



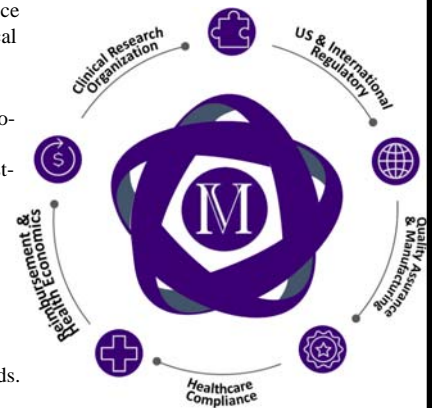
## EXECUTIVE SUMMARY

### Company Profile:

- Name:** MCRA, LLC
- Founded:** 2004
- Headquarters:** Washington, DC  
New York, NY  
Manchester, CT
- Team:** >115
- Vision:** Create the market leading medical device services franchise recognized as the #1 in clinical, regulatory, reimbursement, quality, and healthcare compliance worldwide
- Mission:** To leverage the existing platform to help expand the company franchise by creating & developing multiple service offerings in orthopedics, cardiovascular, & other healthcare niches
- Focus:** Medical device and biologics professional service outsourcing

### Market Opportunity:

- CRO Clinical Research**  
A leading full service CRO successfully executing medical device and medical device combination products studies through the full development lifecycle from pre-clinical testing, to FDA submission, study execution market approval, and post commercialization.
- Regulatory**  
MCRA's integrated team of scientists, engineers, and biostatisticians leads the neuro-musculoskeletal industry through the device life cycle from strategic regulatory assessments of PMA approvals, advisory panel meetings, 510(k) clearances and post-marketing labeling and design considerations.
- Reimbursement**  
Through day-to-day planning, integrated strategy development and operational execution, MCRA helps companies navigate coding, coverage and healthcare economic pathways at various stages in the product's lifecycle from technology development and clinical research through to product commercialization.
- Quality Assurance**  
The Quality Assurance team helps companies bring devices to US and international markets, and keep them there, by ensuring compliance with regulations and standards.
- Healthcare Compliance**  
An effective healthcare compliance program is an essential component to any medical device company.



### Service Life Cycle Continuum:

Pre-clinical	Clinical/CRO	FDA Regulatory/Quality	CMS/Commercialization
<ul style="list-style-type: none"> <li>&gt; Draft pre- and non-clinical protocols (bench, animal, biocompatibility)</li> <li>&gt; Consolidate and summarize test reports and statistical analyses</li> <li>&gt; Regulatory pathway and landscape assessments</li> <li>&gt; Audit internal quality systems and external suppliers for regulatory compliance</li> <li>&gt; Conduct due diligence targeting completion of pre-clinical portfolio</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Proprietary medical device and biologics clinical trial execution</li> <li>&gt; Development of study protocol and documentation (CRF, TMF, etc.)</li> <li>&gt; Vast surgeon relationships for site identification &amp; qualification</li> <li>&gt; Clinical Trial Agreement development &amp; negotiation</li> <li>&gt; Data management support</li> <li>&gt; Abstract &amp; manuscript for clinical study report writing</li> <li>&gt; Audits &amp; FDA inspection preparedness training</li> <li>&gt; Integrated regulatory, reimbursement, and healthcare compliance expertise</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Regulatory strategy</li> <li>&gt; Regulatory submissions &amp; approvals (PMA, 510(K), IDE, IND, BLA, &amp; IND)</li> <li>&gt; Preparation for FDA meetings</li> <li>&gt; PMA response services</li> <li>&gt; CE Mark</li> <li>&gt; Clinical Evaluation Reports (CERs)</li> <li>&gt; Labeling</li> <li>&gt; Marketing compliance</li> <li>&gt; Quality Systems / GMP</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Reimbursement strategy execution</li> <li>&gt; Payor education/coverage (policy development)</li> <li>&gt; Clinical trial reimbursement services</li> <li>&gt; Post-market study design and support</li> <li>&gt; Call center programs</li> <li>&gt; New code applications</li> <li>&gt; Health economic analyses</li> </ul>

### Select Company Facts:

**CLIENT POOL**

**>500**

CLIENTS IN THE PAST 10 YEARS

**REPEAT CLIENT RATE**

**84%**

2017 REPEAT CLIENT RATE

**CLIENT BASE**

**>150**

ANNUAL CLIENTS

**90%**

EMPLOYEE RETENTION 2014-2017

### Clinical Surgeon & Provider Site Relationship:

> 160 Sites & 350 Surgeon Relationships

