April 14, 2015

Becky Buyer

Supply Chain Management / Value Analysis Committee Member

Big Box Healthcare

123 Hospital Ave

Anytown, USA

# SUBJECT: *KineMatch*® Custom PFR Device

Dear Becky,

As you’ve learned, Dr. DoRight has expressed his interest in utilizing Kinamed’s unique method of designing & fabricating a custom device for patients who present with an isolated, end-stage patellofemoral disease.

To be clear, these kinds of patient indications are truly ‘outliers,’ in that they don’t present frequently. However, they most often are younger (typical patient < 55 and female 2:1), high demand, and very active people who desire to get back to full function and a normal lifestyle. They and their surgeons seek a surgical solution that is as non-invasive as possible. For them, this type of procedure represents the conservative option. Total Knee Replacement surgery is their option of last resort.

The ***KineMatch*** device is based on CT data, which at time of surgery eliminates bone resection and bone sculpting – a perfect fit for that patient. The customization provides a precise fit into the trochlear groove of the patient’s femur, so that normal patella ‘tracking’ is restored.

In a study of a cohort of 25 knees (22 patients), “*Custom Patellofemoral Arthroplasty of the Knee*” (Journal of Bone & Joint Surgery), the authors report 100% survivorship Good to Excellent results. No loosening, no subsequent surgery or costly revisions.

The comprehensive ***KineMatch*** process includes:

* Consultation with Engineer assigned to the case N/C
* 3D image reconstructions of patient’s anatomy N/C
* CT generated bone model N/C
* Custom femoral implant (packaged sterile) $XXXX
* Custom drill guide N/C
* Standard patella implant $XXXX
* Loan of simple instrument set N/C

Since the ***KineMatch*** implant is truly a ‘one-off’ designed and fabricated device for a specific patient’s anatomic requirements; the normal economies of scale in a typical manufacturing process for ‘off-the-shelf’ implants don’t apply.

Again, along with our many surgeon customers, it is Kinamed’s sincere belief that for this unique subset of patient indications, it’s better to make the implant fit the patient, rather than making the patient fit the implant. Unique problem, unique solution.

Please get back to me if you need further explanation or clarification.

Thanks, Becky – we look forward to serving your hospital and patients.

Respectfully,