Deuk Spine Institute’s
Guaranteed Spinal Surgery
Outcomes
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Deuk Spine Institute
Surgery Center of Viera
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Deuk Spine Institute
• Multispecialty
  • Spine surgeons, orthopedic surgeons, IPM, physiatry, primary care, therapy
  • Diagnostic Imaging: open MRI, X-ray, EMG-NCS, Discography
• Orthopedic Urgent Care
• ASC
• Over 100,000 patient visits last 5 years
• State of the Art - spine care

Deuk Spine Institute
• Founded 2004
• Florida’s Space Coast (city of Melbourne)
• Mission: Curing chronic back & neck pain with the safest, most effective treatments in the world.
• International Medical Destination for Spine Surgery
• Over 2,500 procedures per year
• Deuk Laser Disc Repair®
  • 95% cure back or neck pain, radiculopathy, spinal stenosis, bulging discs
Deuk Laser Disc Repair®

- Full endoscopic spinal disc repair
- Replaces the following surgeries:
  - Laminectomy, discectomy
  - Spinal fusion or artificial disc
- New laser assisted disc repair surgery
- Peer reviewed & published: *Surgical Neurology International*
- FDA approved
- 95% elimination pain and radiculopathy
- Exclusively offered at Deuk Spine Institute

NO FUSION!!
7 mm
Laser Back Surgery - smallest incision & fastest recovery

Endoscopic view: inside disc looking posteriorly at the annulus
Cervical Disc Herniation

- Disc Herniation & Bulges
- Neck & Arm Pain
- Numbness & Paresthesias
- Headaches

Peer Reviewed & Accepted

- FDA approved
- Peer Reviewed Publications
- No Hospitalization
- No complications to Date
- Performed for last 6 years
- Outpatient
- No fusion or implants
- 95% elimination of PAIN
It's the New Alternative to Spinal Fusion

- Lower Cost
- Fastest Recovery
- Less pain & suffering

Patient is back to life and work in 1 to 3 days!

Deuk Laser Disc Repair®

Patient Reported Resolution (%) of Preoperative Symptoms

Mean = 94.6% (n=66)
Pre-operative Symptoms

<table>
<thead>
<tr>
<th>Symptoms</th>
<th>Number of patients (n)</th>
<th>Prevalence (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Neck pain</td>
<td>66</td>
<td>100</td>
</tr>
<tr>
<td>Arm pain</td>
<td>42</td>
<td>63</td>
</tr>
<tr>
<td>Vertebral symptoms</td>
<td>53</td>
<td>80</td>
</tr>
<tr>
<td>Headaches</td>
<td>45</td>
<td>60</td>
</tr>
</tbody>
</table>

*These figures may vary for each patient.*

Complications

- New Neurological Deficit: 0
- Surgical Site Infection: 0
- Osteomyelitis: 0
- Wound Infection: 0
- Mortality: 0
- ER or Hospital Admission in 30 days: 0

NO FUSION!!

7 mm
Deuk Laser Disc Repair®

- 66 consecutive patients
- Symptomatic HNPs or Bulging discs
- 1 or 2 levels
- Results:
  - 95% resolution of pain and radicular Sx
  - 50% had 100% resolution of Sx
  - No complications
  - No conversion to ACDF
  - No hospitalizations

Surgery Center of Viera

- Spine, Orthopedics, Pain Management 12,000 sf ASC
- Operating Rooms (3 OR and 2 procedure rooms)
- Discharge by midnight
- AAAHC Accredited & Medicare Certified
- 28 spinal fusions year 1 (June 2014- June 2015)
  - No complications, no transfers, no reportable incidents
  - Avg operative time = 2.2 hrs
  - Avg. PACU time = 3.7 hrs
  - Total Facility time = 8.4 hrs (from sign in to discharge)
The Healthcare Network

- Surgeon
- Anesthesiology
- Surgery Center
- Nursing
- Urgent Care Center
- Local Hospital (complication management)
- Pharmacy/Home medications
- Diagnostic Imaging
- Therapy
- Primary Care
- Pain Management (IPM)

Procedures Covered by Warranty

- Spinal Fusions — 90% elimination pain
  - Anterior Cervical Discectomy & Fusion
  - Lumbar Fusion/Arthrodesis
  - Lumbar Instrumentation
- Deuk Laser Disc Repair® — 95%
  - Cervical & Lumbar disc repair
  - Laser spine surgery

What do we Guarantee?

1. Patient will be pain free after fusion or DLDR.

   Surgery performed will eliminate back pain, or
   Surgery performed will eliminate neck pain.

2. Any residual back or neck pain will be treated at no additional cost to patient or insuror.
What do we Guarantee?

3. If complications occur they will be treated at no additional cost to patient or third party payer.

Essentially, if the spinal surgery performed (fusion or DLDR) does not eliminate the patient’s pain, Deuk Spine Institute will provide all additional treatment at no cost to patient or third party payer for the term of the warranty.

Services Included in Warranty

1. Post-operative Pain Management
   • Medication for pain, muscle spasm, patches, creams, injections etc
   • Interventional pain Management Procedures
     • ESI, Facet injection, Rhizotomy, sacroiliac joint injection, piriformis muscle injection
     • Spinal cord stimulator trial and permanent implant with paddle leads

2. Nursing
   • Home nursing if needed

3. Therapy
   • Physical therapy, chiropractic, medical massage, occupational therapy
   • Rehab facility

4. Diagnostic Imaging
   • Open MRI, CT scan, X-rays, EMG-NCS, discography

5. Office visits (unlimited)

6. Additional Surgery
   • Adjacent segment disease, hardware failure, infection, failed fusion, etc

7. Hospitalization
   • Serious post-operative complications, pneumonia, CAD, etc

8. DME
   • TLSO, back or neck braces, bone growth stimulator
Term of Warranty

• 1 year increments
• 1 year up to lifetime
• Term of warranty must be specified by payor prior to the covered spinal surgery
• Workers comp- lifetime (?), “own the injury”

Cost of Warranty

• Standard: Included in cost of surgery
  • First 1-3 years (patient/surgery specific)
  • Additional years at roughly 10% of total surgical cost per year of additional coverage
• Bundling of surgeon, anesthesia, facility and DME charges
Parties to Warranty

- 3 parties participate in warranty:
  1. Patient undergoing spine surgery
  2. Payor (insurer or TPA or WC carrier)
  3. Providers (Deuk Spine Institute & ASC)

- Three party contract – enforceable agreement
- Guarantying patient satisfaction with pain relief is the objective.

Patient’s Perspective

- Patients want:
  1. Elimination of back pain after surgery
  2. No complications
  3. No additional cost to them (no financial risk of ongoing care if surgery fails)
  4. Immediate access to high quality care
     - Same day appointments and diagnostic imaging
     - Immediate treatment (therapy, injections, medication, nursing, etc.)
     - Not have to wait for insurance authorization/approval
  5. No ongoing treatment (pain needs to be fixed, not managed)
  6. Minimal time off work/intrusion into personal life from treatment

Spine Institute Goals

1. Fix patient's back or neck pain with one surgical treatment...guaranteed!
2. Reduce administrative costs
   - Insurance authorizations, peer to peer, appeals, denials of payment
   - Billing & Collection efforts
   - Legal fees
3. Eliminate barriers to treatment (insurance auth process or denials)
4. Avoid unnecessary/ineffective treatment
5. Getting paid quickly and correctly for surgical services rendered
Workers Comp

• Insurer “owns” the spinal injury.
• Insurer must pay for all care related to injured spine…indeﬁnitely!
• Many spine injuries require years of treatment, surgery and then additional treatment.
• Cost to insurer is $100,000 to $500,000+ per claim with no cap on potential “loss” to insurer.
• Warranty caps insurers liability by transferring ﬁnancial risk after surgery to Spine Institute. The Institute assumes all risk for future treatment of spine after surgery. Institute motivated to ﬁx spine problem. This is in patient and insurers best interest.

Warranty Summary

• Covers Spinal Fusion and DLDR surgeries performed at Surgery Center of Viera.
• First year included in price of surgery.
• Guarantees patient will be pain free for term of warranty or all additional treatment is provided at no cost to patient or insurer.
• Includes injections, therapy, DME, additional spinal surgery, medication, DI, etc
• Post-operative complication treatment is covered by warranty.
• Patients receive all warranty care in Deuk Spine Institute Network of providers.
• Eliminates need for authorizations, denials, appeals.
• Treatment can be provided immediately with no delay due to insurer.

Thank You

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