

CAPABILITY STATEMENT

info@PainCareLabs.com

MISSION

Pain Care Labs creates reusable award-winning pain relief products using patented M-Stim™ technology. Our mission is to eliminate unnecessary pain as the market leader in non-invasive analgesia. We strive to consistently deliver high quality, safe and effective pain relief products for consumers and clinicians.

COMPANY HISTORY

Pain Care Labs is a medical device manufacturer located in Atlanta, Georgia. Recognized as the industry leader in noninvasive, non-pharmaceutical pain relief, it was founded as MMJ Labs in 2006 by an emergency physician + pain researcher. Initial National Institutes of Health-funded pain research created a unique neuromodulation technology platform powering relief products, including Buzzy® for needle and procedural pain relief and VibraCool® for post-op pain, aches and injuries. Our solutions are in over 5,000 U.S. hospitals and clinics and have been used for over 37 million procedures.

PRODUCTS & BUSINESS SERVICES PORTFOLIO

Health and Wellness Consulting is available to healthcare industry and corporations, offering clinical expertise in **needle pain/fear**, **employee immunization support**, and **post-surgical opioid avoidance strategies**.

Buzzy® NEEDLE PAIN RELIEF is a palm-sized device clinically proven in over 70 studies to **control procedure pain**. Buzzy is proven equivalent to topical anesthetics, reduces fear, improves adherence, and reduce hospital procedure time 10-fold, and save ~\$13 per point of pain reduction.

VibraCool® VIBRATING CRYOTHERAPY combines Buzzy's unique frequency with larger ice packs and **orthopedic softgoods** compression strap. It provides a **wearable cold therapy product** for aches, muscle stiffness, and injury pain. Applications include **post-surgical** pain, carpal tunnel, sports recovery, **rehabilitation**, tendinitis and plantar fasciitis. Research shows opioid use reduced after ACL reconstruction by 35%, and Pain Care Labs' M-stim was 2-3.4x more pain relieving than TENS E-Stim for physical therapy.

Our products combine mechanical stimulation with a thermal source, thus stimulating two pain-inhibiting nerves at once. Cold may be used to synergistically decrease inflammation while decreasing pain.



PARTNERS & PAST PERFORMANCE

We provide products to federal clinics and hospitals, in addition to prime vendor wholesalers, distributors, hospitals, clinics and retail outlets.

Key Partners: Quest Diagnostics, AbbVie, Pfizer, Cleveland Clinic, University of Iowa, Children's Hospital of Philadelphia, NYU Hospital system, Cardinal, Medline, MarketLab, Indian Health Services, Hurlburt AFB

Awards: 2019-2022 NIH HEAL Grant-NIDA SBIR \$1.7M, Medical Design Excellence Award, Blue Ribbon US Chamber of Commerce Small Business Award, 2020 National SBA Tibbets Award, 2017 Frost & Sullivan Industry Leader in Non-invasive Pain Relief

DIFFERENTIATORS

- Procedural pain relief for pennies/use
 - 10x faster procedure time
 - Pain relief >= creams, sprays
- Reusable Physician-invented devices
- FDA 510K cleared; Novel FDA product code
- Clinically proven in 50+ studies
- Protected with 8 issued U.S. utility patents
- NON-OPIOID Pain Relieving VibraCool works on contact, combines anti-inflammatory effects, decreases stiffness, improves blood flow – portable, wearable, reusable.



SERVICE AREA & PAYMENT

- We ship product directly and through distribution in the U.S. and Canada.
- We serve international markets through distributors in over 28 countries.

REGISTRATIONS & CERTIFICATES

- FDA Registration # 3007439125, Product Code PHW
- ISO 13485:2016, Health Canada MDL 106717
- Women's Business Enterprise and Woman Owned Small Business Certification 2018 - 2021 by WBENC

NAICS

- **334510:** Electromedical and Electrotherapeutic Apparatus Manufacturing
- **339112:** Surgical and Medical Instrument Manufacturing

PSC CODES

- **Q999:** Medical – Other
- **6515:** Medical and Surgical Instruments, Equipment and Supplies
- **Q518:** Physical Medicine / Rehabilitation
- **Q201:** Medical – General Health Care
- **7810:** Athletic and Sporting Equipment

MMJ Labs, LLC. DUNS# 788142938 CAGE: 4LLEO

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