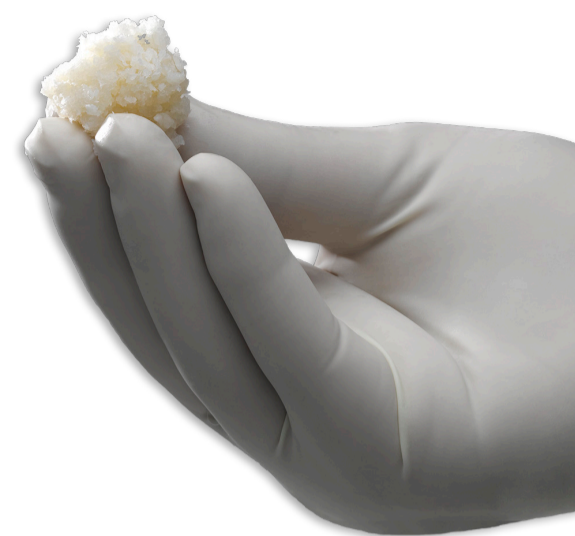


VALUE ANALYSIS:

ViviGen[®] vs. rh-BMP2

Cellular Bone Matrix



WHAT DOES GOOD BONE GRAFTING LOOK LIKE?

Successful bone healing requires the following three properties:

Osteoconductive scaffold ▪ **Osteoinductive signals** ▪ **Osteogenic cells**

These three properties are inherent to autograft;
the definitive gold standard in bone grafting.

What does a **ViviGen** bone graft provide?

A complete bone graft by providing those same properties found in autograft.¹

rh-BMP2 has been proposed as an alternative to autograft.

What does INFUSE[®] provide?

INFUSE provides a highly osteoinductive signal; BMP-2.²

	Scaffold	Signal	Cells
ViviGen	+	+	+
Autograft	+	+	+
INFUSE ²	+	+	-
Demineralized Bone Matrix (DBM)	+	+	-

PREPARATION

ViviGen³

- <5 minute thaw
- When ready to implant; remove cryo-preserved solution
- Optional D5LR rinse
- Graft is ready to implant in <6 minutes from start to finish



ViviGen's quick prep time optimizes product availability in an OR setting.

INFUSE⁴

Allow time for preparation and an additional 15 minutes for the rhBMP-2 to bind to the collagen sponge

- Reconstitute the rh-BMP-2 vial
- Withdraw the liquid reconstituted rhBMP-2 from vial
- Distribute reconstituted rhBMP-2 on the provided collagen sponges



INFUSE requires +15 min. prep and incubation time before implantation.

VALUE PROPOSITION:

ViviGen List Fees

Size	List Fee
1 cc	\$582
5 cc	\$2,653
10 cc	\$4,838
15 cc	\$6,034

ViviGen Formable[®] List Fees

Size	List Fee
Small	\$713
Medium	\$3,248
Large	\$5,921
X-Large	\$7,386

INFUSE Fee Data⁵

Size	List Fee
0.7 cc (XX Small Kit)	\$950
1.4 cc (X Small Kit)	\$2,475
2.8 cc (Small Kit)	\$3,589
5.6 cc (Medium Kit)	\$4,998
8.0 cc (Large II Kit)	\$5,569
8.0 cc (Large Kit)	\$5,569

A theoretical snapshot based on market data of ViviGen units using either INFUSE pricing or ViviGen pricing. The hospital can expect to see considerable cost savings based on a direct fee comparison.⁵

ViviGen Usage @ INFUSE Fees	Units	rh-BMP2	ViviGen	% Difference
BL-1500-001	19	\$47,025	\$10,640	77%
BL-1500-002	56	\$279,888	\$120,432	57%
BL-1500-003	64	\$356,416	\$297,600	17%
BL-1500-004	15	\$83,535	\$87,000	-4%

References

1. ViviGen Brochure 68-40-234
2. Bone Grafting Options. Medtronic. MLITBGDCAT611, 2011
3. ViviGen IFU 63-0146
4. INFUSE Bone Graft rhBMP-2/ACS Instructions for Prep and Surgical Application Medtronic LITINFTRPH7 IRN3943/106 REVIRN10819/117
5. Q2 Metrics Data 2015-2016



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