



EMPOWER123

Turn your successful practice
into a successful business

Do you need assistance with...

- ✓ Navigating the DME industry?
 - Coding audit
 - Compliance
 - Coverage policies

- ✓ Managing your inventory?
 - Barcode scanning
 - Par-level driven replenishment
 - Extensive Reporting

- ✓ Submitting clean claims?
 - Interactive clinical forms
 - Proof of delivery forms
 - E-signature capabilities
 - Document upload storage

1. Consulting and Support

We promise easy – that's our goal and focus. The Empower123 team is trained in best practices throughout the DME industry. As we analyze your processes, systems and everything related to DME, we provide guidance that will streamline your DME business. And this doesn't end – we provide ongoing analysis, continuous support and access to decades of experience that will help drive the success of your DME program.

Consulting features include:

- Evaluation and implementation of dispensing opportunities – clinical, surgical, retail
- Assistance in Developing Compliance Policies
- Payer Coverage Policies
- Coding Audit
- DMEPOS Enrollment Assistance
- Documentation – Forms required and clinical dictation
- Mock Audit
- Össur R&R
 - Informative & Timely Blog
 - Workshops & Webinars
- Best Practices
 - Throughput Review
 - Inventory Management
 - Cycle Counts and Full Product Counts
 - Product Fairs
 - Product Consolidation
 - Billing
 - Denial & Appeal assistance
 - Rejections
 - 3rd party billing options

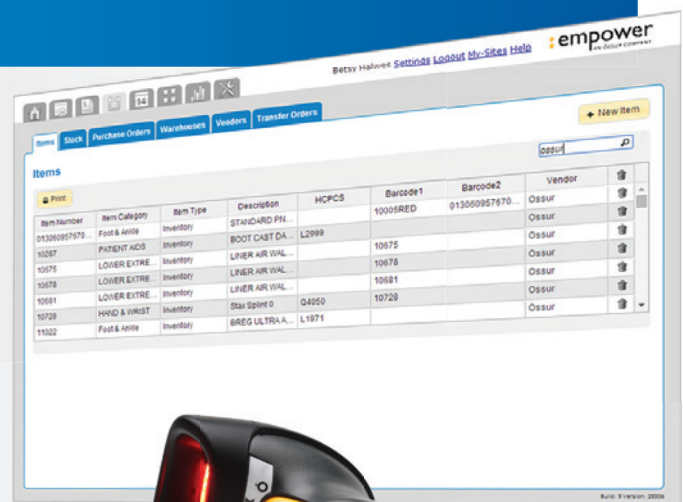
EMPOWER TEAM SUPPORT : Össur Empower partners have direct access to DME professionals and will receive ongoing DME updates and support for the life of the partnership.

2. Inventory Management

The Empower123 team will analyze your current practice and help streamline your inventory management process. Using the best practices from some of the most effective DME programs across the country, both the Empower123 inventory software and our team of experts will help make the inventory management process simple and efficient.

Inventory management features include:

- Barcode scanning
- Mobile access
- E-fax capabilities
- PAR level notifications
- Auto create and manage purchase orders
- Warehouse specific
- Track inventory on-hand and on-order
- Streamline process with many paperless functions
- Comprehensive reporting

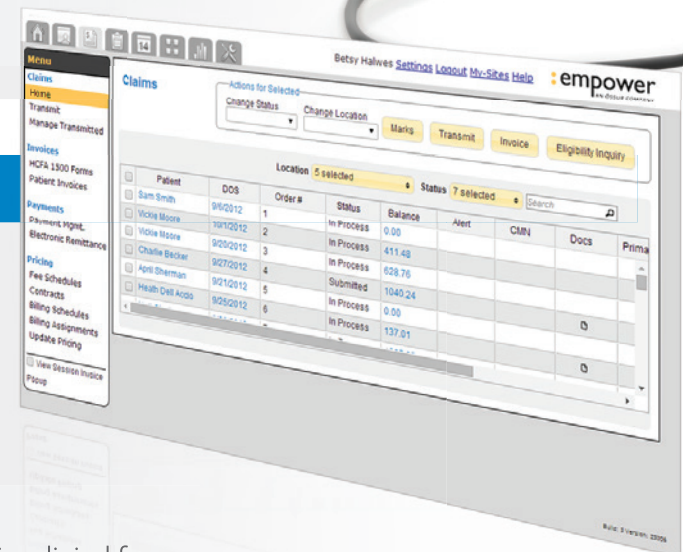


3. Billings Systems and Services

Empower123 provides the latest advances in software technology to support and manage your billing operations. The Empower123 team will help keep you up-to-date on changes to billing codes, rules and regulations so that you can focus on your practice. Again, we make it easy.

Billing features include:

- Electronic claims submission
- Real-time patient eligibility
- Document upload
- Print patient specific forms and track all LMN, ABN, delivery tickets
- Electronic signature capture
- Interactive clinical forms
- Voice dictation (supports 3rd party applications)
- Detailed Reporting Module
- 3rd party outsourcing options



For more information visit:
www.ossur.com/customer-service/empower123

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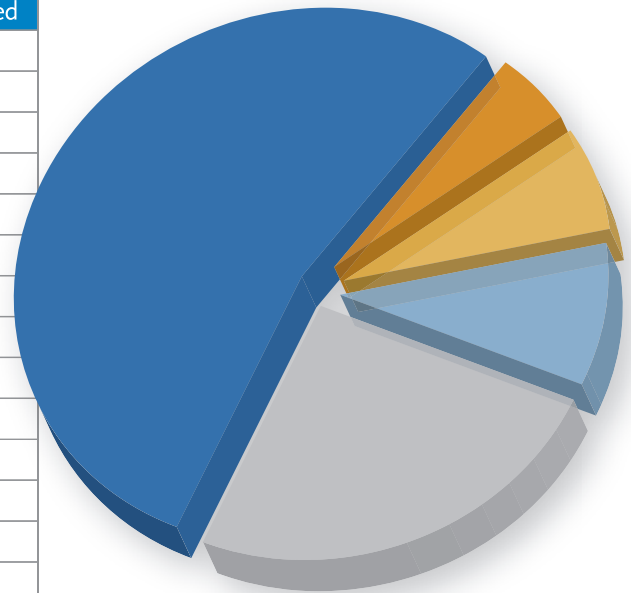
EMPOWER CASE STUDY

Assumptions:

5 physician, 2 location practice, medium dispensing volume

Average weekly dispensing rates:

Products	HCPCS	Current	Suggested
Static AFO	L4396	2	2
Non-Pneumatic Walking Boot	L4386	5	3
Pneumatic Walking Boot	L4360	5	7
Ankle Stirrup	L4350	1	1
Wrist Cock Up non-molded	L3908	6	6
Thumb Spica, prefabricated	L3807	3	3
Elbow with joint, prefabricated	L3760	1	1
Shoulder with abduction pillow	L3670	7	7
Shoulder abduct restrainer canvas	L3660	3	3
Hinged Ankle Brace	L1971	1	1
Lace-up Ankle Brace	L1902	5	5
Double Upright Functional OTS	L1845	0	1
Single Upright Functional OTS	L1843	0	2
ROM Knee Brace	L1832	5	7
Knee Immobilizer	L1830	5	3
Hinged Knee w/condyle pads	L1820	5	5
Rigid Lumbar, prefabricated	L0627	1	1
Cervical Collar, 2 piece	L0174	1	1
Cane	E0100	2	2
Crutches	E0114	5	5
Folding Walker	E0135	1	1



Calculations:

	Current Utilization	Suggested Utilization*
Total Estimated Annual DME Billing	\$567,883	\$764,708
Total Estimated Annual DME Billing Collections	\$386,161	\$520,001
Annual Empower Software Solution Costs	\$5,976	\$5,976
Estimated Annual Outsource Billing Costs	\$0	\$0
Estimated Annual Cost of Goods	\$123,696.00	\$204,072.00
Estimated Administrative Costs	\$68,145.99	\$91,764.95
Total Estimated Annual Costs	\$197,818	\$301,813
Total Estimated Annual Profit	\$188,343	\$218,188

* By optimizing the product dispensing mix, profit margins have the potential to significantly increase while still dispensing at the same overall rates.

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