



Significant Accomplishments

Significant accomplishments made by the team at Global Integrated Reimbursement Services, Inc. (GIRS) are presented below:



An extensive, short-term Value Based contracting project performed by our Payer Advocacy® (PAC) Team led to a quick payer proposal: After working in-depth with over 12 insurers representing diverse plans to explore opportunities for value-based contracting and other forms of payer / manufacturer partnerships, we successfully obtained a proposal from one of the largest payers in the US in two months. It involves two years of researching and tracking the clinical and cost outcomes of our client's medical device on the payer's patient population. A Real World Evidence (RWE) study may be published after the project is over. This will help us get coverage and contracting arrangements with this payer as well as other payers.



A Landscape Assessment completed by the GIRS Value Discovery Landscape Assessment® team leads to an opportunity for a breakthrough medical device to be acquired: A Landscape Assessment completed by GIRS for a European company's innovative shoulder surgery device

has lead to a large medical device / biologics company being interested in acquiring the product. The GIRS President will be presenting the report to the new company's market access team in the near future. We are always thrilled when our work benefits our clients immensely.



A Landscape Assessment completed by the GIRS Value Discovery Landscape Assessment[®] team leads to an advisory board that includes GIRS: A Landscape Assessment completed by GIRS for a middle eastern company has led to the development of an advisory board to implement the recommendations as well as develop additional payer desired clinical studies. The GIRS President will be presenting the report as well as participating as a board member to implement strategies.

Quarterly Payer Advocacy Compass[®] Progress

In the last quarter, the Payer Advocacy Compass[®] team at Global Integrated Reimbursement Services, Inc. (GIRS) has made major strides in obtaining positive coverage and appropriate payment for our clients' medical technologies. As of July 26th, there are:

41 Positive Coverage Cases

- 18 positive coverage cases that have medical policies
- 23 positive coverage cases based on medical necessity

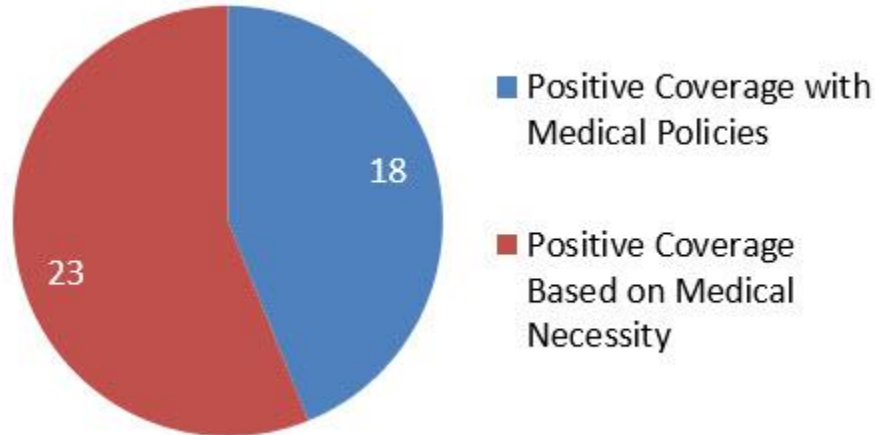
Three Types of Plans Covered

- Commercial Plans
- Medicare Managed Care Plans
- Medicaid Managed Care Plans

25,168,955 Covered Lives

- Across 17 states

Quarterly Payer Advocacy Case Update July 26, 2018



Positive Coverage Case Studies

Our most recent successful case studies are summarized below:

1. **GIRS Payer Advocacy Work with a Michigan Health Plan Improves Patient Access to Two Advanced Tissue-Repair Products:** Thanks to the diligent advocacy efforts of the GIRS PAC team, 650,000 people in the Michigan area now have access to this novel medical device. [Read More](#)
2. **The GIRS Value Discovery Landscape Assessments[®] Lays the Foundation for Market Access for a Unique Product:** Approximately 35% of Americans suffer from a condition that a new medical device can help remedy. One US manufacturer gained payer desired clinical outcomes and for coverage and appropriate payment strategies from the GIRS Value Discovery Landscape Assessment[®] and is now equipped to enter the market in a strong, meaningful way. [Read More](#)
3. **Expert Payer Advocacy by the GIRS PAC[®] Team Yields Positive Coverage for a Breakthrough Medical Device:** The GIRS PAC team

recently obtained positive coverage and clarified the ambiguous details of a medical policy with a prominent payer in the Northeast for our client's breakthrough medical device. [Read More](#)

For additional details on all of our success cases, please review them on our [website](#).

Company News

Expansion of Technical Expert Panel:

- Our insurer medical director technical expert panel has expanded 100% to include key decision makers from a wide range of plan types.

Expansion of Coding Team:

- Our coding team has expanded 100% to include coders with a skilled wide range of medical technologies and disease areas.

Advancement of Employees:

- Angela Patrick, our Business Development Specialist, has expanded her role at GIRS through appropriate training to become a Reimbursement Specialist. We congratulate her on her hard work and versatility. She continues to market company progress and case studies in social media and other channels.
- Marlena Moody has reached a 1 year work anniversary as a Senior Reimbursement Specialist. She is excited about planning her career-track at GIRS.

Most importantly, GIRS is thrilled about the positive feedback we have received from our clients that show we are the best in the business. See our recent client testimonials on our [website](#) and [Linkedin page](#). We look forward to serving an even larger client base diligently in the future. If you have needs for reimbursement support, innovative partnerships with payer or managed care contracting, or payer-desired clinical outcomes strategies needs, please [contact us](#) by email or call us at: [1-844-514-4477](tel:1-844-514-4477).

Best Regards,

Sajini Thomas, MA, MHSA

President/Founder

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