









Exos FORM™ Competitive Matrix

COMPETITIVE BRACE	MODULARITY	SIZING	CINCHING MECHANISM	SUPERIOR / INFERIOR CONTROL	EASILY THERMO-FORMABLE	STRENGTHS	WEAKNESSES	PHOTO	STREET PRICE
Ossur Miami Lumbar (627/631/637)	Yes	Semi (2)	Pulley	No	No	Modular, Universal, Precontoured Panels	Difficult to adjust belt and trim, cut through pulleys		(627 - \$62) (631 - \$185) (637 - \$190)
Aspen Quickdraw (627)	Yes	6	Pulley	Yes	No	Aspen well established - Strong focus on spine bracing. Superior/Inferior Pulley	Ugly, bulky and flimsy panels		(627 - \$67.29)
Aspen Contour (637, 464)	Yes	6	Pulley	Yes	No	Continuation from Quickdraw above	Bulky posterior panel.		(637 - \$225.17)
Aspen Summit (631/637/456)	No	4	Pulley	Yes	No	Superior/Inferior pulley	Weak flat panels		(631 - \$182.75) (637 - \$216.75)
Aspen Vista (627/631/637)	Yes	Universal	Pulley	Yes	No	Superior/Inferior pulley	Detaching and clipping the belt behind panels make it more complicated and bulky		(627 - \$93.50) (631 - \$152.25) (637 - \$216.75)




COMPANY CONFIDENTIAL

COMPETITIVE BRACE	MODULARITY	SIZING	CINCHING MECHANISM	SUPERIOR / INFERIOR CONTROL	EASILY THERMO-FORMABLE	STRENGTHS	WEAKNESSES	PHOTO	STREET PRICE
Deroyal Prolign/Ultraline	No	5	Boa (smaller dial)	No	No	Boa microadjustability	Smaller Boa Dial (less mechanical advantage), no superior/inferior control, wire lace has more friction		(631 - \$135 w/o Boa)
Cybertech (626/627/631/637)	Yes	7	Pulley	No	No	DJO Sales force	Relatively comfortable panels, lightweight		
Bledsoe Ninja (627/631/637)	Yes	7	Straps	No	No				(627 - \$50) (631 - \$58) (637 - \$92)
Bledsoe Volare (627/631/637)	Yes	7	Pulley	No	No		Me too		(627 - \$38) (631 - \$122) (637 - \$170)
Orthoamerica California (~14 models)	Yes	8 Men 8 Women	Pulley	No	No	Strong O&P presence	Several SKU's		
Breg Boa (626/627/631/637)	Yes	7	Pulley	No	No		Me too		(626 - \$56) (627 - \$127) (631 - \$180) (637 - \$233)

COMPANY CONFIDENTIAL

COMPETITIVE BRACE	MODULARITY	SIZING	CINCHING MECHANISM	SUPERIOR / INFERIOR CONTROL	EASILY THERMO-FORMABLE	STRENGTHS	WEAKNESSES	PHOTO	STREET PRICE
Quinn Sleeq (627/631/637)	Yes	Universal	Pulley	No	No	Universal	Weak support panels, flimsy belt		(627 - \$60)
SAI Tek (family)	No	6	Velcro Straps	No	No				(631 - \$49.50) (637 - \$62.50)
Cropper Medical Back Flex Baja (new 627); BackJack Flex (older 627) Backjack Plus (631)	No	4	Pulley	No	No	Dual Pulley - Independent left and right size; Hot/cold gell pad included	Uncomfortable posterior panel		(627 - \$90)
EBI System-Loc (627)	Different shaped panels - same HCPCS	Male - Female 18 SKU's	Straps	No	No		Cumbersome strapping difficult to adjust; Several SKU's		
EBI Pro-Fitt (627)	Different shaped panels - same HCPCS	Male - Female 18 SKU's	Straps	No	No	Similar to System-Loc, but anterior panel wraps past midline	Cumbersome strapping difficult to adjust; Several SKU's		
Optec VertaMax – L0627, Stealth PRO – L0631, Stealth Rehab – L0627, Stealth X – L0637, Stealth LSO LP – L0637, Stealth CB – L0637, Stealth Xtreme – L0637	Multiple panels, same HCPCS	7	Straps	No	No	Many types of options/price points	Complex webbing difficult to adjust; Several SKU's		

COMPANY CONFIDENTIAL

COMPETITIVE BRACE	MODULARITY	SIZING	CINCHING MECHANISM	SUPERIOR / INFERIOR CONTROL	EASILY THERMO-FORMABLE	STRENGTHS	WEAKNESSES	PHOTO	STREET PRICE
Boston Brace Terripin (637)	No	9	Straps	No	No	Clamshell Type - full wrap around for rigid immobilization	Uncomfortable, hard to adjust		
Boston Brace LS Brace (627)	No	4	Elastic	No	No	Cheap	Cheap		
Trulife (several models)	Some	4+	Straps	No	No	Extensive catalogue - geared for O&P	Many varieties, generally difficult to fit/adjust	 LS0	

COMPANY CONFIDENTIAL