

# Optimizing Clinical and Cost Effectiveness in RF with Innovative Solutions

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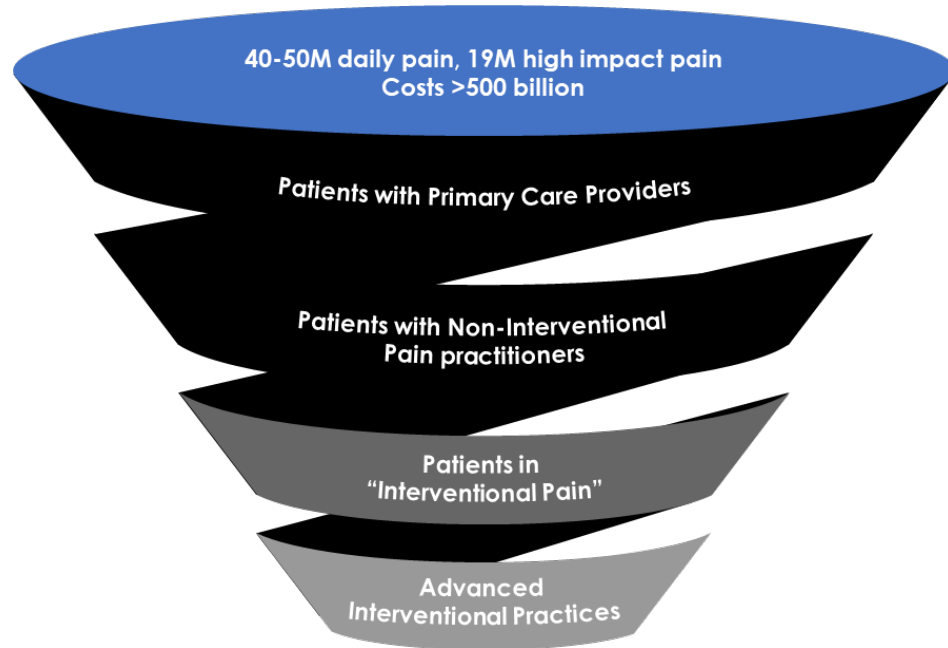
# Disclosures

Louis Raso, MD

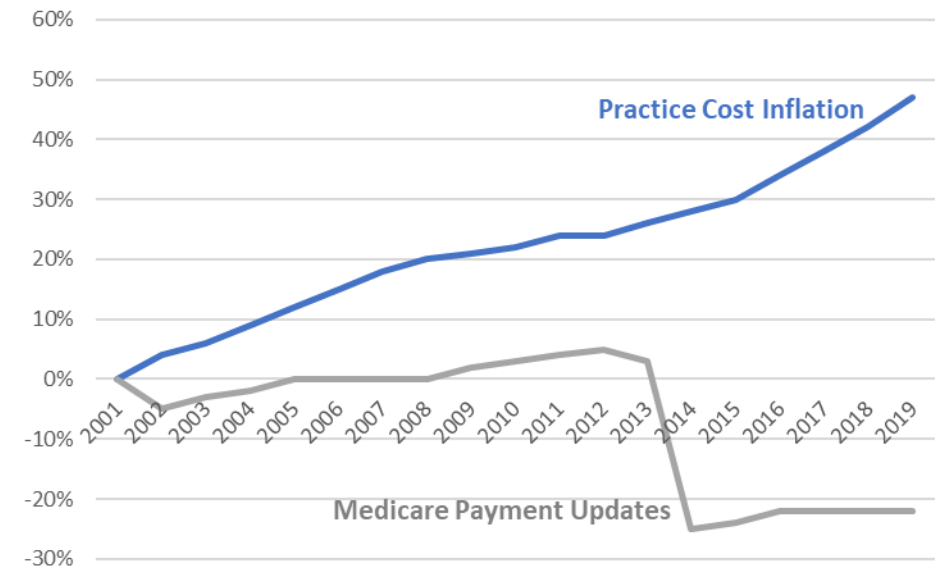


- Boston Scientific: Speakers Bureau
- Aurora Spine: Speakers Bureau and Stockholder
- Surgentec: Speakers Bureau, and Royalties
- FloSpine: Speakers Bureau, and Royalties

# Current Challenges for Pain Management Practices



Most pain patients **never see a pain specialist**



**Rising costs and lowering reimbursements**

# Optimizing Clinical And Cost Effectiveness for Pain Management Practices



**Identify  
More Patients**

**Standardize Recommended  
Techniques**

**Use Advanced  
RF Equipment**

# Optimizing Clinical And Cost Effectiveness for Pain Management Practices



Identify  
More Patients

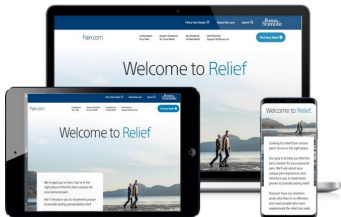
Standardize Recommended  
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Use Advanced  
RF Equipment



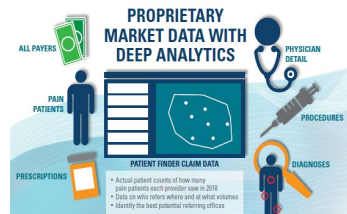
Technology Solutions: Partner with medical device companies to utilize their digital outreach programs

Pain.com  
Physician Locator



Pain.com with SEO allows  
more patients to find you

PatientFinder



Unlock Referral opportunities  
with proprietary local data  
analytics

Online Digital Toolkit



Office Digital Toolkit to  
drive local awareness

Virtual Education  
Events



Virtual Therapy Awareness  
Events

# Optimizing Clinical And Cost Effectiveness for Pain Management Practices



Identify  
More Patients

Standardize Recommended  
Techniques

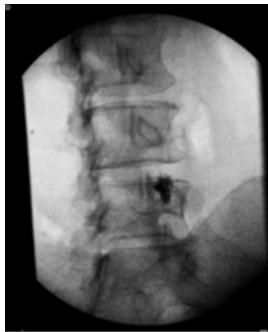
Use Advanced  
RF Equipment



Consensus Practice Guidelines: Implement RF techniques recommended by >15 academies and societies

## Diagnostic Blocks for Effective Treatment

50% Pain Relief w Single Block  
VS  
80% Pain Relief w Dual Blocks

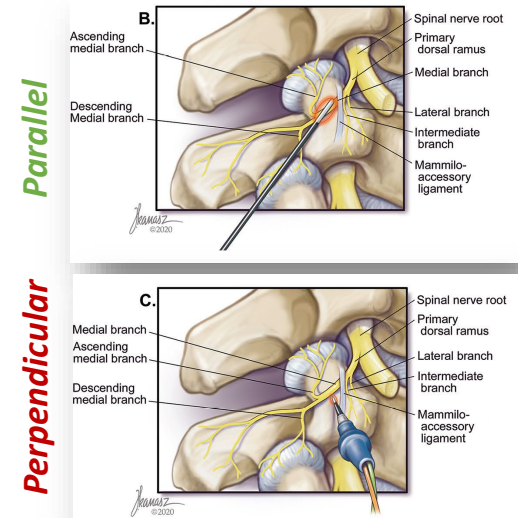


## Large Gauge Cannulas



18G or 16G

## Parallel Trajectory



# Optimizing Clinical And Cost Effectiveness for Pain Management Practices



Identify  
More Patients

Standardize Recommended  
Techniques

Use Advanced  
RF Equipment



Advanced RF Systems: Improve efficiencies in the clinic using the most advanced equipment

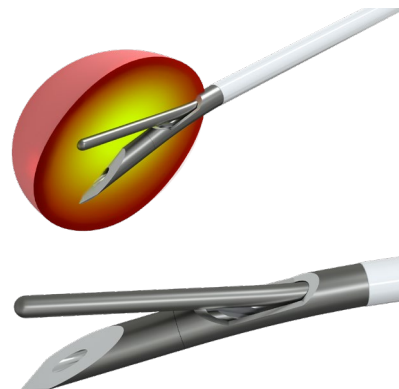
## Optimizing Workflow Efficiency

### Disposable Electrodes



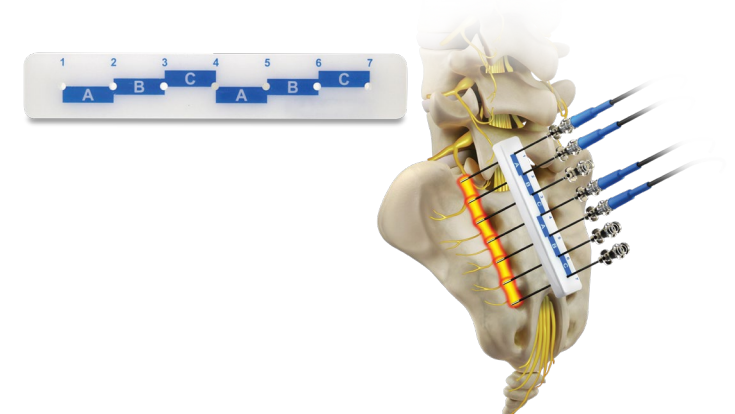
## Reduce Need for Multiple Lesions

### Specialty Cannula



## Reduce Procedure Time by 53% for SI Strip Lesioning

### Guide Blocks



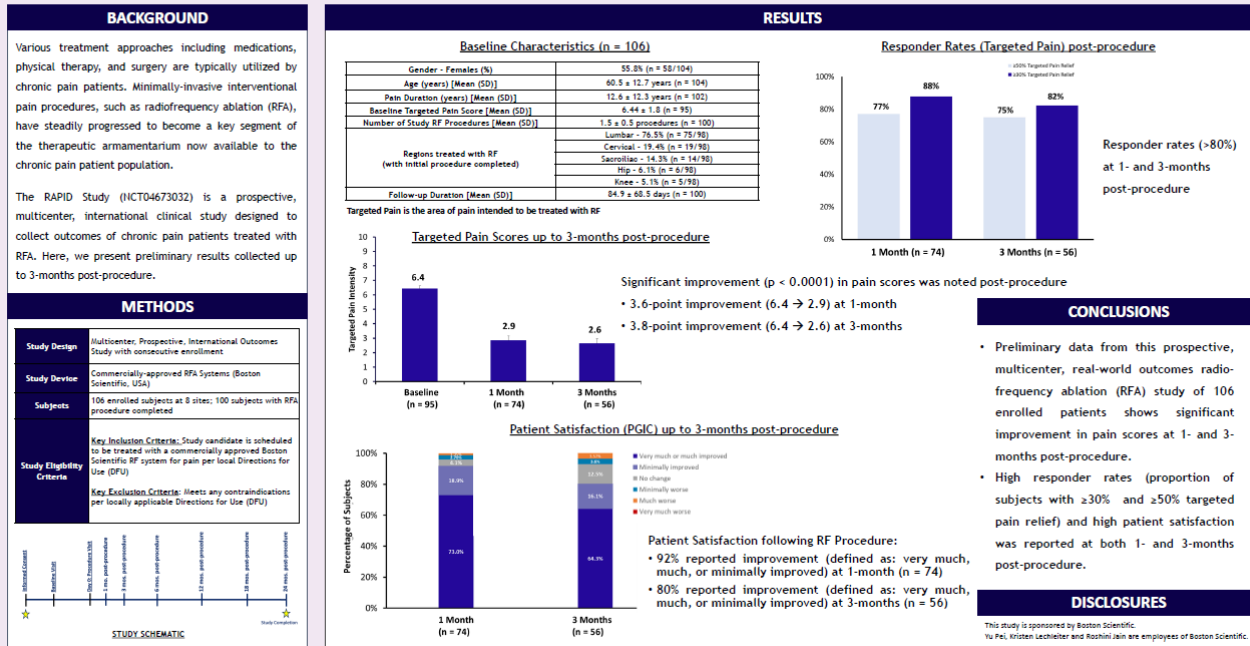
# Recent Outcomes



## RAPID: An International, Prospective, Multicenter Study of Radiofrequency Ablation Outcomes in Chronic Pain Patients

Joseph Attallah<sup>1</sup>, Bradley Holt<sup>2</sup>, Michael Danko<sup>3</sup>, Binit Shah<sup>4</sup>, Albert Singh<sup>5</sup>, David Provenzano<sup>6</sup>, Sherri Haas<sup>7</sup>, Maaz Iqbal<sup>8</sup>, Yu Pei<sup>9</sup>, Kristen Lechleiter<sup>9</sup>, Roshini Jain<sup>9</sup>

1. The Toledo Clinic, Toledo, OH USA 2. Tucson Orthopaedic Institute, Tucson, AZ USA 3. Premier Pain Treatment Institute, Loveland OH, USA 4. Carolinas Pain Center, Huntersville, NC USA 5. Quincy Medical Group, Quincy, IL USA 6. Pain Diagnostics and Interventional Care, Sewickley, PA USA 7. Twin Cities Pain Clinic & Surgery Center, Edina, MN USA 8. Elite Pain and Spine Institute, Mesa, AZ USA 9. Boston Scientific Neuromodulation, Valencia, CA USA



Preliminary data from the on-going RAPID study demonstrated excellent outcomes treating chronic pain from:

- Lumbar
- Cervical
- Sacroiliac (SI)
- Hip, and
- Knee Joints

## RAPID Prospective Study at 3 months

**80%**  
IMPROVEMENT  
Φ

**75%**  
RESPONDER  
RATE

Φ defined as very much, much, or minimally improved on the PGIC scale



# Summary



## Considerations for Efficiency:



- Identify more patients by using technology solutions in collaboration with industry partners
- Standardize and Optimize your Workflow for Maximum Efficiency using consensus guidelines
- Create Larger Lesions without Additional Equipment or Procedure Time
- Consider Going Fully Disposable using Disposable Electrodes and Cannula



Thank you