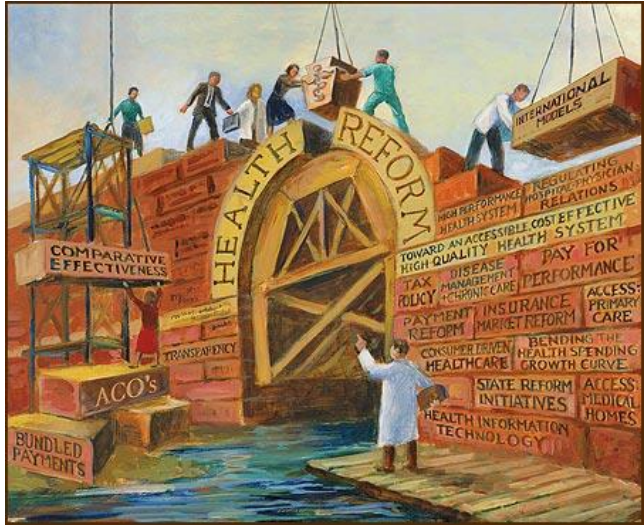
- ICD-9 to ICD-10 claim denial increase 100-200%.

## Costs to

**Administer**

continue to rise at 2X consumer price index

# ACADEMIC ORTHOPEDIC DEPARTMENT



## Challenges

- Declining Clinical Receipts
- Increase Cost: Clinical, Faculty, Research
- Changing Healthcare Payer Landscape
- Reduction in Academic/Educational Grants

Business Solutions Strategy to provide Academic Orthopedic Departments with 1) ancillary revenue opportunities 2) improve processes and efficiencies (cost improvement) 3) track and influence outcomes

# Compliant and patient focused program providing total control of the delivery of DMEPOS to your patients in the clinical and post-surgical setting

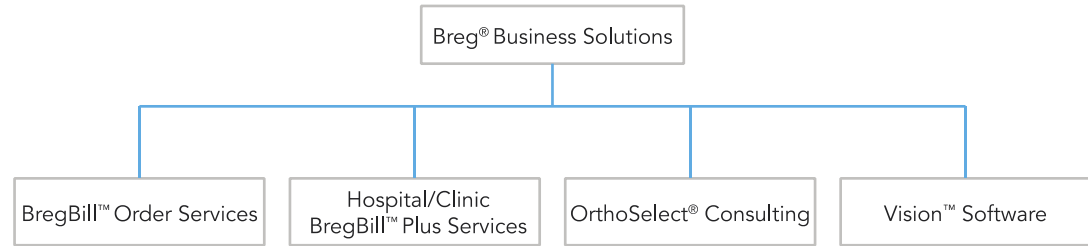
Result...

*Enrich continuity of care, enhance patient experiences/outcomes, and new revenue stream from items/services currently prescribed in your facility.*



# TIME WELL SPENT: SERVICES AND CONSULTING

Customizable DMEPOS workflow solution to lower costs and improve profitability.



# REFERENCES...

# TIME WELL SPENT: AOC Members with Breg Business Solutions Experience

Washington University Orthopedics

Midwest Orthopaedics at Rush

UF Health Orthopaedics and Sports Medicine Institute

Duke University Sports Medicine



**THANK YOU!**



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