



## INTEGRATED REGIONAL NETWORK OF PHYSICIAN-OWNED PERSONALIZED/REGENERATIVE MEDICINE CENTERS

September 2019

### SUMMARY

Clinical, scientific and financial participation by accredited Member Physicians in two related entities, which together provide the framework for substantial practice growth, additional revenues and long-term equity value:

- A company -- separate from the Member Physician's professional corporation -- which provides non-clinical Services supporting the delivery of evidence-based, regulatorily-compliant procedures. (An "Affiliated RMCE"<sup>1</sup>.)
- A holding company providing centralized support services to a regional Network of Affiliated RMCE's. ("Services Co.")

Together, this Network allows Member Physicians to (i) maintain independence, (ii) focus on patient care, (iii) retain surgical/procedure fees, (iv) benefit from significant revenue streams typically unavailable to them, and (v) build enduring equity value in well-managed healthcare companies possessing strong growth potential.

### BENEFITS TO MEMBER PHYSICIANS

Specific benefits enjoyed by Member Physicians include:

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| ➤ Exploiting powerful trends in healthcare delivery.                                  | ➤ Materially reduced business costs.   |
| ➤ Share in "facility fees" and other non-clinical revenue streams.                    | ➤ Substantial, growing equity value.   |
| ➤ Burden-free collection, use and monetization of "real-world evidence". <sup>2</sup> | ➤ Product incubation and monetization. |
|   | ➤ Professional education, advancement. |
|   | ➤ Meaningful collaboration with peers. |

<sup>1</sup> A Regenerative Medicine Center of Excellence. For more information on the nature and advantages of an RMCE, see [here](#).

- Premium branding and other competitive advantages.
- Deep patient engagement, satisfaction.

## SERVICES

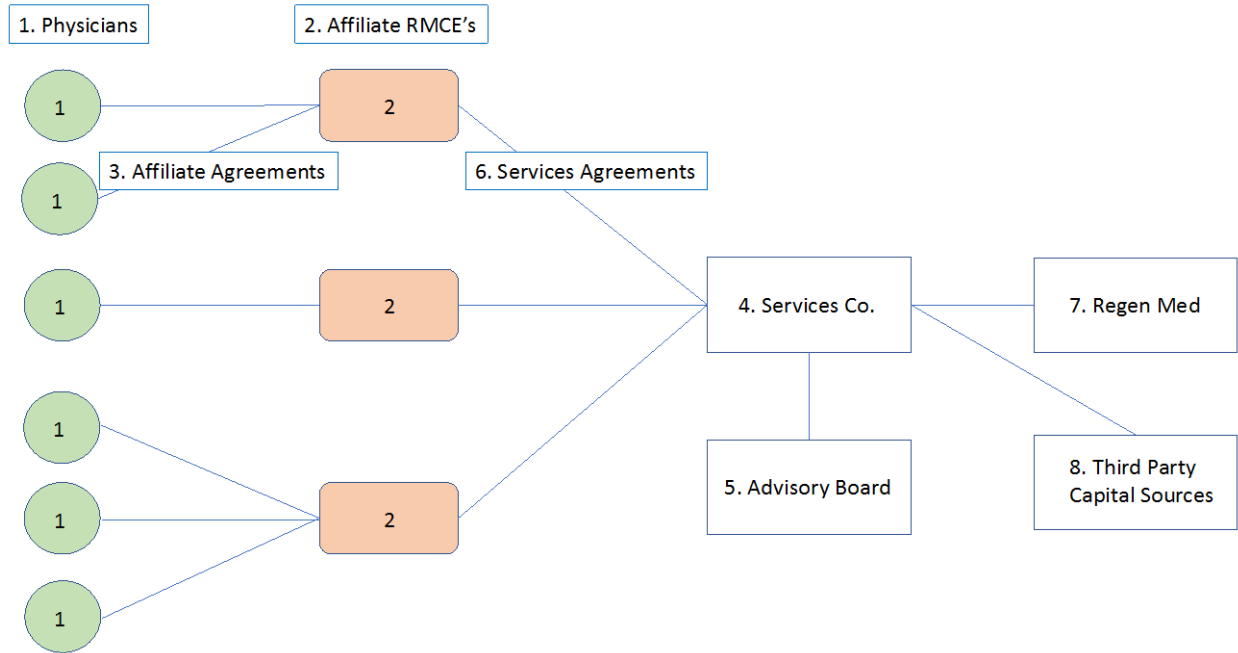
The Network structure is designed to separate patient care from the manifold Services required to deliver that care properly in today's environment. While retaining full ownership of the former, a Member Physician benefits from the management and delivery of the latter by a professionally managed entity in which he or she participates financially. Examples of the Services provided by an Affiliated RMCE, through Services Co., include:

- An independent, qualified and respected Clinical/Scientific Advisory Board ("C/SAB") which supports Affiliated RMCE certification, design of evidence-based procedural protocols and similar matters.
- Detailed Business Plans, including corresponding legal structuring, financial reporting and similar administrative matters.
- Personnel, IT and other costs associated with cell and tissue characterization, clinical evidence collection, post-clinical outcomes data collection, indication- and procedure-specific registry maintenance, customized patient reports.
- Global collaboration with other practitioners on private studies.
- Customized patient educational materials.
- Seminars and other educational and training events for HCP's and patients.
- Development of supplemental revenues lines.
- Assistance with preparation of journal articles, presentations, study designs.
- Improved negotiating position with vendors and study sponsors.
- Coordinated interaction with regulators, payers, and other constituencies.
- Registries aggregating de-identified clinical and outcomes data.
- Exchange of best practices, professional collaboration opportunities and protocols.

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<sup>2</sup> See [here](#) for materials on the recognized importance for regulators, providers, payers and patients of real-world data and real-world evidence.

**STRUCTURAL COMPONENTS OF THE NETWORK**



**Legend**

1. A Member Physician or his/her professional company. May acquire interests in Services Co.
2. An Affiliated RMCE, owned by Services Co. and one or more Member Physicians.
3. Operating Agreements among Affiliated RMCE shareholders.
4. Services Co., a limited liability company providing the Services to one or more Affiliated RMCE's.
5. Clinical/Scientific Advisory Board.
6. Managed Services Agreement between Affiliated RMCE and Services Co.
7. Regen Med. Responsible for organization and funding of the Services.
8. Third-party capital sources, supporting expansion opportunities for Affiliated RMCE's.