

INDUSTRY PAYMENTS ANALYTICS



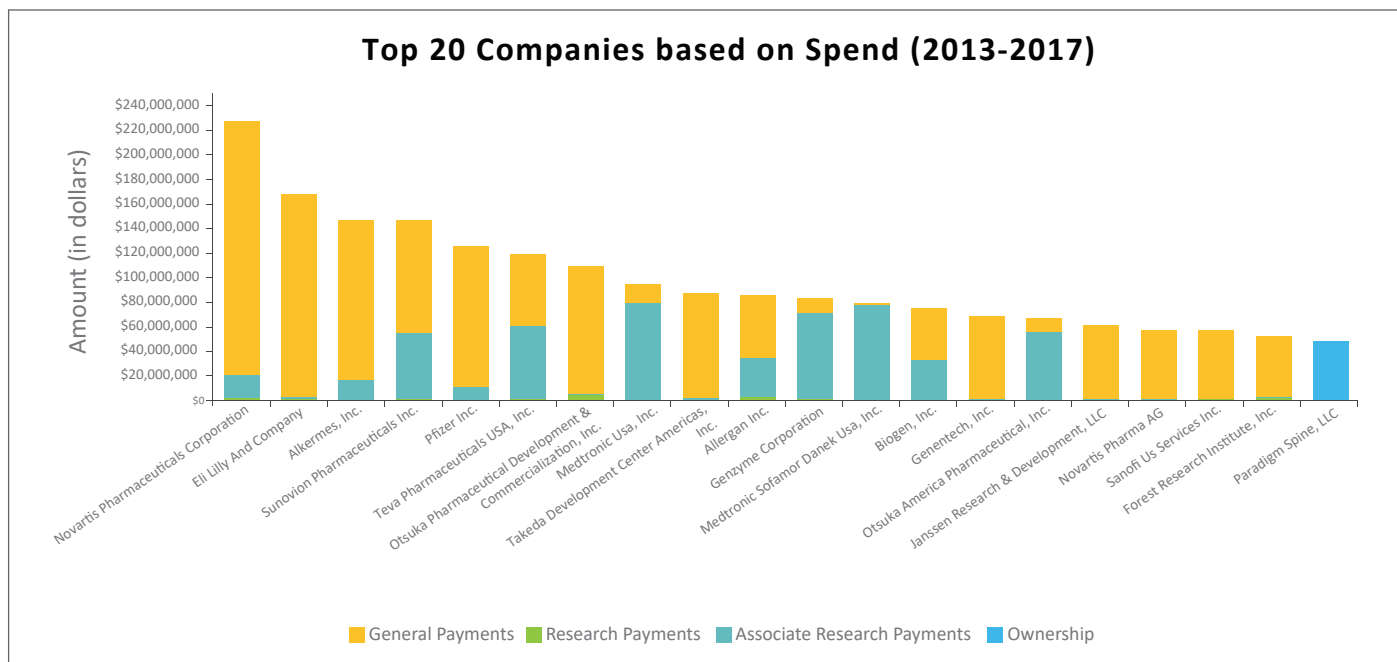
Payments Insights & Trends for NuVasive

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Industry Overview

Life Sciences companies need to track HCP Payments to get an understanding of average spends on HCPs, competitor affiliations and overall HCP utilization for different engagements. This can provide valuable insights to plan strategic KOL initiatives and engagements. Payments Analytics uses Open Payments data and creates insightful reports around the industry-HCP engagements.

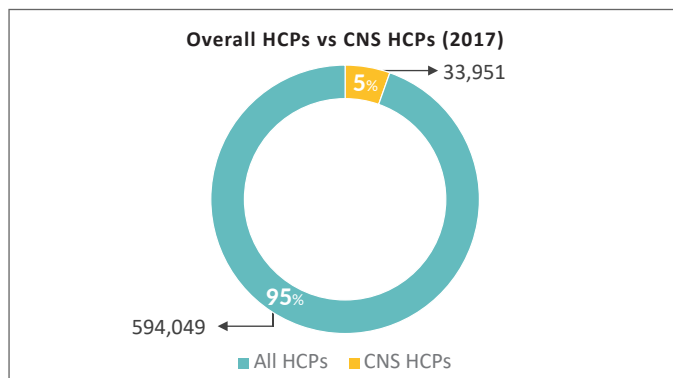
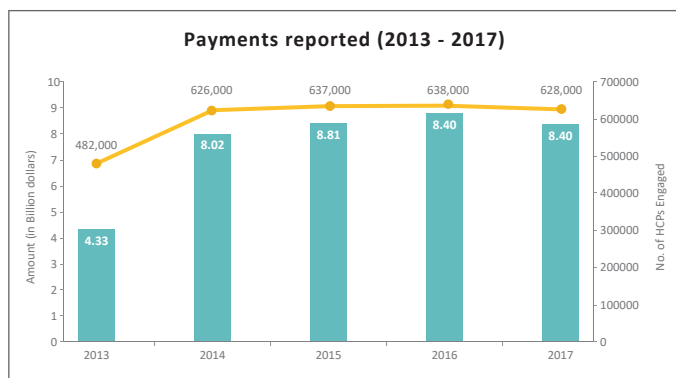
An overview of the top 20 Life Sciences companies and their spend (2013-2017)



Sunshine Act and its Significance for Life Sciences Companies

The Physician Payments Sunshine Act (PPSA) requires medical product manufacturers to disclose to the Centers for Medicare and Medicaid Services (CMS) any payments or other transfers of value made to physicians or teaching hospitals. It also requires certain manufacturers and group purchasing organizations (GPOs) to disclose any physician ownership or investment interests held in those companies.

Life Sciences companies payments trends (2013-2017)



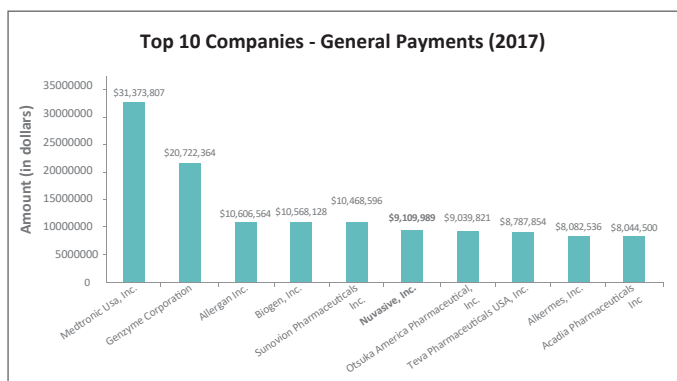
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

8.6% (\$725 million) of the overall Payments was made to 5.4% (33,951) CNS experts in 2017.

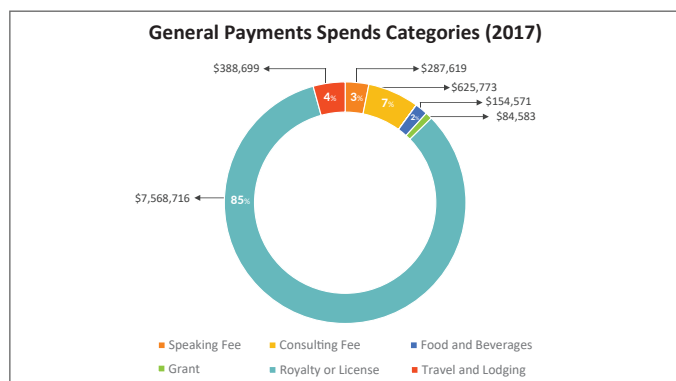
NuVasive Industry Payments Trends

NuVasive is a leader in spine technology innovation, focused on transforming spine surgery and beyond with minimally disruptive, procedurally-integrated solutions designed to deliver reproducible and clinically-proven surgical outcomes. The Company's portfolio includes access instruments, implantable hardware, biologics, software systems for surgical planning, navigation and imaging solutions, magnetically adjustable implant systems for spine and orthopedics, and intraoperative monitoring service offerings.

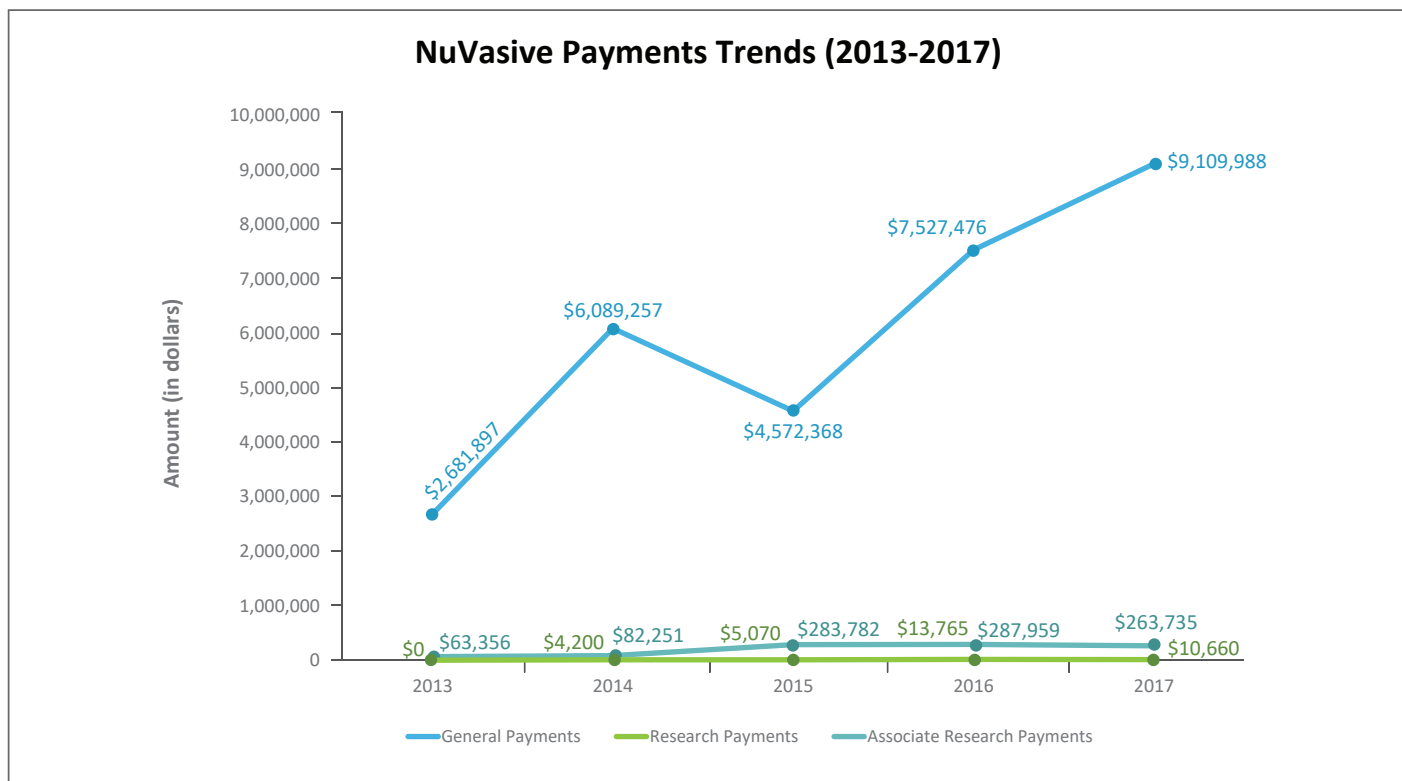
NuVasive - HCP Engagements Payments Trends (2017)



NuVasive spent \$9,109,989 on 722 CNS experts (General Payments).

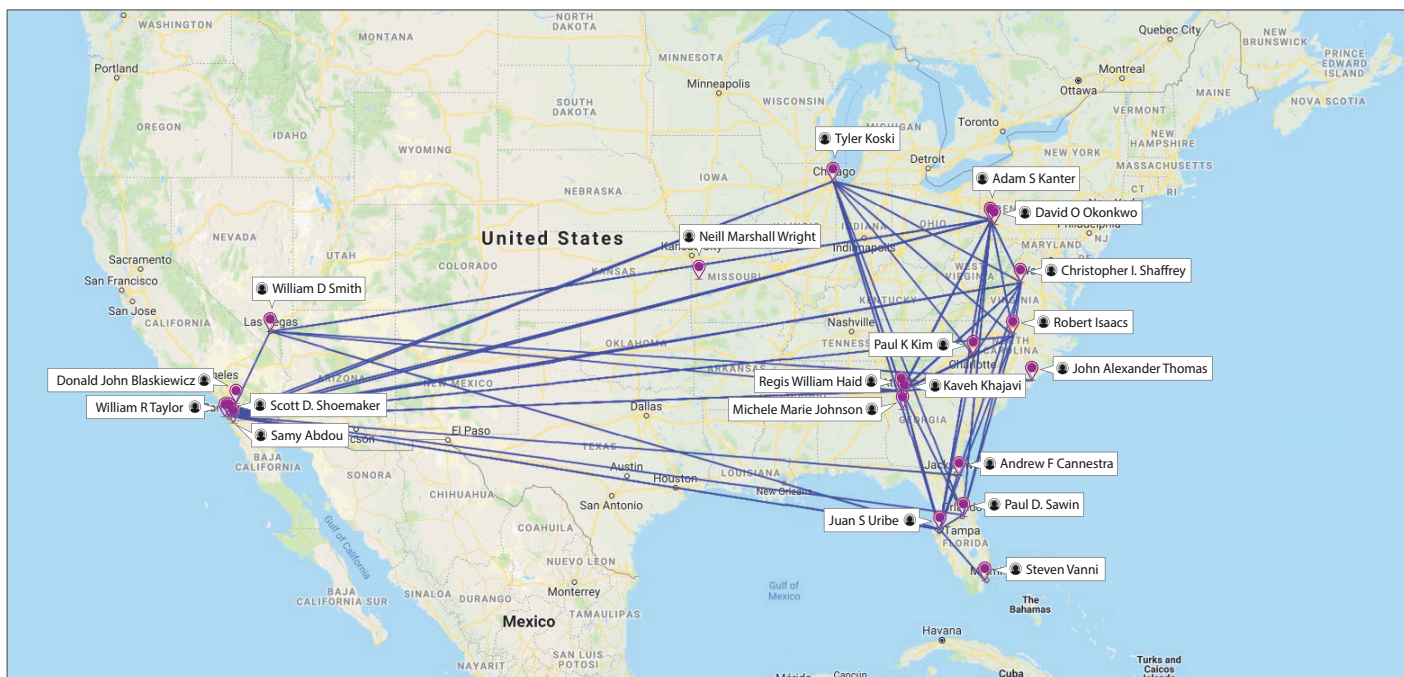


NuVasive has spent \$7.5mn on Royalty or License on 42 CNS experts in 2017.



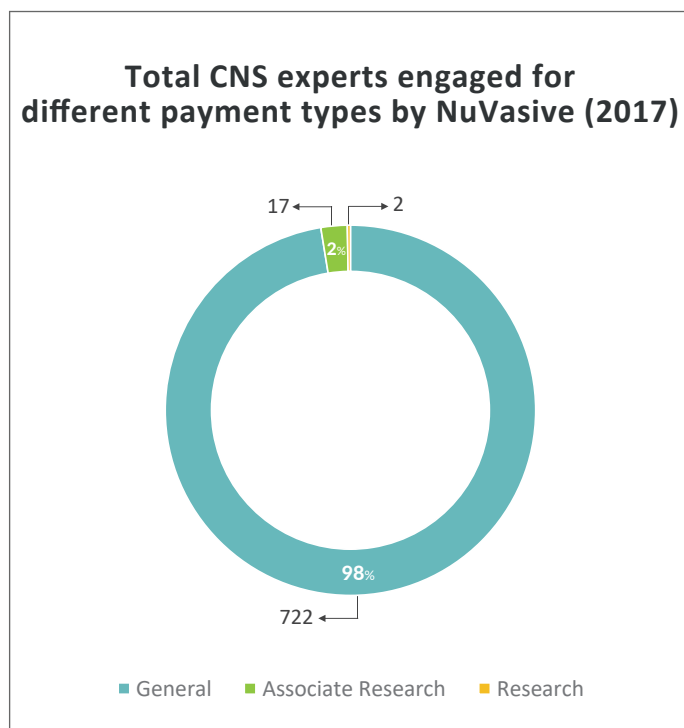
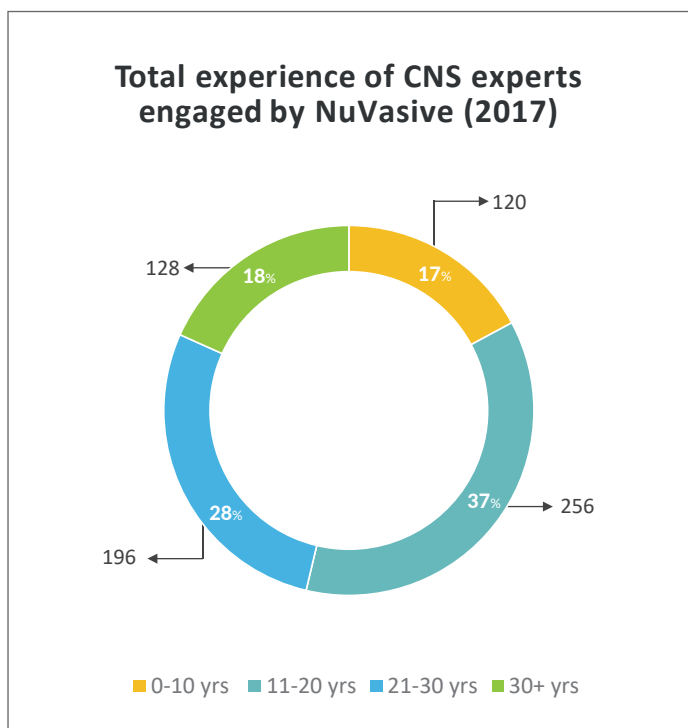
In 2017, NuVasive has increased General Payments spends on CNS experts.

Geo Location & Network of Top 20 CNS Experts Engaged by NuVasive 2017

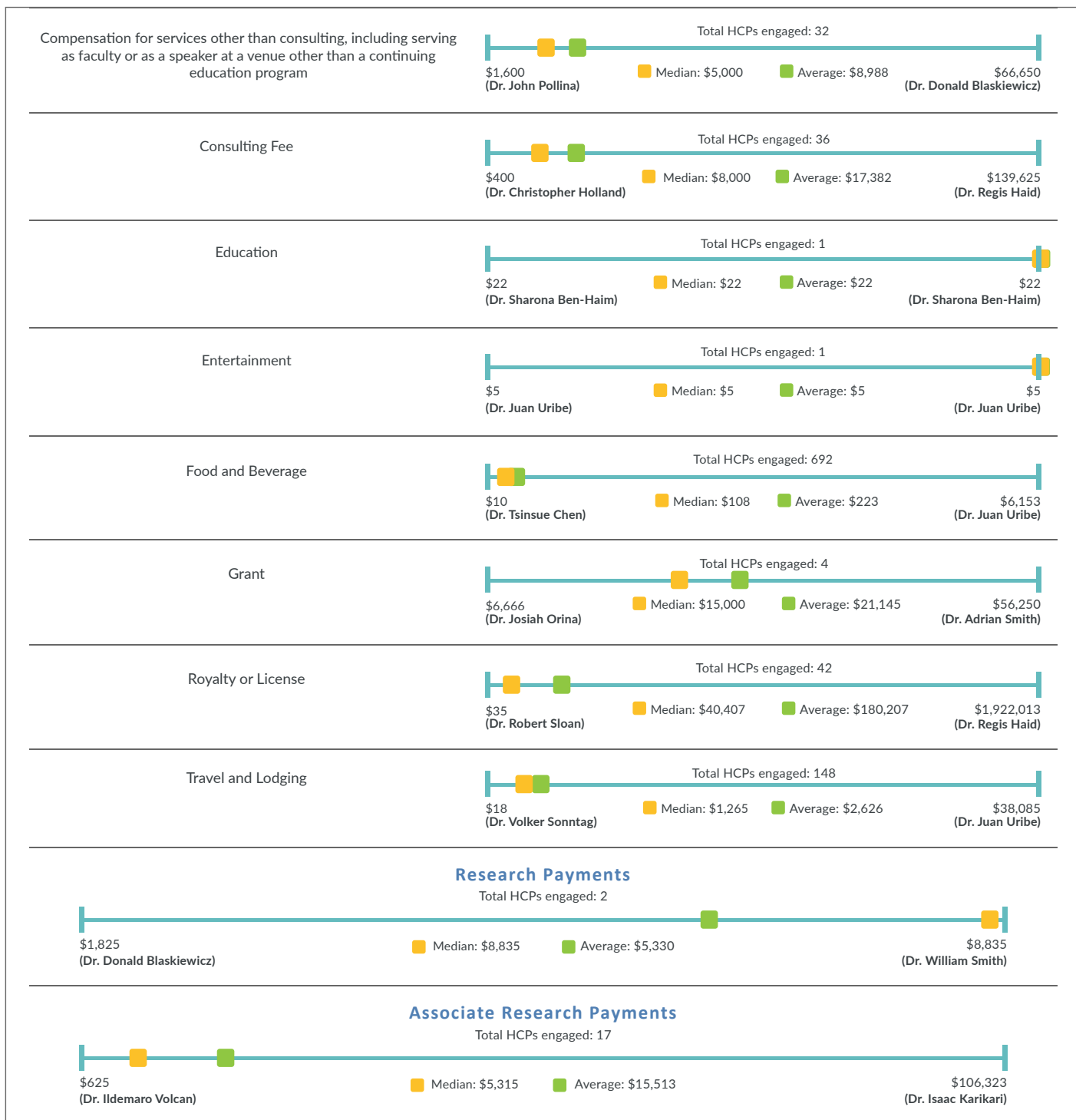


Professional Network and Geo locations of Top 20 CNS experts engaged by NuVasive (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of CNS Experts.

NuVasive - CNS Experts' Experience and Engagement by Payment Types



NuVasive - Payments across Engagement Types (2017)



Total CNS experts engaged by NuVasive for Consulting, Speaking and Research (2017)


- Consulting - 36
- Speaking - 32
- Research - 2





































































Top 5 conditions treated by CNS experts engaged by NuVasive (2017)

- Epilepsy
- Pain
- Anxiety Disorders
- Seizures
- Multiple Sclerosis

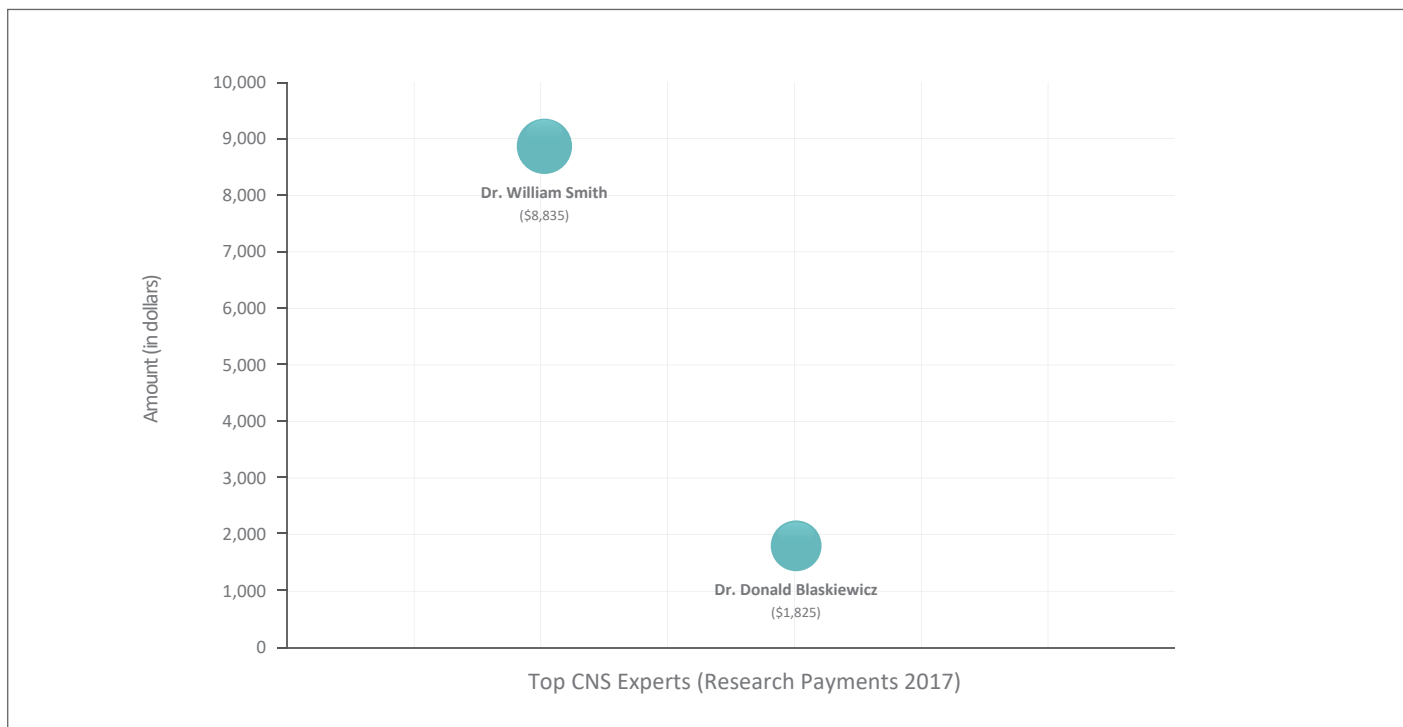
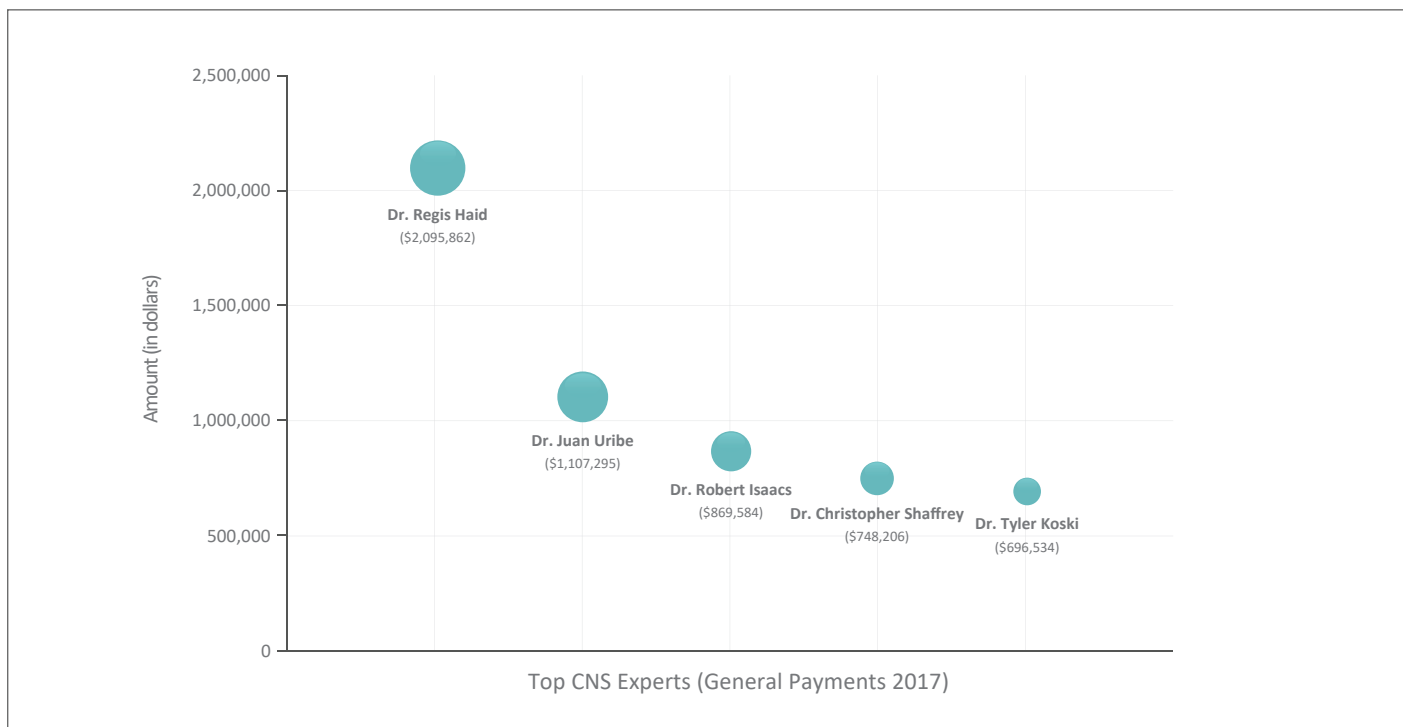
Competitor View of HCP Engagement

Top 20 CNS experts engaged by NuVasive and their competitors (General Payments 2017)

 = Paid more than NuVasive
  = Paid less than NuVasive

No.	HCP Name	Companies					
1	Dr. Regis William Haid (Georgia)	NuVasive \$2,095,862	Medtronic \$1,568,943 	Globus Medical \$106,342 	Stryker \$43 	Lilly USA \$24 	
2	Dr. Juan S Uribe (Florida)	NuVasive \$1,107,295	SI-Bone \$4,154 	Medtronic \$595 	Alphatec Spine \$449 	Seaspine Orthopedics \$127 	
3	Dr. Robert Isaacs (North Carolina)	NuVasive \$869,584	Amendia \$110 	Isto Technologies \$45 	Terumo BCT \$43 		
4	Dr. Christopher I. Shaffrey (Virginia)	NuVasive \$748,206	Medtronic \$544,104 	Zimmer Biomet \$364,741 	Synthes \$5,283 	Mazor Robotics \$145 	
5	Dr. Tyler Koski (Illinois)	NuVasive \$696,534	Stryker \$136 	Spine Wave \$108 	Medtronic \$51 		
6	Dr. William R Taylor (California)	NuVasive \$479,305	Alphatec Spine \$183,226 	Depuy Synthes \$25,957 	Seaspine Orthopedics \$117 	Zimmer Biomet \$55 	
7	Dr. Paul D. Sawin (Florida)	NuVasive \$400,003	Alphatec Spine \$880 	Zimmer Biomet \$15 			
8	Dr. Neill Marshall Wright (Missouri)	NuVasive \$270,793	Cerapedics \$15,494 	Zimmer Biomet \$10,500 			
9	Dr. Steven Vanni (Florida)	NuVasive \$169,321	Globus Medical \$51,012 	Medacta USA \$11,102 	Spine Wave \$9,664 	Medical Device Business \$7,379 	
10	Dr. Donald John Blaskiewicz (California)	NuVasive \$157,250	Globus Medical \$2,150 	Seaspine Orthopedics \$1,128 	Alphatec Spine \$162 	K2M \$134 	
11	Dr. Michele Marie Johnson (Georgia)	NuVasive \$148,303	Medtronic \$34,737 	Stryker \$15,237 	Titan Spine \$263 	Ethicon \$246 	
12	Dr. William D Smith (Nevada)	NuVasive \$133,224	Providence Medical \$5,798 	Spineology \$5,007 	Medtronic \$1,915 	DJO Global \$203 	
13	Dr. David O Okonkwo (Pennsylvania)	NuVasive \$119,467	Zimmer Biomet \$311,973 	Synthes \$2,241 	Medtronic \$668 	Stryker \$445 	
14	Dr. Adam S Kanter (Pennsylvania)	NuVasive \$104,132	Zimmer Biomet \$308,026 	Medtronic \$703 	Stryker \$245 	K2M \$180 	
15	Dr. Kaveh Khajavi (Georgia)	NuVasive \$104,074	Amendia \$53,375 	Mazor Robotics \$706 	Medtronic \$235 	SI-Bone \$130 	
16	Dr. Samy Abdou (California)	NuVasive \$100,000	Zimmer Biomet \$436,922 	Boston Scientific \$64 			
17	Dr. John Alexander Thomas (North Carolina)	NuVasive \$89,222	Synaptive Medical \$1,680 	Medtronic \$100 	Ethicon \$35 	Zimmer Biomet \$26 	
18	Dr. Andrew F Cannestra (Florida)	NuVasive \$84,274	Alliance Partners \$34,969 	Mazor Robotics \$11,713 	Amendia \$4,526 	Alphatec Spine \$188 	
19	Dr. Scott D. Shoemaker (California)	NuVasive \$77,185					
20	Dr. Paul K Kim (North Carolina)	NuVasive \$75,278	Globus Medical \$100,108 	RTI Surgical \$970 	Providence Medical \$82 	Transenterix \$53 	

NuVasive - Top CNS Experts (General and Research Payments 2017)



Aissel Technologies specializes in cutting-edge medical Thought Leader solutions. konectar, our KOL Management Platform has the most innovative features built using robust technologies for data analytics and reporting, sophisticated algorithms using machine learning for client-specific KOL identification. With a really cool user interface, users can Discover, Profile and Engage the right medical experts with konectar.

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