

DRUG FREE • NON-INVASIVE • PAIN RELIEF



US FDA cleared as TENS For symptomatic relief and management of chronic, intractable pain, and adjunctive treatment in the management of post-surgical and post-traumatic pain

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# **AVAZZIA PAIN RELIEF WITHOUT DRUGS**



# AVAZZIA IN THE CLINIC



**DRUG FREE •NON-INVASIVE • PAIN RELIEF**

“

After receiving my first treatment with the Avazzia Pro-Sport, I felt more energized and a sense of well-being. I slept better for the first time in 8 months. After my second treatment I gained feeling back in a scarred area that I had lost for several years, as well as, an enhanced sense of clarity, better balance and a more positive outlook on life. So if you are seeking better health through knowledge and practice I recommend you try some treatments, and draw your own conclusion. I have not been paid or hired to sell this product or to provide this testimony.

”

Kauila Clark, Kahuna at large,

Immediate Past Chair  
2014-2015 NACHC  
Board of Directors



WAIANAE COAST  
COMPREHENSIVE  
HEALTH CENTER  
www.wcchc.com

“

Community Health Center of Lubbock has been searching for an effective method to deal with our unfunded clients lower back pain. We are excited that Avazzia has a solution that we are working to incorporate into our practice.

”

Michael Sullivan, MBA, CPA

Chief Executive Officer  
Community Health  
Center of Lubbock



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# ABOUT THE COMPANY

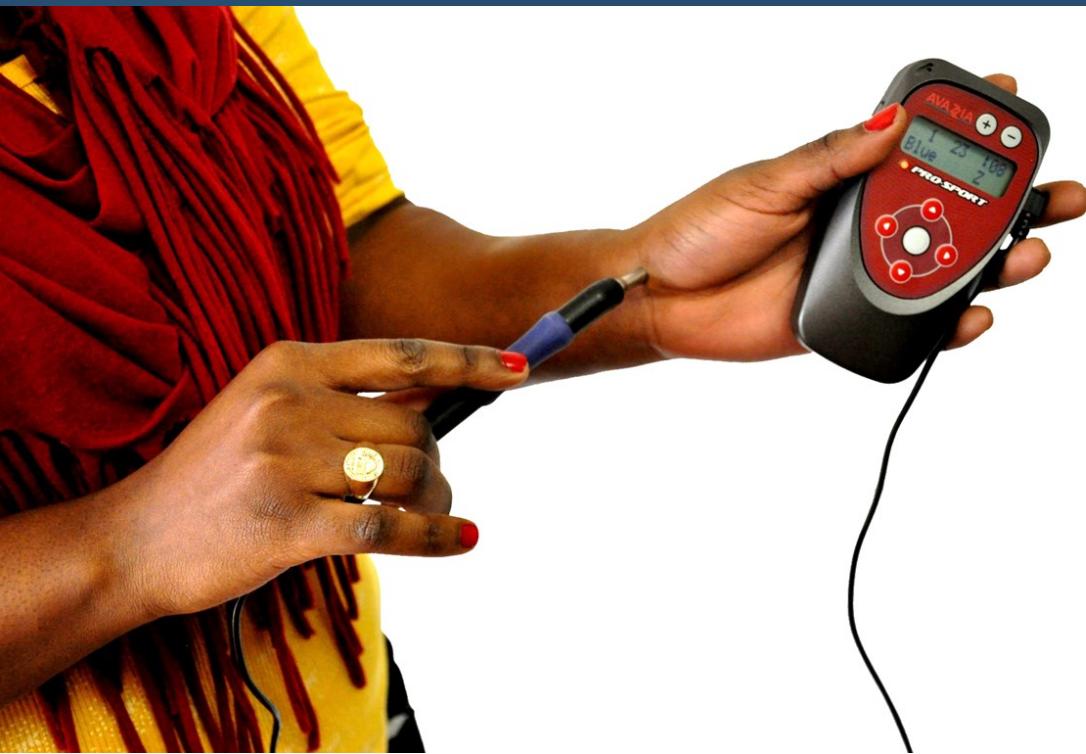
**Mission:** To provide the highest quality non-pharmaceutical, non-surgery relief of pain.

**Vision:** That everyone may experience the freedom and beauty of health.

**Philosophy:** Avazzia aims to accomplish its mission and vision by following Biblical principles while developing, manufacturing and selling its line of BEST products.

Tim Smith, Avazzia's founder, believes people cannot separate their personal convictions from their professional lives. He believes the foundation to his business is treating others – whether Avazzia employees, customers, suppliers or distributors – humbly and with respect. "My advice is not to focus on outperforming others," Smith says. "Focus instead on improving your own performance quarter over quarter. A small improvement every quarter will eventually get you to the top of the ladder."

Smith asks that all Avazzia employees and business partners embrace the core values of integrity, knowledge and a "fire in the belly." He also wants them to have fun every day at work. To that end, Avazzia's team is focuses on hard work, honest relationships and superior results for its products and customers.



# AVAZZIA CLEARANCES

**CE Mark**



## US FDA Clearances

US FDA cleared as TENS For symptomatic relief and management of chronic, intractable pain, and adjunctive treatment in the management of post-surgical and post-traumatic pain

## Health Canada License

HealthCanada license for TENS and Muscle Stimulation



## ISO 13485 Certified Quality Management System for Medical Products



## CB Safety Certificate

**Includes:**

**EN 60601-1 General Safety for Medical Devices**

**EN 60601-1-2 EMC for Medical Devices**

## US Patents and Patents Pending



**Made in the USA with domestic and foreign parts in an FDA registered manufacturing facility**



AVAZZIA INTERNATIONALLY

# TRADE THERAPY

TIM SMITH IS AN INTERNATIONAL BUSINESS VETERAN WHOSE COMPANY, AVAZZIA, SELLS THERAPEUTIC MEDICAL DEVICES WORLDWIDE. WHAT HE HAS LEARNED ALONG THE WAY MAY ALLEVIATE SOME OF YOUR GLOBAL VENTURE'S GROWING PAINS.

by John W. Mitchell



# AVAZZIA INTERNATIONALLY



## PAIN RELIEVER

TIM SMITH'S COMPANY, AVAZZIA, IS ON A MISSION TO PROVIDE THE WORLD'S POPULATION WITH NON-DRUG PAIN RELIEF. ALONG THE WAY HE'S LEARNED MANY LESSONS IN GLOBAL TRADE.

PHOTO: JUSTIN CLEMONS

# AVAZZIA INTERNATIONALLY



## GLOBAL TRADER PROFILE TIM SMITH

Years with company: 10

College: Southern Methodist University

First job out of school: Semiconductor chip design engineer at Texas Instruments

Logistics Partners: FedEx; UPS

Favorite hotel in the world: Shangri-La, Singapore

Company bank: JP Morgan Chase

Favorite international airline: American Airlines

Weekend hobbies: Family activities and fishing

Favorite business magazine: The Economist

**I**IF TIM SMITH KNEW IN 2004 WHAT HE KNOWS NOW, he would have first sold his line of microcurrent neuromodulation devices in Europe. The handheld devices, about the size of a computer mouse, are a new twist on an old principle that relays electrical impulses to relieve pain and encourage healing.\* In Europe the devices are classified as a consumer device—as opposed to a medical device—and are available without a prescription.

"My revenue ramp-up would have been much faster compared to the U.S. market, where a doctor's order is required," says Smith, the founder and CEO of Avazzia, based in Dallas. Smith is 70 and speaks like a man who knows his values and is confident in them. He says marketing to doctors requires U.S. Food and Drug Administration (FDA) approval and an intense one-on-one effort to demonstrate to physicians that a new therapy offers good patient outcomes. This is one of many lessons he has learned in the past 10 years selling his product globally. Even for an experienced former Texas Instrument (TI) senior executive who had profit-and-loss responsibility for overseas manufacturing plants, there is always something new to learn about successful exporting. In an upcoming trip to Asia, he will work for the second time to open the Chinese market.

"The first time I tried a few years ago I hooked up with a distributor group who I later realized expected under-the-table payments," he recounts. "I don't pay bribes. It's against my ethics and it's a violation of the U.S. Foreign Corruption Act," he says. He has had recent success in India, where the U.S. Commerce Department's Gold Key Matching Service program offered him several pre-vetted possible distributor contacts.

"One of the gentlemen and I hit it off right away. And because he had been screened in advance, I knew his values and mine were a good business match. I can't say enough good things about the Gold Key program." (See sidebar.) The company recently made its first product shipment to India.

Smith says that something he learned well at TI was that when you run into a problem, go to the locals for their suggestions. This is a lesson he has relied on in Malaysia.

"In Malaysia, 30 percent of the population are not native, such as Chinese or Indian, but they control 80 percent of the wealth. So you work a lot with this non-native population," he says. "But not always. To get our products in Malaysian hospitals, I learned it is imperative to work with a Bumiputera, or a native-born contact. Bumiputera, a Sanskrit word, translates to 'prince (or son) of the soil.' So it's very important to understand these kind of distinctions depending upon the market you target."

For Smith, successful business is about good relationships, especially globally. This has enabled him to create vital partnerships throughout the world, including with research foundations and medical schools in Malaysia and Romania. He said it is absolutely vital not to act like an American know-it-all when cultivating new markets but to be sincerely respectful. Smith follows this strategy implicitly, to the point where he is often asked if he is a minister.

"I think that indicates there is something about my demeanor that implies honesty and character," he speculates. But invariably, he says, there will be misunderstandings in overseas-market relationships.

"You have to really watch people," Smith cautions. "You can tell when you've screwed up and done something culturally insensitive by the look on their face. The key is to apologize immediately, then figure out what mistake you made so you don't do it again."

As an example, he cited two instances in the Philippines when he was with TI. He learned very quickly that to point at someone with a raised finger, as is done in America to indicate you need them, is very offensive in the Philippines. Instead, the custom is to point toward the ground. Smith also told of an American engineer who worked for him who was on a trip to a TI plant in the Philippines. The exec kept referring to an English slang word for transistor adhesive but was also a local slang word for a body part.

"He figured it out when every time he said the word, the female employees either snickered or looked appalled," Smith says.

"In Asian markets especially, the best answer you can give is 'I don't know,' rather

\*The claim "encouraging healing" is permissible in some countries outside the U.S., but not in the U.S. per FDA regulation.

than make something up," he advises. "Because then when you give an answer you *do* know, you will be believed and it helps establish trust." He does not speak a second language, noting that English is the language of business worldwide.

Smith's line of 15 electric stimulation products gives a modern update to an old idea. Its history can be traced back to ancient Egyptians who used electric eels for revival and on through to the late 1800s, when the newly invented electrical current was used to make all sorts of wild, unsubstantiated medical claims. But for the past two decades the standard has been Transcutaneous Electrical Nerve Stimulation (TENS). Smith explains that his devices also place electric currents through the skin, but that is where the similarity with TENS ends.

"Most TENS units are designed to overwhelm the nerve with too much current, causing it to shut down to reduce pain. Avazzia devices deliver small amounts of current at a higher voltage and promote peptide production to help relieve pain chemically," he explains. "The neuropeptide response we get equals a morphine dump into the affected area, without the side effects that come with narcotic pain medicines."

Avazzia works on what are known as C-fibers in the muscles as opposed to A- and B-fibers impacted by TENS, according to the company's website. And because it delivers a small amount of current, it can be powered with two AA batteries as opposed to plugging into house current or 9-volt and other larger batteries.

Although ongoing medical partnerships overseas support the notion that Avazzia devices promote healing, the company cannot make that claim in the United States. But Smith says he supports FDA standards for medical-device approval.

"Our global customers appreciate the fact that we have FDA approval for pain relief. FDA approval is highly regarded in the rest of the world," Smith says. He hopes to conduct U.S. clinical studies on healing, although stateside studies are very expensive.

But Avazzia does obtain other standard endorsements that are recognized around the globe. "In India we give the devices to the medical schools and they produce very

credible medical studies accepted in most of the world," Smith says. He adds that in India, hospital pain wards have up to 4,000 patients and the department heads are not happy with the available pain-management options.

"They don't have the money to use narcotic pain meds, and over-the-counter meds like acetaminophen can have long term effects on the liver," he notes.

Smith was motivated to invent his devices when he saw a neighbor suffering from neuropathy foot pain due to diabetes. He had recently left TI after 21 years and was looking for his next project. When his friend began reporting much better pain relief, his development tinkering led him to found Avazzia in 2004. He quickly added former TI senior executives with experience in developing and selling "small gadgets you carry around in your hand" and who are trained in the TI tradition to think strategically with every process. He also hires veterans and likes to have some interns around for their energy.

"I look for people with honesty and integrity who are really knowledgeable in their field. I also want self-starters and people who understand it is important to have fun at work," Smith says.

Rickey Puckett, Avazzia's comptroller and accountant, is a good example. A 22-year Air Force veteran, he also handles shipping for the company. Puckett says he considers shipping to be a function of his duties to control expenses. The company recently switched nearly exclusively to FedEx for an estimated savings of \$10,000 annually. He stresses that there are still some countries where they will continue to use UPS, depending upon the in-country delivery network that performs best. Avazzia's handheld products are relatively easy to ship and are packed to withstand a drop from shoulder-height to the floor. Puckett reports that Customs is the company's biggest challenge. Some of its clients use freight forwarders such as ClearFreight to both batch orders for a better shipping price and to expedite and reduce Custom issues.

"They email me the Customs forms, I fill them out and then a third-party picks them up for the freight forwarder," Puckett explains. "In South America, for example, we've learned it's really critical to have

## THE MAGIC OF GOLD KEY

THE U.S. COMMERCIAL SERVICE'S GOLD KEY MARKETING SERVICES

IN MEDICINE, AN ACCEPTED TRUTH IS IF YOU NEED AN operation, go to a doctor who does a lot of those procedures. The same thinking applies to global trade. The Gold Key Matching Services are provided through the International Trade Administration's U.S. Commercial Service (through the U.S. Department of Commerce). The program arranges appointments for U.S. business leaders with "pre-screened overseas agents, distributors, sales representatives and business partners." The program saves time, money and uncertainty by assisting with travel, accommodations and interpreter services.

Many companies have benefitted from this program. This includes Sirchie (Youngsville, N.C.), a manufacturer of crime-scene materials used by law enforcement throughout the world. Its Gold Key Service contact resulted in a \$1.1 million sale to the Brazilian government. X-Spine Systems Inc. (Dayton, Ohio) netted a deal worth \$200,000 for its medical-implant devices from the United Kingdom. And Karp Associates (Maspeth, N.Y.) shipped an initial \$130,000 order of its custom-access doors to a Saudi business within nine months of its initial meeting.

The U.S. Commercial Service operates in more than 80 countries. To contact a representative, visit [export.gov/eac](http://export.gov/eac).



PAIN IS ONLY SKIN-DEEP  
AVAZZIA HAS 15 ELECTRIC STIMULATION PRODUCTS THAT PLACE ELECTRIC CURRENTS THROUGH THE SKIN TO RELIEVE PAIN.

someone there to walk the shipment through Customs. There is something about products with wires that are labeled medical devices that creates difficulties in some countries." By contrast, he says, India and Canada are relatively simple destinations for shipment.

With about a third of the world's population suffering from chronic pain at any given time, Smith's vision is to place one of his Avazzia units in every household in the world.

"The U.S. has 5 percent of the population of the world, but we use 80 percent of narcotic pain meds in the world," says Smith. He cites the side effects of narcotic pain relievers—including addiction or overdose—then notes that for the rest of the world his device is a lower-cost, more-effective solution for pain management.

Avazzia manufactures its product line, which includes applications for cosmetic and veterinary use, in Dallas. On the company website, the devices sell for between \$400 and \$3,590, depending upon the application. A few accessories are made in Taiwan. Smith feels there are unique sales benefits to manufacturing stateside, where consumer safety standards are perceived to be among the best in the world. He also says that the global clinical community is used to seeing many medical research and study papers out of Dallas, which is home to some of the most respected medical institutions in the world. This includes MD Anderson, where the first artificial heart was developed, and Baylor Medical Institute, which has a network of more than 3,000 board-certified physicians. At any given time, BMI has 500 ongoing active research investigations for drug, device and vaccine studies.

"People around the world know that

Texas is different from the rest of the United States and that is mostly good," Smith says wryly. He adds that the people of Canada, where he also easily exports his product under NAFTA, are a lot like Texans.

"They are former cowboys who are now drilling oil."

Currently, Avazzia exports account for 10 percent of sales. His goal is to grow that to 25 percent in Asia and 25 percent in Europe. He says the company is working on a web-based plan in Europe. "Right now the Internet outsells what Walmart sells every day and is growing faster. There is a huge opportunity in that trend," he explains. He also says that he does not think European companies can develop a competing product that could be marketed at the same selling price. "European countries have expensive social programs that are paid for by taxes at various business and retail levels. This drives up prices on European goods. European consumers have demonstrated they will choose a lower-cost import product." He says this is a good opportunity for Avazzia in the European market.

Smith is a big believer in his people, talking with pride about how engineering interns he mentored at TI went on to work on the Lunar Lander project and move up to vice presidents for TI. While he recounts this experience, he does not mention that he also worked on successful components projects for the Lunar Lander and Apple computers earlier in his career.

To ensure the company's viability when he may not want to or cannot serve as CEO, he makes sure his senior team is all trained to wear multiple hats.

"When I'm out of town, the company still runs," he says proudly. ■

## MOL

Count On MOL.

Performance you can count on.

### GLOBAL OPERATIONS

APR. - JUN. 2014

Vessel On-Time Performance	
Asia-U.S. West Coast	98%
Asia-U.S. East Coast	58%
Transatlantic	30%
Asia-Europe	46%
Asia-Mediterranean	N/A*
Asia-East Coast	72%
South America	
Asia-Mexico/West Coast	
South America	67%
Intra Asia	62%

### SAFETY

JAN. - AUG. 2014

Long-Time Operational Stoppage	5
--------------------------------	---

### ENVIRONMENTAL\*\*

FY 2013 vs. FY 2012

Carbon Dioxide (CO <sub>2</sub> ) Emissions per TEU-Mile	↓ 4.5%
Nitrogen Oxide (NOx) Emissions per TEU-Mile	↓ 4.5%
Sulfur Oxide (SO <sub>x</sub> ) Emissions per TEU-Mile	↓ 6.0%

### NORTH AMERICAN OPERATIONS

AUG. 2014

In-Terminal Truck Turn Time	
Jacksonville	16 min.
Los Angeles	35 min.
Oakland	24 min.

### CUSTOMER SERVICE

AUG. 2014

Lost Calls	2.04%
Phone Wait Time	16 seconds
U.S. Export B/L Documentation Completion Rate	96.87%
Documentation Accuracy	
U.S. Export	98.65%
Asia to U.S.	99.53%

### EDI

AUG. 2014

Message Processing Without Failure	95.8%
EDI Uptime	99.2%
Customer Setup Time	48-hrs
Customer Scorecard Compliance	95.7%

\* No MOL ships deployed since April 2014.

\*\* MOL has also established a target to reduce CO<sub>2</sub>, NOx and SO<sub>x</sub> emissions by 10% by FY2015 vs. FY2009.

# TIM SMITH BIOGRAPHY

## Tim Smith, CEO and Founder



Tim Smith, founder and principal designer of Avazzia technology, had decades of engineering design experience and success at Texas Instruments before starting his medical devices company.

"I've been an inventor and design engineer all my life," Smith says. "I retired from TI but my brain didn't retire. I met someone who was being treated for foot pain because of diabetes and who was worried about amputation. I could immediately see in my brain how to design a product to make treatment better and more effective."

What has evolved since 2004 is a line of Avazzia products that includes the BEST-Pro™ hand-held device, available by prescription and cleared by the FDA for noninvasive, non-pharmaceutical long-lasting pain relief.

"When I was at TI, I worked on products that changed lives and industries in really dramatic ways," Smith says. Some of his TI products included the logic chips that assisted the Apollo lunar

modules to safely land on the Moon and return to Earth; technology used extensively in military jets, including the F-14, F-15, B1 and B2; and micro-technology that totally transformed the telecom industry. Smith also invented the chips used to develop the first Apple computer and IBM PC.

He says Avazzia products are life-transforming as well – providing long-term pain relief without invasive procedures. Medical doctors and chiropractors have used Avazzia products to mitigate intractable back pain, improve rehabilitation after knee surgery and reduce the impact of carpal tunnel syndrome.

"One of the issues many doctors are dealing with is they don't want to prescribe various pain pills or medications over a long-term period," Smith said. "Not only is that an open-ended cost for insurance companies, there are all sorts of issues with ongoing use. And surgery carries its own issues," Smith says.

"We know from people who are using Avazzia products that they have experienced pain relief to the point where they can reduce or eliminate the need for either of those therapies. And that is about as transformational as you can get."

Smith, who earned a bachelor's and master's degree in electrical engineering from Southern Methodist University, started his company in a spare bedroom of his Dallas home in 2004. It has grown to more than 15 employees. Avazzia products are developed and manufactured in Texas and sold in the U.S., Canada and Asia. Avazzia holds four patents.

# MICROCURRENT FOR HEALTHCARE

## What is Chronic Pain?

While acute pain is a normal sensation triggered in the nervous system to alert you to possible injury and the need to take care of yourself, chronic pain is different. Chronic pain persists. Pain signals keep firing in the nervous system for weeks, months, even years.

There may have been an initial mishap -- sprained back, serious infection, or there may be an ongoing cause of pain -- arthritis, cancer, ear infection. Some people suffer chronic pain in the absence of any past injury or evidence of body damage. Many chronic pain conditions impact older adults. Common chronic pain complaints include headache, low back pain, cancer pain, arthritis pain, neurogenic pain (pain resulting from damage to the peripheral nerves or to the central nervous system itself).

A recent market research report indicates that more than 1.5 billion people worldwide suffer from chronic pain and about 3 to 4.5 percent of the global population suffers from neuropathic pain, with incidence rate increasing in conjunction with age. (1)

Condition	Number of Sufferers in US	Source
<b>Chronic pain</b>	100 million	Institute of Medicine/ The National Academies
<b>Diabetes</b>	25.8 million (includes diagnosed and undiagnosed estimates)	American Diabetes Association
<b>Carpal tunnel syndrome</b>	8 percent of US workers	National Institute for Occupational Health and Safety, 2013
<b>Back pain</b>	65 million	National Centers for Health Statistics, 2006
<b>Pain severe enough to disrupt sleep nights/week</b>	42 million	National Sleep Foundation, 2000

## The Burden of Pain on Every Day Life

The total annual incremental cost of health care due to pain ranges from \$560 billion to \$635 billion (in 2010 dollars) in the United States, which combines the medical costs of pain care and the economic costs related to disability days and lost wages and productivity. (2)

More than half of all hospitalized patients experienced pain in the last days of their lives and although therapies are present to alleviate most pain for those dying of cancer, research shows that 50 to 75 percent of patients die in moderate to severe pain. (3)

## Commonly-Reported Pain Conditions

When asked about four common types of pain, respondents of a National Institute of Health Statistics survey indicated that low back pain was the most common (27 percent), followed by severe headache or migraine pain (15 percent), neck pain (15 percent) and facial ache or pain (4 percent). (4) Back pain is the leading cause of disability in Americans under 45 years old. More than 26 million Americans between the ages of 20-64 experience frequent back pain. (4)

## Key Findings from the 2006 Voices of Chronic Pain Survey (5)

# MICROCURRENT FOR HEALTHCARE

A 2006 survey conducted for the American Pain Foundation and sponsored by Endo Pharmaceuticals evaluated the impact that chronic pain had on 303 chronic pain sufferers who sought care from their physician and were currently using an opioid to treat their pain.

- Control Over Chronic Pain: More than half of respondents (51 percent) felt they had little or no control over their pain.
- Six out of ten patients (60 percent) said they experience breakthrough pain one or more times daily, severely impacting their quality of life and overall well-being.
- Impact on Quality of Life: Almost two-thirds (59 percent) reported an impact on their overall enjoyment of life.
- More than three quarters of patients (77 percent) reported feeling depressed.

**Pain in Children:** According to the National Health and Nutrition Examination Survey (NHANES) data, 17 percent of U.S. children, aged 4-18, experience frequent or severe headaches, including migraine, over the course of a year. Before puberty, boys and girls have headaches at approximately the same rate, but after 12, the rate of recurrent and severe headaches rises among girls. (6)

## **Summary Health Statistics for U.S. Adults: National Health Interview Survey, Department of Health and Human Services Report, 2009 (7)**

- Women were more likely to experience pain (in the form of migraines, neck pain, lower back pain, or face or jaw pain) than men. Women were twice as likely to experience migraines or severe headaches, or pain in the face or jaw, than men.
- The percentage of person experiencing migraines or severe headaches was inversely related to age. Twenty percent adults aged 18-44 years experienced a migraine or severe headache in the 3 months prior to the interview compared with 15 percent of adults aged 45-64, 7 percent of adults aged 65-74, and 6 percent of adults aged 75 and over.
- Adults aged 18-44 years were less likely to have experienced pain in the lower back during the 3 months prior to the interview compared with older adults.
- Adults with a bachelor's degree or higher were less likely to have migraine headaches, neck pain, lower back pain, or pain in the face or jaw, compared to adults who did not graduate from high school.
- Adults in poor and near poor families were more likely to experience migraine headaches, neck pain, lower back pain, or pain in the face or jaw in the 3 months prior to the interview than were adults in families that were not poor.



# MICROCURRENT FOR HEALTHCARE

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- 7) Summary Health Statistics for U.S. Adults: National: Health Interview Survey, 2009, Department of Health and Human Services Report (page 7) [http://www.cdc.gov/nchs/data/series/sr\\_10/sr10\\_249.pdf](http://www.cdc.gov/nchs/data/series/sr_10/sr10_249.pdf)



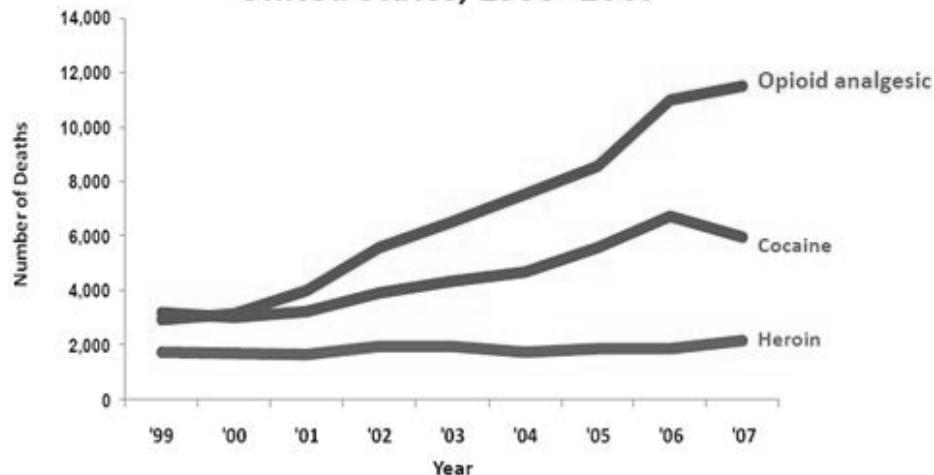
# MICROCURRENT FOR HEALTHCARE

## Centers for Disease Control and Prevention Reports on Prescription Drug Abuse

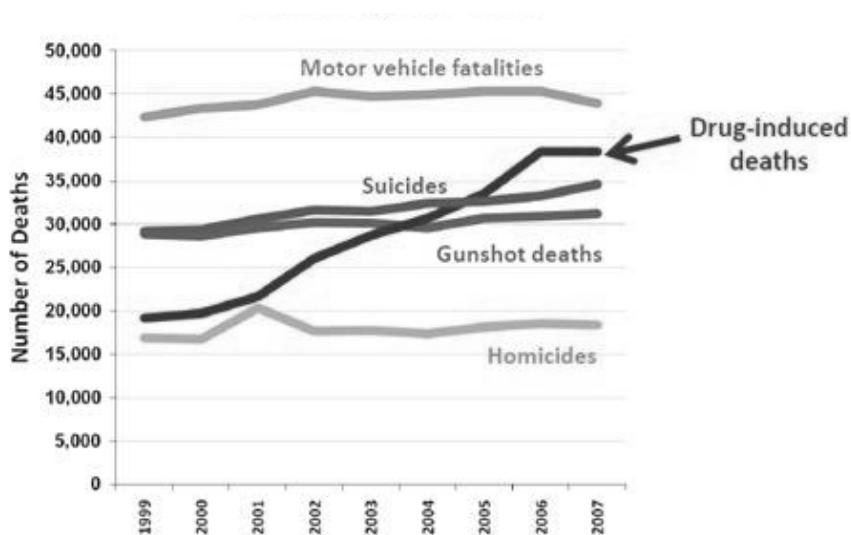
### Unintentional Overdose Deaths Involving Opiod Analgesics, Cocaine and Heroin

U.S., 1999-2007

### Unintentional Overdose Deaths Involving Opioid Analgesics, Cocaine and Heroin United States, 1999–2007



Source: Centers for Disease Control and Prevention, *Unintentional Drug Poisoning in the United States* (July 2010)

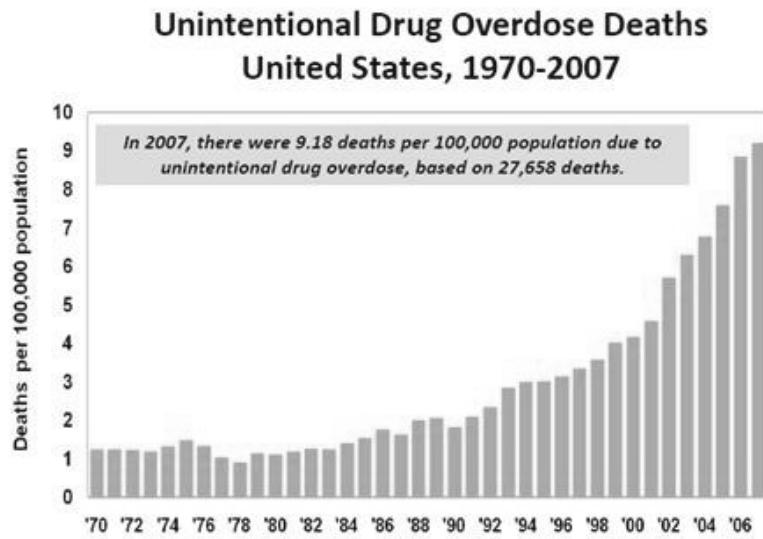


Source: National Center for Health Statistics, Centers for Disease Control and Prevention. National Vital Statistics Reports Deaths: Final Data for the years 1999 to 2007 (2001 to 2010).

Source: National Center for Health Statistics, Centers for Disease Control and Prevention. National Vital Statistics Reports, Deaths: Final Data for years 1999 to 2007

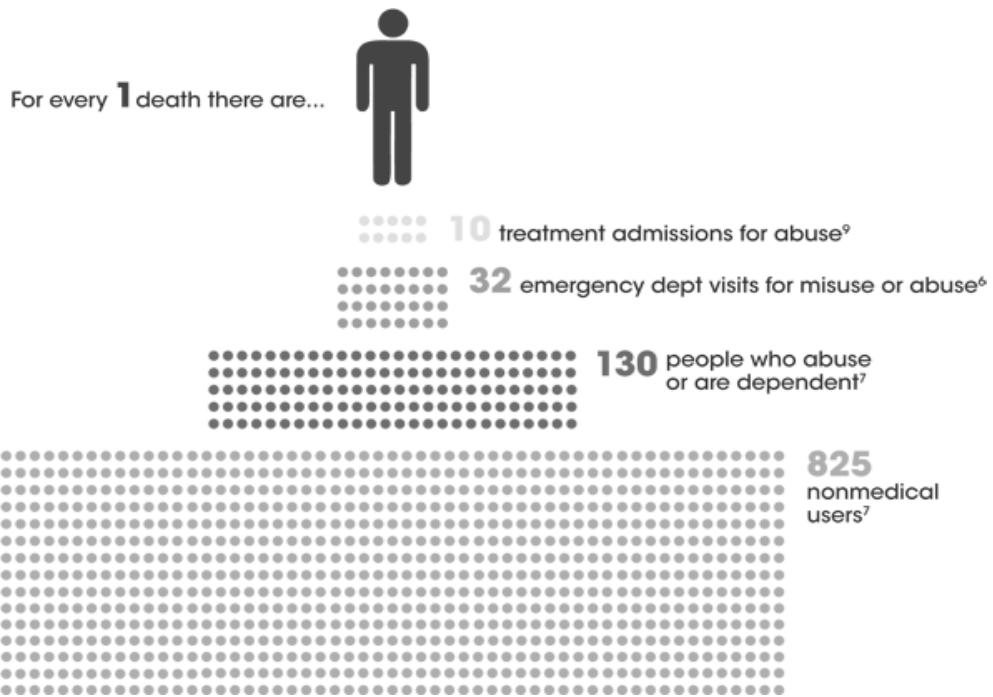
# MICROCURRENT FOR HEALTHCARE

## Unintentional Drug Overdose Deaths in U.S., 1970-2007



Source: Centers for Disease Control and Prevention. *Unintentional Drug Poisoning in the United States* (July 2010).

Source: Centers for Disease Control and Prevention, *Unintentional Drug Poisoning in the United States* (2010)



Source: Centers for Disease Control and Prevention, *Vital Signs: Overdoses of Prescription Opioid Pain Relievers in U.S. 1999-2008*

# TECHNOLOGY



# AVAZZIA AND TENS PERFORMANCE COMPARISON

Avazzia BEST™ (Bio-Electrical Stimulation Technology)	Traditional TENS (Transcutaneous Electrical Neural Stimulation)
Avazzia BEST devices are FDA-cleared for the symptomatic relief and management of chronic, intractable pain and adjunctive treatment in the management of post-surgical and post-traumatic pain. BEST devices are available by prescription only.	Check clearances and federal approvals.
Effectiveness lasts for several hours after treatment and has been shown in some cases to permanently resolve pain.	Effectiveness often ends when treatment stops.
Engineered and manufactured in the U.S., at a federally inspected facility in North Texas.	Often difficult to determine where product is manufactured; engineering origins often unknown.
Unique reaction feature of BEST units is designed to prevent habituation and accommodation for more effective pain management.	User's body often "gets used" to TENS stimuli. The result is the TENS unit works well for awhile and then effectiveness is either severely limited or eliminated.
Product has patented software and design. Superior technical support and service available at company headquarters in Dallas.	Purchaser should check product support and service. Some products offer no technical support and cannot be returned for any reason.
Accessories may be purchased, as needed, to improve treatment.	Many TENS units sold as kits, with no option to add needed items or delete unnecessary items.

**Reaction Data** is the body's response to the stimulus and the technology's ability to detect, measure, analyze and respond to the body. As the BEST product is applied, a high voltage microcurrent signal is passed through the skin. With each signal, the electrical properties of tissue changes. The BEST device detects the change and responds with modification of the next signal.

# AVAZZIA AND TENS TECHNICAL COMPARISON

Avazzia BEST™ (Bio-Electrical Stimulation Technology)	Traditional TENS (Transcutaneous Electrical Neural Stimulation)
Patented microchip technology designed by the Texas Instrument engineer who created the “logic” chips used in Apollo moon missions and F-14 and F-15 fighter jets.	Technology is basically the same as when units came into common use in 1970s. Technology can be easily replicated.
Output signals vary with changes in tissue impedance to reduce accommodation.	Output signals typically in the same, continuous pattern, often resulting in accommodation.
Avazzia BEST devices form a somatic feedback loop between the device and tissue being treated for more effective therapy.	No biofeedback.
Avazzia devices have high intensity, burst pulses and very low microcurrent for increased stimulation of neuropeptides.	Low intensity, long duration pulses, higher current.
Voltage range: 20-650 volts.	Voltage range: 0-40 volts.
Amperage range: Microamps ( $10^{-6}$ amps)	Amperage range: Milliamps ( $10^{-3}$ amps)
Signals, frequency range: 1Hz to 1500Hz	Signals, frequency range: 1Hz to 100Hz
Damped asymmetrical biphasic sinusoidal waveform.	Square waveform, monophasic or biphasic; symmetrical or asymmetrical.
Uses two AA batteries.	Typically uses 9V battery.
In addition to owner's manual, online videos (accessible with membership fee) explain advanced techniques for pain management. Professional users may attend in-person training (registration required).	Owner's manual included with purchase.
Service and technical support staffs are located in Dallas, Texas.	Check vendor to determine service and technical support.

# AVAZZIA PRODUCTS



# COMPARING AVAZZIA DEVICES



	PRO-SPORT III	BEST-RSI	BEST-PRO 1	Avazzia Blue
Prescription Required in U.S.	Yes	Yes	Yes	Yes
Modes	50+ pre-set modes; 4 programmable modes	4 pre-set modes	4 pre-set modes	2 pre-set modes
Reaction Readings	5 pre-set modes; 4 programmable modes	None	Assess Relax	None
Display of Tissue Response	Digital back-lit display and readout	Lights, beeps D/Z	Lights, beeps IR/D/Z	None
Digital display	Yes	No	No	No
Ease of use	Professional model; training highly recommended	Used at home or in HCP setting; training advised	Home model; training advised for maximum benefit	Home model; simple two-mode unit
Timer	Digital back-lit display/readout	Beeps at 30 seconds; 2 minutes	Beeps at 30 seconds; 2 minutes	Beeps at 30 seconds; 2 minutes
Frequencies	.5Hz to 1565Hz	15Hz to 350Hz	15Hz to 350Hz	15Hz to 350Hz
RSI mode/ chronic pain	Yes	Yes	No	No
Accessories	Compatible with all Avazzia accessories (sold separately)			
Programmable	Yes	No	No	No
Handheld/ portable	Yes	Yes	Yes	Yes
Power source	2 AA batteries	2 AA batteries	2 AA batteries	2 AA batteries
FDA cleared for pain relief	Yes	Yes	Yes	Yes

# PRO-SPORT III DEVICE



**The PRO-SPORT provides long-lasting pain relief for patients without drugs or surgery.**

- With the PRO-SPORT III device users are able to select from over fifty pre-programmed modes, and four user programmable modes, in order to give the most versatility when treating patients.
- These modes include user-favorite, RSI, BLUE Stimulate, Blue Relax, VASO, cosmetic body shaping modes, and more.
- The Avazzia PRO-SPORT III is able to take tissue reaction readings, and assign a numerical value to the tissue reaction, to allow practitioners to measure when the device is making a difference for the patient.

**Advanced engineering allows the user to control power level, pulsing action, damping, modulation and more.**

- Over 50+ Modes for User Flexibility
- Relax Assess (Reactions)
- Modulate, off, 0.5:1, 1:1, 2:1, 3:1, 4:1, 5:1, and 6:1
- Stimulate
- Deep Stimulate
- Blue Stimulate
- RSI
- Acute
- Acute Trauma
- VASO

**Uses two AA batteries.**



# AVAZZIA BEST-RSI DEVICE

**The BEST-RSI provides long-lasting pain relief without drugs or surgery.**

- These hand-held devices are FDA-cleared for the symptomatic relief and management of chronic, intractable pain and adjunctive treatment in the management of post-surgical and post-traumatic pain.
- These devices offer microcurrent electro-therapy, using interactive reactions to provide noninvasive and non-pharmacological pain relief.
- The engineer who created the BEST products also created the “logic chips” used in Apollo moon missions and F-14 and F-15 fighter jets while he was with Texas Instruments.



## BEST-RSI — Simple to Use



The Avazzia BEST-RSI is simple to use with four modes for targeted pain relief. BEST-RSI has the RSI mode — the strongest available in a microcurrent device.

1. Turn on the device; place onboard electrodes or electrode pads or Y-electrode on area being treated.
2. Select a comfortable power level.
3. Select an operating mode and apply for several minutes. Easy-to-see LEDs indicate mode being used.
4. Select the next mode and repeat treatment.
5. BEST-RSI has been used to treat pain connected with neuropathy, fibromyalgia, carpal tunnel syndrome, chronic pain from old sports injuries and “weekend warrior” aches.

**Uses two AA batteries.**

# AVAZZIA BEST PRO-1 DEVICE



## BEST-PRO 1 — Pain Relief Without Drugs

- The BEST-PRO 1 provides long-lasting pain relief without drugs or surgery.
- These hand-held devices are FDA-cleared for the symptomatic relief and management of chronic, intractable pain and adjunctive treatment in the management of post-surgical and post-traumatic pain.
- BEST devices are engineered, manufactured and serviced in Dallas. The engineer who created the BEST products also created the “logic chips” used in Apollo moon missions and F-14 and F-15 fighter jets while he was with Texas Instruments.

## BEST-PRO 1 — Simple to Use

The Avazzia BEST-PRO 1 is simple to use with four modes for targeted pain relief.

1. Turn on the device; place onboard electrodes or electrode pads or probe on area being treated.
2. Select a comfortable power level.
3. Select an operating mode and apply for several minutes. Easy-to-see LEDs indicate mode being used.
4. Select the next mode and repeat treatment.



**Uses two AA batteries.**

# AVAZZIA BLUE DEVICE

**The Avazzia Blue device provides long-lasting pain relief without drugs or surgery.**

- These hand-held devices are FDA-cleared for the symptomatic relief and management of chronic, intractable pain and adjunctive treatment in the management of post-surgical and post-traumatic pain.
- These devices offer microcurrent electro-therapy, using interactive reactions to provide noninvasive and non-pharmacological pain relief.
- The engineer who created the BEST products also created the “logic chips” used in Apollo moon missions and F-14 and F-15 fighter jets while he was with Texas Instruments.



## Avazzia Blue — Simple to Use

The Avazzia Blue is simple to use with four modes for targeted pain relief. Blue has two modes: Blue Relax, and Blue Stimulate

Turn on the device; place onboard electrodes or electrode pads or Y-electrode on area being treated.



1. Select a comfortable power level.
2. Select an operating mode and apply for several minutes. Easy-to-see LEDs indicate mode being used.
3. Select the next mode and repeat treatment.
4. Avazzia Blue has been used to treat pain connected with neuropathy, fibromyalgia, carpal tunnel syndrome, chronic pain from old sports injuries and “weekend warrior” aches.

**Uses two AA batteries.**

# AVAZZIA PRODUCT DETAILS

## PRO-SPORT III

### Device

\$3,845



- 51 Preprogrammed Modes for the Professional
- 4 Programmable User Defined Modes
- Digital Backlit Display
- Body Reaction Measurements

## PRO-SPORT III Device Kit

\$4,295



Kit includes device,

Y-Electrode

Pencil Electrode

Brush Electrode

Large Carry Case

2: 250 Lead wire

2: RB Lead wire (Pads)

2: 2"x2" conductive pads

## BEST-RSI Device

\$1,331



## BEST-RSI Modes

**Relax** for acute conditions

**Deep Stimulate** for chronic pain

**RSI** for strongest pain relief

**Acute** for acute pain

## BEST-RSI Device with Y-electrode

\$1,499



Kit includes device,

RB Lead wire (Pads),

2: 2"x2" conductive pads

Y-Electrode

250 Lead wire (electrode)

BEST Carry Case.

## Avazzia BLUE

### Device

\$299



## Avazzia Blue Modes

**Blue Relax** for acute conditions

**Blue Stimulate** for chronic conditions

## Avazzia BLUE kit

### for patients

\$349



Kit includes device,

RB Lead wire (Pads),

2: 2"x2" conductive pads package of 4

Zipper pouch

## Best for patients

## Avazzia BLUE Device with Y-electrode

\$595



Kit includes device,

RB Lead wire (Pads)

2: 2"x2" conductive pads

Y-Electrode

250 Lead wire (Electrodes)

BEST Carry Case

# SUPPORT



# FREQUENTLY ASKED QUESTIONS

## Frequently Asked Questions by Federal Qualified Community Health Centers

### BENEFITS and USAGE

#### How does the Avazzia Technology benefit a community health center?

Effective patient outcomes

Significantly reduced costs due to less spending on expensive narcotics

No patient side effects – avoid the side effects of narcotics – addiction, overdose, death, violent crime

#### What can I use it for? What are the indications for use?

FDA cleared for pain

#### How long is a typical treatment?

2-15 minutes is the length of a typical basic treatment.

#### How does it work?

Avazzia therapy applied to the skin and stimulates the body's natural pain relievers

#### Does it require a prescription?

Yes

### BILLING

#### Can we bill for our services? Yes.

Microcurrent devices have been cleared by the US FDA for treatment of chronic pain, joint pain, symptomatic relief and management of chronic intractable pain; adjunctive treatment in the management of post-traumatic and post-surgical pain.

Some chronic or joint pain ICD-10s include:

G89.29 Chronic Pain	M25.561/M25.562 R / L Pain: Joint: Knee	M79.601/M79.602 R / L Pain: Arm
G89.28 Pain: Postoperative: Chronic	M25.571/M25.572 R / L Pain: Joint: Ankle	M79.641/M79.642 R / L Pain: Hand
M54.9 back pain	M79.671/M79.672 R / L Pain: Joint: Foot	M79.644/M79.645 R / L Pain: Fingers
M54.5 Lumbar region pain	M25.531/M25.532 R / L Pain: Joint: Wrist	R10.2 Pain: Joint: Pelvic Region
M25.551/M25.552 R / L Pain: Joint: Hip	M25.521/M25.522 R / L Pain: Joint: Elbow	G50.1 Pain: Face: Facial, Atypical
M79.604/M79.605 R / L Pain: Joint: Leg	M25.511/M25.512 R / L Pain: Joint: Shoulder (region)	

#### Does insurance pay for a home use device for a patient?

Yes, insurance often provides benefits based on carrier, policy, and patient history.

#### Can the device be rented? Can a device be rented to buy?

Yes, practitioners do use both of these strategies.

### TRAINING

#### How do practitioners get trained?

Online: Free and subscription-based training is available at [www.avazziatraining.com](http://www.avazziatraining.com)

Onsite: Arrangements can be made for training at your location.

#### How do patients get trained?

Training is minimal for a patient as the home use devices are simple to use. Turn it on and put it on. An owner's manual is provided

Online: Free and subscription-based training is available at [www.avazziatraining.com](http://www.avazziatraining.com)

CHC Practitioner: The CHC practitioner can instruct the patient on appropriate home use.

# AVAZZIA BILLING CODES



**DRUG FREE •NON-INVASIVE • PAIN RELIEF**

## **Suggested Treatment Reimbursement Codes**

CPT code	Descriptions
97032	Attended electrical stimulation (15 minutes)
G0283	Electrical stimulation unattended (15 minutes)
97014	Electrical stimulation unattended Worker's Compensation (15 minutes)
90901	Biofeedback (15 minutes)
97535	Self care/home management training to use device

## **Device Codes HCPC**

Device Code	Descriptions
E0720	TENS
E0731	Conductive Garment
A4595	Tens Supplement (Pads, wires, accessories)

## **Initial and Follow up Evaluation Reimbursement Codes**

CPT (I/F)	Descriptions
99201/99211	Evaluation & Management– Limited
99202/99212	Evaluation & Management– Expanded
99203/99213	Evaluation & Management– Detailed
99204/99214	Evaluation and Management– Comprehensive
99205/99215	Evaluation & Management– Complex

Information provided for illustration purposes and no express or implies warranty is made on accuracy, suitability or applicability of the codes.

# TRAINING VIDEOS ONLINE

## AVAZZIA TRAINING

Using an Avazzia BEST™ device is easy – often as easy as turning it on and placing the electrodes on the point of pain.

While easy to use, the BEST™ devices are best used in the hands of a skilled user, which is why training is so important to improve that quality of results.

Go to [avazziatraining.com](http://avazziatraining.com) to explore the many video testimonials of how Avazzia owners are using their device to improve their health.

Avazzia offers free videos to get an overview of how to use your device.



Subscribe to the Avazzia Online Training site. New users can try our core training for \$1 using the coupon: **Avazzia**. Unsubscribe to avoid future charges, Avazzia will not be responsible for additional charges.

View our Calendar of Events to find in-person trainings and events offered for Avazzia products.

Join our mailing list for our newsletter highlighting upcoming Avazzia events, tips on healthy, pain-free lifestyles, special offers and more.

**AVAZZIA**  
Innovation in Health & Wellness Technology

Avazzia, Inc.

13140 Coit Road Suite 515

Dallas, TX 75240

(T) (214) 575-2820

(F) (214) 575-2824

# TRAINING VIDEOS FOR PROFESSIONALS

## AVAZZIA TRAINING

**Avazzia offers a collective of online training videos and seminars to allow flexibility in learning on a tight schedule.**

**Avazziatraining.com** is designed to help physicians and healthcare practitioners review protocol and technique knowledge acquired through core and advanced classroom training. Training is vital for proper integration of Avazzia devices into a practitioner's specific practice, as well as providing basic device training for office personnel.

**Online training videos** also help practitioners demonstrate to patients the applied protocol or technique that will be used in their treatment. These demonstrations can be shown to the patient conveniently either on an office computer or through a tablet application.

The screenshot shows a website interface for AvazziaTraining.com. At the top, there is a navigation bar with links for 'Membership', 'Home', 'Support', 'Subscribe', and 'Log In'. Below the navigation bar is a red header bar with tabs for 'Device', 'Pain Protocols', 'Chronic', 'Seminars', 'Discussion', and 'Support'. The main content area displays a course list for 'Hache, ND – Level 1, July 19, 2014'. The table has columns for 'Course Title', 'Level', 'Instructor', 'Duration', and 'Released'. The courses listed are:

Course Title	Level	Instructor	Duration	Released
1. Introduction and course outline	Open	Dr. Hache	15:23 min	04/15
2. Inflammation and collagen	Core	Dr. Hache	11:21 min	04/15
3. Scar tissue discussion	Core	Dr. Hache	12:50 min	04/15
4. How and when to use a device	Core	Dr. Hache	8:50 min	04/15
5. Psoriasis discussion	Core	Dr. Hache	5:12 min	04/15
6. Scar and Inflammation treatment discussion	Core	Dr. Hache	7:36 min	04/15
7. Radicals, telomeres, inflammation	Core	Dr. Hache	12:26 min	04/15
8. Anti-inflammatory restoration	Core	Dr. Hache	10:24 min	04/15
9. Heavy metals and emf radiation	Core	Dr. Hache	11:59 min	04/15
10. Proprioception and body alignment demo 1	Core	Dr. Hache	13:52 min	04/15
11. Body alignment demo 2 and 3	Core	Dr. Hache	11:20 min	04/15
12. Body alignment demo 4 and 5	Core	Dr. Hache	7:18 min	04/15
13. Scoliosis discussion	Core	Dr. Hache	10:32 min	04/15

# TRAINING VIDEOS FOR PATIENTS

## AVAZZIA TRAINING

**Avazzia offers a collective of online training videos and seminars to show patients how to use their devices from home, without taking up valuable office time.**

**Avazziatraining.com** is designed to help physicians and healthcare practitioners but also, **patients** review protocols and basic device knowledge including how to use the Avazzia device, and how to care for their Avazzia device.

**Training is vital** for proper use of Avazzia devices into a patient's daily care routine, as well as providing basic device training for device care. Online training videos also help demonstrate to patients the applied protocol or technique that will be used in their treatment. These demonstrations can be viewed by the patient conveniently either on an office computer or through a tablet application.

**Avazziatraining.com offers an assortment of free device instruction and basic protocol videos for patients.**

The screenshot shows the Avazzia Training website interface. At the top, there is a navigation bar with links for 'Membership', 'Home', 'Support', 'Subscribe', and 'Log In'. Below the navigation bar is the main header 'AVAZZIA TRAINING.COM'. Underneath the header is a red navigation menu with categories: 'Device', 'Pain Protocols', 'Chronic', 'Seminars', 'Discussion', and 'Support'. The main content area displays a table titled 'Device Protocols - B.E.S.T. Professional Biofeedback'. The table has columns for 'Course Title', 'Level', 'Instructor', 'Duration', and 'Released'. There are seven rows of data in the table, each representing a different video entry. At the bottom of the page, there is a red footer bar containing a 'subscribe' button and the 'RapidSSL' logo.

Course Title	Level	Instructor	Duration	Released
BEST PRO1 - Device Instruction	Open	T. Lahutsky	11:38 min	07/12
BEST RSI - Device Instruction	Open	T. Lahutsky	8:25 min	07/12
Pro-Sport Basic Operation	Open	T. Lahutsky	23:00 min	07/12
BEST-PRO 1 at Sanoviv Medical Institute-English	Open	Berthelette	09:47 min	06/13
BEST-PRO 1 at Sanoviv Medical Institute-French	Open	Berthelette	09:47 min	06/13
Avazzia BLUE Device Instructional Video	Open	T. Lahutsky	5:19 min	12/14

# PHYSICIAN'S STATEMENT OF MEDICAL NECESSITY

Please complete, sign, date and fax to (214) 575-2824

Patient's Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Patient's Address: \_\_\_\_\_

Patient's Phone Number: \_\_\_\_\_

Date of Injury/Onset: \_\_\_\_\_ Date of Face-to-Face Examination within past 6 months: \_\_\_\_\_

**Diagnosis / ICD-10** that the patient was evaluated and/or treated for:

- |   |   |  |
|---|---|--|
| <input type="checkbox"/> G89.29 Chronic Pain                    | <input type="checkbox"/> M25.561/M25.562 R / L Pain: Joint: Knee              | <input type="checkbox"/> M79.601/M79.602 R / L Pain: Arm     |
| <input type="checkbox"/> G89.28 Pain: Postoperative: Chronic    | <input type="checkbox"/> M25.571/M25.572 R / L Pain: Joint: Ankle             | <input type="checkbox"/> M79.641/M79.642 R / L Pain: Hand    |
| <input type="checkbox"/> M54.9 back pain                        | <input type="checkbox"/> M79.671/M79.672 R / L Pain: Joint: Foot              | <input type="checkbox"/> M79.644/M79.645 R / L Pain: Fingers |
| <input type="checkbox"/> M54.5 Lumbar region pain               | <input type="checkbox"/> M25.531/M25.532 R / L Pain: Joint: Wrist             | <input type="checkbox"/> R10.2 Pain: Joint: Pelvic Region    |
| <input type="checkbox"/> M25.551/M25.552 R / L Pain: Joint: Hip | <input type="checkbox"/> M25.521/M25.522 R / L Pain: Joint: Elbow             | <input type="checkbox"/> G50.1 Pain: Face: Facial, Atypical  |
| <input type="checkbox"/> M79.604/M79.605 R / L Pain: Joint: Leg | <input type="checkbox"/> M25.511/M25.512 R / L Pain: Joint: Shoulder (region) |  |

Other ICD-10 Codes: \_\_\_\_\_

Other Diagnosis: \_\_\_\_\_

Previous Treatment(s)/Medications (include dosage if medication): \_\_\_\_\_

Results: Check the one that applies: \_\_\_\_\_ Previous treatments were sufficiently effective.

\_\_\_\_\_ Previous treatments failed and were not sufficiently effective.

**Product Description:**

Microcurrent biofeedback Avazzia TENS device with lead wire and conductive pads

Conductive garment \_\_\_\_\_ is \_\_\_\_\_ is not medical necessity. Check all that apply:

- Large area to be treated
- Multiple sites to be treated
- Areas are inaccessible with the use of conventional electrodes, adhesive tapes, and lead wires.
- Medical conditions, such as skin problems, that preclude the application of conventional electrodes
- Therapy required beneath a cast

- |                             |                                     |                                       |   |
|-----------------------------|-------------------------------------|---------------------------------------|---|
| <input type="radio"/> Left  | <input type="radio"/> Carpal Wrap   | <input type="radio"/> Elbow Wrap      | <input type="radio"/> Conductive Glove      |
| <input type="radio"/> Right | <input type="radio"/> Ankle Wrap    | <input type="radio"/> Shoulder Wrap   | <input type="radio"/> Conductive Sleeve     |
| <input type="radio"/> Both  | <input type="radio"/> Cervical Wrap | <input type="radio"/> Arm or Leg Wrap | <input type="radio"/> Conductive Sock       |
|                             |                                     |                                       | <input type="radio"/> Conductive Leg Sleeve |

**Length of**

Number of months (short term) \_\_\_\_\_ 9 months or longer (long term) \_\_\_\_\_ Purchase \_\_\_\_\_

**Need:**

I certify that the above prescribed treatment is medically necessary for the patient's wellbeing. In my opinion, the treatment is effective and is reasonable in the treatment of this patient's condition. I also certify that the information noted above is accurate to the best of my knowledge.

Physician's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Physician's Name (print): \_\_\_\_\_ NPI number: \_\_\_\_\_

Clinic Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Physician's Address: \_\_\_\_\_

**DO NOT SUBSTITUTE**

**CONFIDENTIAL INFORMATION**

# ORDER FORM



<b>ORDER FORM</b>	Date
Sales Rep	PO

<b>BILL TO INFORMATION (please print)</b>		<b>SHIP TO INFORMATION (if different)</b>
Customer Name		Customer Name
Contact Name		Contact Name
Lic No or RX		
Address		Address (Will not ship to PO Box)
City, State, Zip		City, State, Zip
Day Phone		Day Phone
Preferred email		Preferred email

PRODUCT	DETAILS	PRICE	QTY	TOTAL
PRO-SPORT III ◊	*	\$3,845.00		
PRO-SPORT III Kit ◊	*	\$4,295.00		
PRO-SPORT Ultra ◊	*	\$2,545.00		
PRO-SPORT Ultra Kit ◊	*	\$2,995.00		
BEST-RSI ◊	*	\$1,331.91		
BEST-RSI Kit ◊	*	\$1,364.07		
BEST-RSI Kit with Y-Electrode ◊	*	\$1,499.00		
BEST-PRO 1 ◊	*	\$995.00		
BEST-PRO 1 Kit ◊	*	\$1,050.00		
BEST-PRO 1 Kit with Y-Electrode ◊	*	\$1,149.00		
Avazzia Blue ◊	*	\$299.00		
Avazzia Blue Kit ◊	*	\$349.00		
Avazzia Blue Kit with Y-Electrode ◊	*	\$499.00		
BEST-Vet PRO	*	\$1,189.00		
BEST-Vet PRO Kit	*	\$1,299.00		
BEST-Vet	*	\$699.00		
BEST-Vet Kit	*	\$899.00		
<b>Total from Front</b>				

\* Serial number must be recorded

**Continued**

◊ Prescription required

# ORDER FORM



## PRODUCT ORDER FORM (Continued)

PRODUCT	DETAILS	PRICE	QTY	TOTAL
Ezzi-lift/Photodynamics	*	\$648.00		
Ezzi-lift/Photodynamics Kit	*	\$794.00		
Ezzi-lift	*	\$349.00		
Ezzi-lift Kit	*	\$495.00		
MEAD 20	*	\$2,495.00		
Zipper Pouch		\$30.00		
Medium 7 x 11 in. case		\$35.00		
Large rigid case		\$150.00		
Conductive Pads	2 X 2 square pads (4 per pkg)	\$4.50		
	3 X 5 rectangle (2 per pkg)	\$6.50		
	Face mask	\$24.00		
	Eye Mask	\$20.00		
Conductive Garment	Glove      Sock      Arm      Leg      (circle selection/s)	\$59.00 each		
Conductive Wrap	Knee      Ankle      Back      Elbow      Neck      (circle selection/s)	\$250.00 each		
	Arm/Leg      Wrist      (circle selection/s)	\$119.00 each		
Electrode Accessory	Brush      Y-Electrode      Pencil      (circle selection/s)	\$150 each		
	Finger Electrode	\$25.00		
MEAD NIC Cotton	Pkg of 120	\$49.00		
Lead Wire/4 Pin	4 Pin to RB Split Wire (for 2 pads)	\$15.00		
	4 Pin to 2 sets RB Split Wire (for 4 pads)	\$25.00		
	4 Pin to 2.5 mm standard plug (for Y-, brush, pencil electrodes)	\$15.00		
	Adaptor/4 Pin to 1.3 mm jack (connects Avazzia/scenar accessories)	\$15.00		
	Adaptor 4 Pin to 250 jack	\$22.00		
	Attenuator 4 Pin 15K Ohm 2.5 mm jack	\$22.00		
<b>Total from page 2</b>				

\* *Serial number must be recorded*

*Continued*

◊ *Prescription required*

# ORDER FORM



## PRODUCT ORDER FORM (Continued)

PRODUCT	DETAILS	PRICE	QTY	TOTAL
Lead Wire/Stereo	Lead wire 2.5 mm to RB Split Wire (for 2 pads)	\$15.00		
	Standard lead wire 250 mm (for Y-, brush, pencil electrodes)	\$15.00		
	Adaptor connector - male 2.5 mm to female .7 mm	\$21.00		
	Lead wire 1.3 mm to TENS connectors	\$21.00		
	Standard splitter lead wire	\$15.00		
	Damper/Attenuator	\$22.00		
<b>TOTAL / Page Three</b>				
<b>TOTAL/ Page Two</b>				
<b>TOTAL/ Page One</b>				
Shipping	Carrier Y      N	Overnight?		
Sales Tax				
<b>GRAND TOTAL</b>				

Payment (circle)	Cash	Check	MC	VISA	AmEx	Wire
Credit Card # or Check #						
Security Code	Exp. Date:			CVV Code:		
Billing Address						

Cardmember acknowledges receipt of goods and/or services in the amount of the total shown hereon and agrees to perform the obligations set forth by cardmember's agreement with issuer.

Name on card (Print) \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_





# AVAZZIA™

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