



STATEMENT OF CAPABILITIES

About IPG

Our Story: As the leading provider of Surgical Cost Management Solutions in the US, IPG is delivering on its mission of improving the quality and affordability of surgical care.

The \$155 + Billion Medical Device Market is highly fragmented and many players in this rapidly growing market sometimes have misaligned and competing incentives and priorities. This is why such significant cost variation exists when it comes to surgical care. Additionally, the selection of the specific device and the location where the procedure is performed dramatically impacts the total cost of care. This all leads to higher than necessary surgical costs. IPG works closely with their health plan partners to provide transparency on surgical costs, robust analytics and the necessary device and site of care expertise needed to better navigate and manage this

complex and growing area of healthcare. With IPG's programs, patients receive more affordable, high quality surgical care. IPG works with the leading national and regional health plans across the country, representing over 100 million lives. We have partnerships with thousands of surgery centers and hospitals nationally, and a breadth of contracted device manufacturers covering virtually all devices.

When a surgical procedure with an implant is performed, such as a knee replacement, rotator cuff repair or spinal fusion, IPG aligns incentives and provides in-depth analytics, expertise and solutions that assist in driving the right device selection, at the right cost and at a more cost effective and high-quality site of care, resulting in improved quality while significantly reducing surgical costs for health plans and their members.

Click below to watch our company video.



Driving surgical affordability and quality through active medical device management and site of care optimization.



Lower Device Cost



Cost Effective Device Selection



Site of Care Optimization



Improved Surgical Costs and Care

History: A privately held company, headquartered in Atlanta, IPG's investment partners include Sequoia Capital (majority shareholder), and Camden Partners. IPG was awarded 5th place on Forbes magazine's list of "Americas Most Promising Companies", and has been named to the Inc. 5000 list for seven years running. Founded in 2004, IPG is the clear leader in Surgical Cost Management solutions. Our value proposition has been validated by our large and growing health plan

and facility customer base. IPG's solutions bring value to partnering surgeons, facilities, device manufacturers and health plans who work together to deliver quality, affordable surgical care for patients.

IPG's solutions center on improving quality and affordability of surgical care by reducing device costs and optimizing the most cost effective, high-quality site of care.

Procedure Types

Orthopedics

- Sports Medicine
 - Soft Tissue Repair (ACL, Rotator Cuff)
 - Arthroscopy
- Internal Fixation
- External Fixation
- Joint Replacement
- Osteotomy

Neurosurgical

- Spinal Fusion
- Disc Arthroplasty
- Neurostimulation

Cardiovascular

- Pacemakers
- Defibrulators
- Stents

Ophthalmology

- Cataract Surgery
- Glaucoma Surgery

ENT

- Ear (Cochlear Implantation, Ear Tube Surgery, etc.)
- Sinus (Functional endoscopic sinus surgery – FESS)

Integumentary

- Reconstructive Surgery
- Wound Treatment

Digestive

- Bariatric Surgery
- Reflux Surgery

Urological

- Voiding Dysfunction
- Genital Trauma / Reconstruction

General Surgery

- Hernia Repair
- Abdominal & Gastrointestinal Surgery



We cover the full spectrum of implantable devices, biologics and other covered tools and supplies that may be part of the patient's surgical procedure.

Our manufacturer network includes access to over 16,500 devices.

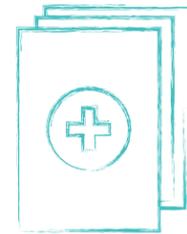
Our Clients

We work with health plans, facilities, surgeons and device manufacturers to provide implantable devices, biologics or other covered tools and supplies that may be part of the patient's surgical procedure.

Health Plans

We deliver lower surgical costs to our health plan partners through device management and site of care solutions that are complementary to your existing clinical cost management, network management and reimbursement programs.

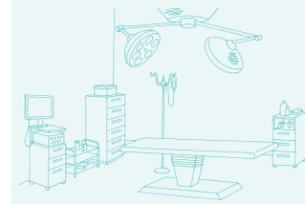
- Access to deep device expertise and experience
- Delivery of device and site of care savings
- Supportive of cost of care goals and network strategy
- No administrative costs
- Simplified and easy to implement contracting process
- A cost management solution that is a true health plan - provider partnership



Facilities

With a large national footprint and a 98% facility satisfaction rate, we partner with leading health plans, surgeons and surgical facility partners to deliver high quality care to patients.

- No device risk for high cost implants
- Improved cash flow
- Enhanced surgeon recruitment
- Ability to perform higher acuity cases
- Revenue generation from new procedures and increased volume



Surgeons

We enable surgeon collaboration and engagement with our health plan partners to reduce costs for their patients while supporting value-based care delivery.

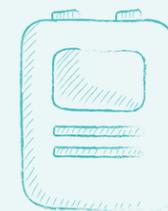
- Increased Value-based Reimbursement
- Maintain Product Selection
- Surgical Group Incentives
- Lower Costs for Patients
- A more significant impact on making surgical care more affordable



Manufacturers

Working closely with IPG, we facilitate access to our clients, increase your market share and enable you to be a part of the value cost solution.

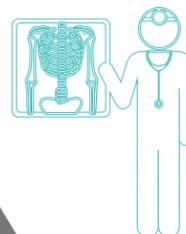
- You become a part of the value solution with the health plan
- Increased market share
- Levels the playing field and removes barriers to entry
- Creates highly efficient new distribution channel
- Promotes value-based care delivery



Patients

Deductibles and co-insurance are rising. Since IPG lowers the total cost of your surgical procedure, we also lower your out-of-pocket costs. IPG also handles the billing, coordination, and reimbursement of the surgical devices used in your procedure which helps your facility focus more on providing you with the best care and focus less on the administrative work. A win-win!

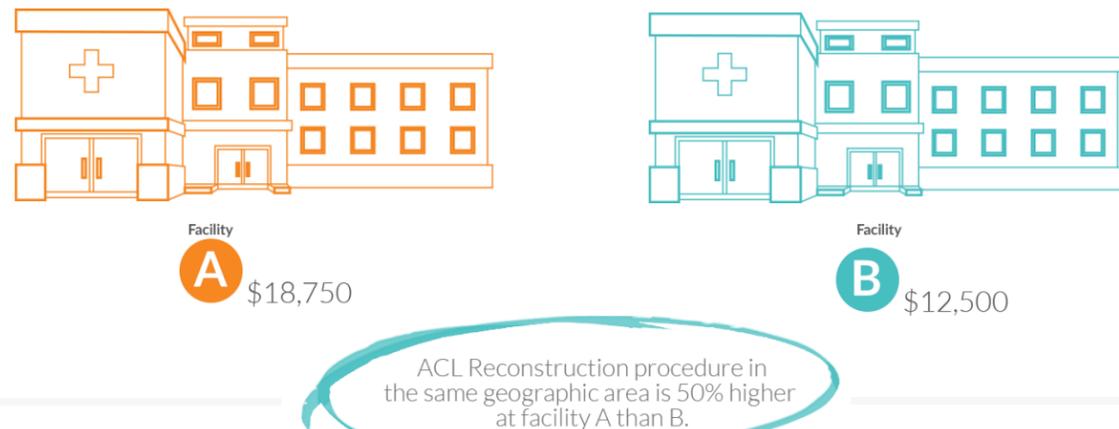
- Lower Out-of-Pocket Costs
- High Quality, Affordable Care



Cost Savings

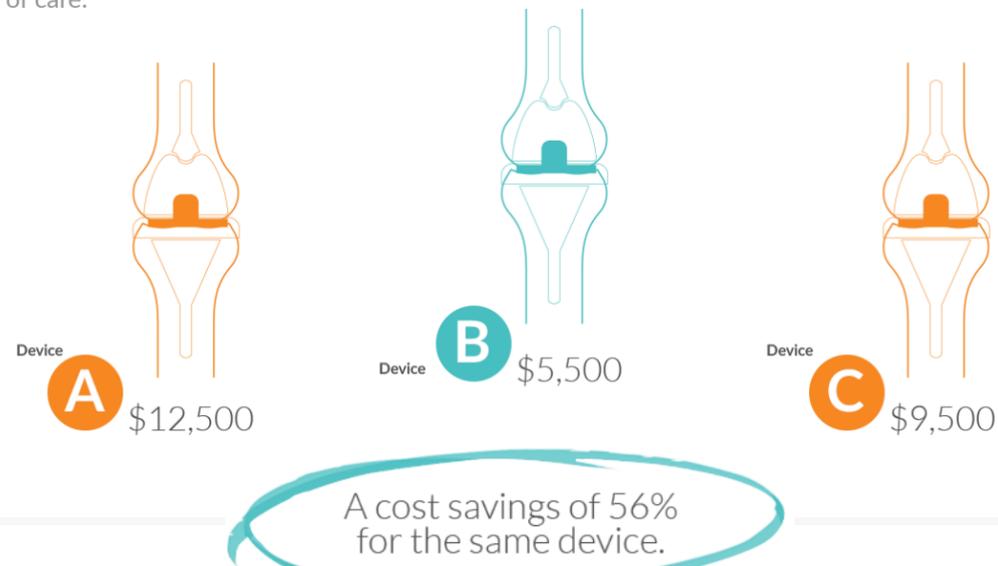
Price Variation by Site of Care Example:

In this example, the cost for an ACL Reconstruction procedure in the same geographic area is 50% higher at surgical facility A than B. In addition to device savings, our model also generates significant and immediate savings by ensuring that the procedure is performed at a high quality and affordable site of care.



Price Variation by Site of Care Example:

In this example, the cost for an ACL Reconstruction procedure in the same geographic area is 50% higher at surgical facility A than B. In addition to device savings, our model also generates significant and immediate savings by ensuring that the procedure is performed at a high quality and affordable site of care.



Industry Awards and Accolades

We are extremely proud to have been recognized for the success and growth of our business by so many notable organizations. It is a privilege to be on Forbes magazine's list of "Americas Most Promising Companies" and on the Inc. 5000 list for seven years running.



98% Healthcare Provider Satisfaction Rating

Covering over 27 Health Plan Markets
Representing Over 100 Million Lives

What Clients are Saying About IPG

"We needed a strategy to focus on maximizing patient value through the alignment of clinically appropriate surgical services at the most cost-effective site of care. This approach helped us stabilize our premium trend and lowered our out-of-pocket expenses for our members, all while maintaining clinical quality."

*- Director of Network Contracting and Strategic Development
(Health Plan Partner)*

"IPG has enabled the physicians who practice at CSSC to bring many more cases to CSSC. As a result, CSSC's case volume for spine procedures, rotator cuff repairs, uni and total knees and other cases with high implant costs have increased since we began working with IPG.

As a result, our patients have saved money vs. the hospitals, our physicians have saved time, and we expect that the insurance companies ... are also saving money compared to surgeries that are performed at the hospitals."

*- Anthony Knapp, Manager
California Specialty Surgery Center
(Facility Partner)*

"For the first time in 23 years as a physician I am not only able to help my patients choose the best treatment for their problem, I'm also able to help them find the most cost-effective way to provide that care. This is really an opportunity for not only ASCs but hospitals and their physicians as well to collaborate with all parties to bring lower cost, high quality care to consumers."

*- Orthopedic Surgeon
(OrthoCarolina - Charlotte Surgery Center)
(Surgical Partner)*

"Being part of the IPG Manufacturer Network has allowed our sales team a new-found access to key decision makers in accounts where we previously had no presence. We are always looking for a competitive advantage and our partnership with IPG has provided us that benefit."

*- President, Advanced Medical Technologies, Inc
(Sports Medicine Distributor)
(Manufacturer Partner)*



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