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Life Spine® Achieves Record Breaking Sales Growth of Biologics Product Line over Past Year

Posted by Josh Sandberg on 1 month ago

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HUNTLEY, Ill. – (**BUSINESS WIRE**)–Life Spine, a medical device company that designs, develops, manufactures and markets products for the surgical treatment of spinal disorders, announced today exponential growth of their Biologics product line, OSTEO-LINK™ Demineralized Bone Matrix, over the past fiscal year.

“OSTEO-LINK has been engineered and processed to deliver the highest level of osteoinductivity. It is because of this technology that we have achieved record breaking revenue growth of 424% over the past year,” said Mariusz Knap, Vice President of Marketing for Life Spine. “From April to May alone, we experienced a 270% revenue jump. This has been possible through our many differentiated offerings of putty, strips, cubes and fillers all available to help influence better patient outcomes and reduce costs.”

Life Spine expects continued growth of their Biologics line with the announcement of two new Biologic offerings. First, OSTEO-LINK Hydratable ICM (Inductive Carrier Matrix), which is an osteoinductive bone matrix that may be hydrated with saline, blood, BMA, or PRP. OSTEO-LINK Hydratable ICM does not contain any extrinsic carriers and is made from 100% human bone. The graft also has exceptional handling characteristics that resists irrigation. All OSTEO-LINK products are verified for osteoinductivity post-sterilization prior to release for distribution. In-vivo test results demonstrate all 5 bone forming elements present (chondrocytes, osteocytes, bone marrow cells, cartilage, and new bone).

Second, the patent pending MARROW CELLUTION™ Bone Marrow Harvesting System, designed to overcome the limitations of a traditional bone marrow needle and results in a bone marrow harvest that is so rich in key stem and progenitor cells that the aspirate may no longer require manipulation through centrifugation prior to application. Traditional needles produce excess peripheral blood contamination, diminishing cellular yield; thereby requiring additional manipulation steps to achieve the cellular demand necessary for most clinical indications. MARROW CELLUTION uses its patent(s) pending technology to harvest high quality stem and progenitor cells from various levels within the marrow space, while limiting peripheral blood contamination.

About Life Spine

Life Spine is dedicated to improving the quality of life for spinal patients by increasing procedural efficiency and efficacy through innovative design, uncompromising quality standards, and the most technologically advanced manufacturing platforms. Life Spine, which is privately held, is based in Huntley, Illinois. For more information, please visit:

<http://www.lifespine.com>.

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Josh Sandberg

Josh Sandberg has been an executive search consultant focused exclusively on orthopedic and spine start-ups since 2004. He has had a tremendous impact in helping his clients avoid costly hiring mistakes by his deep industry knowledge and network. In 2010, Josh co-founded Ortho Spine Companies, which is the parent company of Ortho Spine Distributors (OSD), Surg.io and Ortho Sales Partners (OSP). OSD a searchable database that helps ease the frustration of finding orthopedic distributors throughout the country. Surg.io is the ultimate distributor toolkit that offers distributors the tools necessary to build the foundation of a scalable and highly functioning sales organization. OSP is an end-to-end solution that helps companies approach the Global Market in a cost efficient way. Our team has hundreds of years of experience and can help you navigate the many challenges present in bringing new technologies to the market.

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