Will RTI Surgical remain in the allograft business? The xenograft business?
Yes, we are committed to providing the safest, highest quality biologic implants to you and your patients. We will continue providing allograft and xenograft implants in the spine, sports medicine, surgical specialties, orthopedics and dental markets through our direct distribution and commercial distributor model.

Pioneer brings a portfolio of metal and synthetic medical devices; including an attractive next generation synthetic biologics platform, which will complement RTI’s industry-leading allograft and xenograft biologics portfolio. Pioneer also brings a meaningful addition to RTI’s existing distribution network with opportunities for cross distribution of all implants across multiple channels.

Will you continue to use your current sterilization methods?
Yes, our ability to sterilize tissue through the BioCleanse® Tissue Sterilization Process, the Tutoplast® Tissue Sterilization Process and the Cancelle® SP Demineralization Process are key components of our company. We will continue to sterilize allograft and xenograft implants through these processes, with the exception of implants that must maintain cell viability.

How will this affect our supply of allograft implants? Will I have to switch to a new implant/product?
The acquisition does not affect your supply of allograft implants. We will maintain the same level of commitment to our surgeons and their patients, and there will be no interruption in the tissue supply and customer service you receive today.

Will pricing be affected? Will my fees go up?
The acquisition does not affect fees.

Will I have the same distributor/the same rep?
You will keep your current rep and may also have an additional rep.
Will this affect our current contracts?  
There should be no change to your current contracts. We will maintain the same level of commitment to our surgeons and their patients, and there will be no interruption in the customer service you receive today.

What will happen with consignment inventory in my hospital?  
We do not anticipate any changes to consignment inventory. We will reach out to customers on an individual basis if any modifications need to be made to an agreement, just as we do in the normal course of business.

Why is this a good thing for me as the customer?  
Whether you are an RTI or Pioneer customer, you will have access to a broader portfolio of industry-leading implants and devices.

I am already a Pioneer customer. How do I place orders now?  
You will continue to place orders in the same manner.

What will the integration process be like?  
Now that the acquisition close is complete, the integration process will begin. An Integration Team will be responsible for ensuring that the people, processes and technology are all working together to ensure success and future growth for our company. The team will oversee the integration process during the next six to 12 months.

Forward Looking Statement
This communication contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on management’s current expectations, estimates and projections about our industry, our management’s beliefs and certain assumptions made by our management. Words such as “anticipates,” “expects,” “intends,” “plans,” “believes,” “seeks,” “estimates,” variations of such words and similar expressions are intended to identify such forward-looking statements. In addition, except for historical information, any statements made in this communication about growth rates, new product introductions, future operational improvements and results or regulatory actions or approvals or changes to agreements with distributors also are forward-looking statements. These statements are not guarantees of future performance and are subject to risks and uncertainties, including the risks described in public filings with the U.S. Securities and Exchange Commission (SEC). In addition, these statements are subject to risks associated with the Pioneer’s financial condition, business and operations and the integration of Pioneer’s business with ours. Our actual results may differ materially from the anticipated results reflected in these forward-looking statements. Copies of the company’s SEC filings may be obtained by contacting the company or the SEC or by visiting RTI’s website at www.rtix.com or the SEC’s website at www.sec.gov.
This frequently asked questions document shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of, these securities in any state or other jurisdiction in which such offer, solicitation or sale would be unlawful prior to the registration or qualification under the securities laws of any such state or jurisdiction.