

TBS OSTEO

OVERVIEW AND BENEFITS



IMPROVE YOUR DXA BUSINESS

WITH THE MISSING LINK TO FRACTURE PREDICTION –

TBS OSTEO – YOUR REFERRING DOCTORS ARE ASKING FOR IT.

*TBS is now
reimbursable
- Jan 2022**

VALUE PROPOSITION FOR REFERRAL BASE:

- ◆ TBS Osteo is the missing piece your referring doctors need for a complete understanding of fracture risk
- ◆ Without TBS you are missing up to 30% of patients at risk¹
- ◆ Over 50% of patients with osteoporotic fractures have normal or osteopenic BMD values. These patients are underdiagnosed with BMD alone

VALUE PROPOSITION FOR YOUR DXA BUSINESS:

- ◆ **Financial:** Increase the value of your existing DXA practice: get more patient referrals and additional and new revenue
 - ▶ Stand-alone CPT code for reimbursement in the USA
 - ▶ Retrospective analysis - identify patients in risk groups and contact their referring physicians for earlier repeat scans
 - ▶ Patients are asking for it...enhancing word of mouth recommendations
- ◆ **Operational:** Fits seamlessly into your daily workflow
 - ▶ Easy to use and no additional hardware
 - ▶ No additional scan time and no additional radiation
 - ▶ Simple to interpret reports
- ◆ **Clinical:** Better patient care
 - ▶ Identify more patients at risk for fracture
 - ▶ Fine-tune therapy decision
 - ▶ Improve patient management



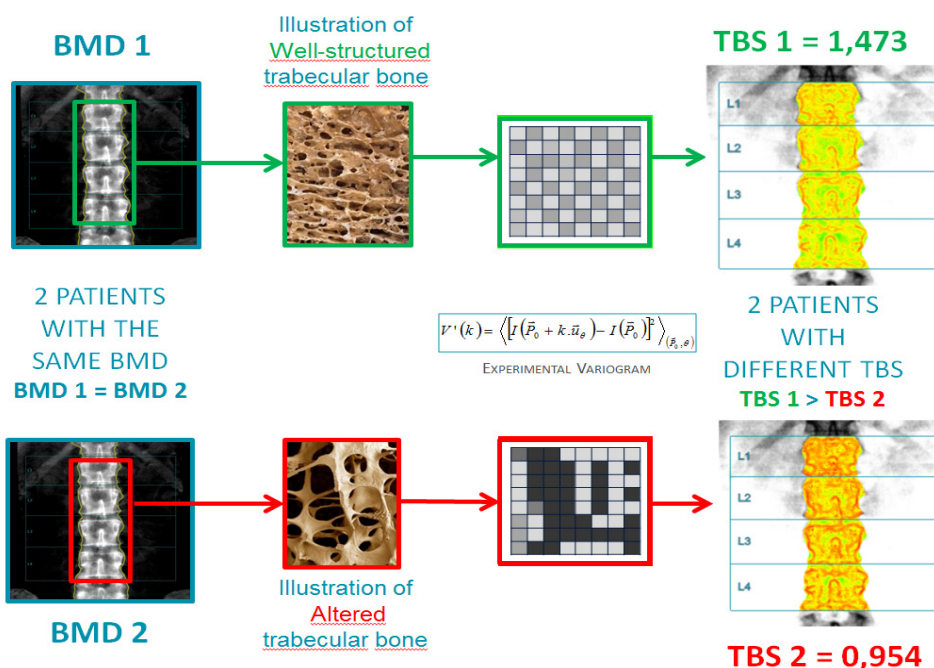
WHAT IS TBS OSTEO:

It is an advanced imaging software for your DXA scanner that complements the BMD analysis. TBS predicts vertebral and non-vertebral fracture in men and women independently of BMD, clinical risk factors and FRAX™ by adding the textural component reflecting the bone micro-architecture.

BMD=Quantity : TBS=Quality

PATIENTS WITH SAME BMD MAY NOT HAVE SAME RISK OF FRACTURE:

2 patients with different TBS = different therapy decisions



USE TBS OSTEO TO.....

- ◆ Analyze bone structure and recapture patients that would have been missed with BMD alone
 - ▶ **Osteopenic patients:**
The combination of TBS and BMD resulted in reclassification of 30% of patients who have been classified as osteopenic by BMD improving overall accuracy of patients at risk of fracture identification¹
 - ▶ **Patients with secondary osteoporosis** (caused by diabetes, glucocorticoid, breast cancer treatment, etc.): TBS relates to fracture risk better than BMD in certain circumstances
- ◆ Fine tune the patients' level of risk of fracture
 - ▶ Patients whose FRAX is close to intervention threshold
Osteoporotic patients with osteoarthritis (OA) of the spine as TBS results are less impacted by OA than BMD

*Dedicated CPT Code reimbursement in the USA

1. The Manitoba Study: Prospective study that aimed to elucidate the ability of lumbar spine TBS to predict future clinical osteoporotic fractures. Sample: 29,407 women age 50 or older at time of baseline in the Canadian province of Manitoba, mean follow-up time of 4.7 years. Hans et al. ,2011, J. Bone Miner. Res. 26.

For more information, please visit our website www.medimapsgroup.com

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CE Medimaps Group has been certified by BSI to ISO 13485:2016 under certificate number MD 715500.
TBS iNsight® is CE marked (CE 2727).

KEY FACTS ABOUT TBS OSTEO USAGE

- ◆ Available in more than 60 countries
- ◆ Over 20,000 clinicians are already using TBS in their daily clinical practice
- ◆ 20+ national and international guidelines have incorporated TBS
- ◆ Over 800 scientific publications about TBS
- ◆ 80% of DXA systems are compatible with TBS iNsight



TRY TBS OSTEO (iNsight) FOR FREE
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