

# THE FIRST VIRTUAL CONCIERGE BUSINESS MODEL BUILT EXCLUSIVELY FOR THE HEALTHCARE PROVIDER

Build Your Practice | No Inventory or Investment Required | Patient Affordability

















# **LET'S GET STARTED**

#### EBMMEDICAL.COM

We are excited that you have decided to consider EBM Medical as your partner in providing alternative therapies for low cost to your patients. At EBM Medical, we pride ourselves on providing the highest quality service & a variety of product offerings that are backed by science, clinical data, and a strong business sense.

# **GET IN TOUCH WITH US**

#### **Corporate Office:**

722 Spirit of St. Louis Blvd, Suite A Chesterfield, MO 63005

#### **Customer Service & Other Inquiries:**

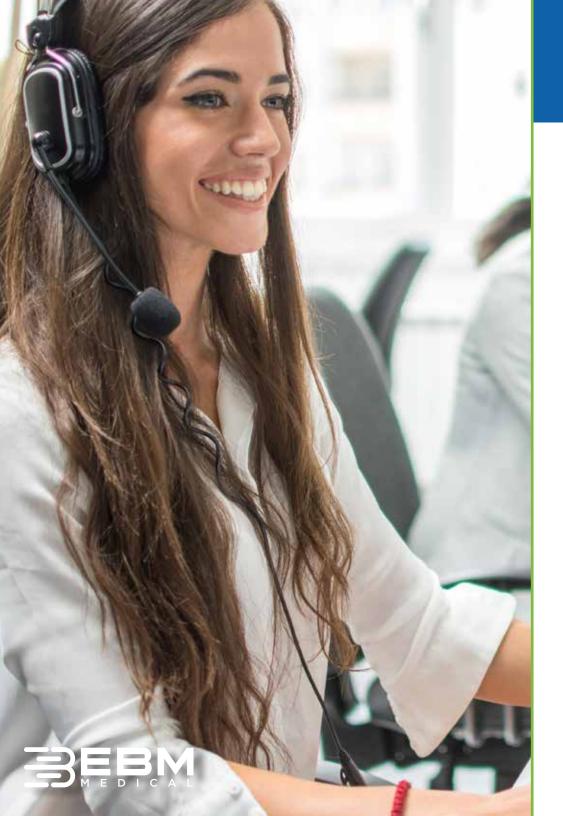
1-844-360-4095

Monday - Friday: 9:00 a.m. - 7:00 p.m. CST

DISCLAIMER: These statements have not been evaluated by the food and drug administration (FDA). These products are not intended to diagnose, treat, cure or prevent any disease.

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# **ABOUT US**

### WE ARE EBM MEDICAL

The industry's first innovative Virtual Concierge medical company built on a new and proven business platform for the Healthcare Provider. Building ancillary income has become a priority in medicine today and EBM has developed an innovative and proven solution through our Virtual Concierge Platform.

Simply put, EBM Medical creates the balance between patient affordability with non-covered therapies while providing the option to build revenue for your practice with no upfront cost and Zero inventory.

All EBM Medical products and services are available exclusively through the Healthcare Provider only.

# WHY EBM?

# **YOUR BENEFITS**



No Inventory or Investment Required



**Cash-only Therapies** 



You set Patient Price/Rules



Daily "Real-Time" profit deposits



**Exclusive Access Through Physician Only** 

EBM gaurantees no online consumer direct purchasing

We partner with you and offer significant clinical and financial outcomes for your practice and your patients.



# HOWTO

# **WORK WITH EBM MEDICAL**

## VIRTUAL CONCIERGE

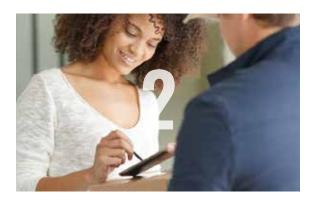
100% EBM Turn-Key System



You set the patient price to ensure the patient saves money while building a modest revenue for the practice. Zero upfront costs or hassle of holding and managing inventory. EBM manages all transactional and order distribution responsibly for all new and refill orders/prescriptions.

## PATIENT DIRECT

**Lowest Cost Option** 



The patient price can be your wholesale price to offer the patient the greatest savings. Simply send us the order/ prescription, we contact your patient, facilitate the transaction and ship the product.

# **IN-OFFICE RETAIL**

Dispense from Office



Buy in bulk and sell the initial fill out of the office and EBM manages all refills to maximize continuity of care. Bulk pricing discounts are available with this option.

Whichever model you are interested in, you have the ability to save the patient money compared to the current market options without sacrificing quality, and shipping is always FREE!

# PORTFOLIO

We focus on USP Grade Active Pharmaceutical Ingredients supported by evidence based medicine to address metabolic deficiencies in patients with acute and chronic conditions.

# **MEDICAL FOODS**

Formulated to be consumed or administered enterally under the supervision of a physician and which is intended for the specific dietary management of a disease or condition for which distinctive nutritional requirements, based on recognized scientific principles, are established by medical evaluation.







Manufactured in compliance applicable with FDA requirements, including current Good Manufacturing Practices [cGMP].





# ADVANCED PODIATRIC TOPICAL RX FORMULAS



#### **Bases Designed to Maximize Clinical Outcomes**

- Mycotic nail base proven to penetrate the nail plate
- Topical pain base proven to drive 8 active ingredients into soft tissue

### **ADVANCED TOPICAL FORMULAS**





# Micronized USP Active Pharmaceutical Ingredients

- Ideal particle size to maximize tissue penetration
- NO crushed tablets or opened capsules



#### **No Substitutions or Watered-Down Formulas**

 Patient receives the EXACT formulation you prescribe, EVERY TIME



# Affordable & Consistent Pricing for a true 30-day Fulfillment

- NO copay, pharmacy counter, or EOB surprises
- NO prior authorizations

#### WE ONLY USE TRUSTED TRANSDERMAL BASES THAT DRIVE MULTIPLE ACTIVES.



- Quick drying, non-sticky cream base
- Contains penetration enhancers and natural oils (including urea and teatree oil)
- Proven to penetrate the nail plate



- Off-white, cosmetically elegant cream
- Formulated with silogel smooth, silky, dry feel (less sticky/tacky)
- Absorption of up to 8 APIs in one formulation
- 40% hydrophilic/30% lipophilic
- Natural ingredients less irritation

#### References:

Trimble, J. "Effect of Penetration Enhancers on the Percutaneous Delivery of Pain Management Actives." International Journal of Pharmaceutical Compounding. 20.3 (May/June 2016) 250-256.
Turner R et al. A Novel Vehicle for Enhanced Drug Delivery Across the Human Nail for the Treatment of Onychomycosis. INTL J PHAR COMPOUNDING 2016;201(1):71-80.



# **PRODUCTS**



# **COMPOUND SPECIALTIES:**

- Transdermal Pain
- Mycotic Nail Formulas
- Anitmicrobials
- Raynaud's Phen.
- Rough/Dry Feet

- Erectile Dysfunction
- Circulation
- Colorectal
- Wart
- Scar

#### **WOUND CARE**

EBM Medical offers contracted specialty programs focused not only on the treatment and healing of wounds, but also on the patient's overall health.

- Antibacterial Dressing Gel
- Microbicidal Organic Solution
- Wound Care Kit

#### PHARMACOGENETIC TESTING

Genetic mutation testing & provider guided customized programs.

- Full PGX
- MTHFR

**Genes Tested:** CYP1A2, CYP2B6, CYP2C19, CYP2C9, CYP2D6, CYP3A4-3A5, ANKK1, APOE, COMT, FACTOR II-V, GRIK4, MTHFR, OPRM1, SLCO1B1, UGT2B15, VKORC1, ADRA2A



# EBM ACADEMY

The EBM Academy is designed to provide you with quality and relevant content to help improve clinical and financial outcomes in your practice.

© EBM MEDICAL







# ETHIC®

### THE VIRTUAL CONCIERGE

ETHIC® is an innovative proprietary software platform developed by EBM Medical that allows YOU to set the patient price while ETHIC® facilitates the entire transaction between the Healthcare provider and the patient in "real-time"!



Ability to communicate with your patient directly from portal.



Refill Management Program



Access to all orders filled and unfilled orders.



Daily Profit Alerts and Reconciliation

# PATIENTS LOVE EBM



### **INITIAL ASSESSMENT**

Our experienced EBM Medical Pharmacy Technicians work with your patients to offer affordable payment options that meet their needs.



# PRESCRIPTION MANAGEMENT

Our highly-educated Pharmacy Technicians will guide your patient's through the treatment regimen selected by you.



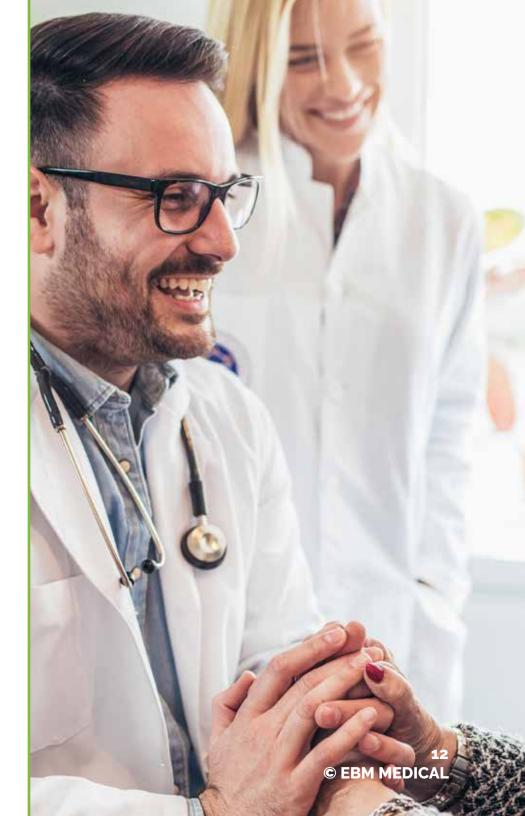
## **PHARMACIST CONSULTATION**

EBM Medical is contracted with licensed Pharmacists who are highly qualified and experienced to answer any of your patient's prescription medication questions.



## **AT-EASE SERVICES**

We coordinate your patients care within our contracted network to ensure that all medications and supplies arrive when they need them, with the cost savings they deserve.



# **CUSTOM REMINDERS**

#### PATIENT CARE AMBASSADOR

EBM Medical offers Patient Care Ambassador services, who proactively plan for your patient's medication refills to ensure that they receive their prescriptions on time, every time. The ambassador can also communicate with you, the provider(s), regarding your patient's needs and request.

#### **CARE PROGRAMS**

Listening to our patients ranks first on our list of priorities. We have tailored programs, to put the patient seamlessly in control of their health & wellness needs. We discuss their specific needs, and will help the patient decide on a care program to fit their lifestyle.



# **CUSTOM OPTIONS**

# **FLEXIBLE OPTIONS**

#### **AUTOMATIC DELIVERY**

Patients receiving their medications shouldn't be stressful. Our Care Free Program allows for automatic shipments monthly, bi-monthly or once every three months, based on their specific needs.

#### **VOYAGE SERVICES**

Patients have the option to take us with them on vacation. The patient just needs to provide all the right details and we will make sure their medications arrive when they do, wherever they go, for however long they decide.

### **PACKAGING SOLUTIONS**

Due to their specific chemical makeup, some medications require more care than others while transporting; especially in unpredictable weather conditions. We invested our time into advanced packaging solutions to help ensure all medications arrive safely, just as you and your patients expected.

#### **FREE SHIPPING**

EBM Medical offers FREE shipping to your patients. Express and overnight shipping is also available at a pass through cost.

# **CORPORATE AFFILIATES**

### **ANTIFUNGAL SOLUTION**

#### Tolnaftate 1% and Undecylenic Acid 25%:

 Can prevent and cure fungal infections and act as a cleansing/emulsifying agent and organic preservative

#### **Urea, Lactic Acid and Propylene Glycol:**

 Softens, thins, and lightens brittle and discolored nails while acting as a penetrating agent for the other ingredients

#### Jojoba Oil and Vitamin E:

 Moisturizes and revitalizes nails, while promoting healthy nail appearance and growth

### THE TOLCYLEN DIFFERENCE

- Maximum nail plate penetration
- Combination therapy eliminates the need for multiple products.
- Applicator effectively dispenses medication under and around the edges of the nail.
- Alcohol base eliminates need for seed oils requiring artificial preservatives.

# Tolcylen'



The image to the right features Tolcylen™ Antifungal/Nail Renewal Solution infused with fluorescein as seen under black light. This still image illustrates how well a small amount of our low surface tension, low molecular weight solution quickly wicks into gaps in and under the fungal nail,



as well as saturating the folds and cracked skin areas surrounding the nail.

### **ALL IN ONE RENEWAL KIT**

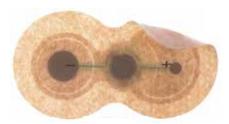


#### All in One Renewal Kit includes:

- Antifungal/ Nail Renewal Solution (brush applicator with flow restriction)
- Antifungal Skin Cream
- Antimicrobial Shoe Spray

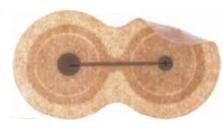


#### IontoPatch STAT®



Designed to treat the same anatomical areas as IontoPatch 80 and offers the same product benefits in a shorter 4-hour average patient wear time.\*

#### IontoPatch® 80



Designed to treat most anatomical areas, including elbows, knees, wrists, feet and shoulders, among others, in a 14-hour average patient wear time.\*

80mA-min.

#### IontoPatch EXTRA Strength®



Designed to treat the same anatomical areas as lontoPatch 80 and offers the same product benefits in a shorter 8-hour average patient wear time.\*

120mA-min.

#### IontoPatch®



Designed to treat smaller anatomical areas, including fingers and Achilles tendon in a 14-hour average patient wear time.\*

40mA-min.

#### THE IONTO PATCH OF FAMILY PRODUCTS

4 products provide different dosage and treatment options based upon each patient's clinical presentation and tolerance. Patients can administer dexamethasone driven by the patented iontophoretic technology without wires or external devices or going to physical therapy.

### **IONTO PATCH OVERVIEW:**

- Alternative to Injection
- Extended time-released electronic transdermal drug delivery medical device
- Self-contained battery to carry drug across the skin and into underlying tissue
- Drug delivery is localized and shuts off automatically when

the prescribed dose has been administered

- No charging station or controller required
- Cost-effective and less time consuming
- Weight Bearing



**Visit Website** 

# GET STARTED

## **QUESTIONS?**

CONTACT OUR EBM SUPPORT TEAM

AT SUPPORT@EBMMEDICAL.COM



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3

GO TO:

EBMmedical.com/my-account to sign up with EBM today!

After you have been approved, you will receive an informational email to help get you started.

**Start Prescribing!** 



