

DocuSign Process for PNS Letter of Intent

To initiate an LOI, click the PowerForm link on Bionet.

<https://na2.docusign.net/Member/PowerFormSigning.aspx?PowerFormId=f336b33c-dd81-4e80-a7b1-0c4e7418a507&env=na2&acct=99c9a173-6504-4e9f-a6b1-92a3713cdcd8&v=2>

In the PowerForm landing page, enter your name and email address, the name and email address of your DOS and the name and email address of your customer contact who will be receiving the quote. Then click the “Begin Signing” button.

PowerForm Signer Information

Fill in the name and email for each signing role listed below. Signers will receive an email inviting them to sign this document.

Please enter your name and email to begin the signing process.

TM

Your Name: *

Your Email: *

Please provide information for any other signers needed for this document.

DOS

Name:

Email:

Customer

Name:

Email:

Begin Signing

You may be prompted to agree to use electronic records and signatures – please click the checkbox and then the Continue button.



Please read the [Electronic Record and Signature Disclosure](#).

☐ I agree to use electronic records and signatures. *

English (US) ▾ Other Options ▾ Continue

Once the LOI document appears, you will need to fill in the name of the Customer (this is the facility name, not an individual contact's name) and the facility address and phone number. The Customer will be able to edit these fields if any corrections are needed.

The Customer Contact Name and email are already populated with the contact's name you filled in on the PowerForm landing page – though you may not see them, be assured that the customer will.

Lastly, fill in the prices for TM-1001 and TM-1002. Do not include a dollar sign, comma, or decimal. The dollar sign is already on the document, and DocuSign will take care of formatting the number you enter.

Start



Pricing Quote and Letter of Intent

Quote Effective Date:

Customer Information	
Customer:	
Customer Address:	
Customer Contact Name:	
Customer Contact Email:	
Customer Contact Phone:	

Terms				
This Pricing Quote and Letter of Intent ("Letter") sets forth the preliminary understanding between Bioventus LLC ("Bioventus") and the above-named customer ("Customer") regarding the extension of discounted pricing for certain products and the parties' mutual intent to negotiate a formal agreement.				
1. Discounted Pricing Offer. Bioventus hereby offers the following discounted pricing to Customer on a limited basis:				
Product Number	Product Description	Base Price	Discounted Price	Quantity
TM-1001	TalisMann Implant Procedure Pack	\$17,000	\$	1 unit
TM-1002	TalisMann Implant Procedure Pack with Spare	\$20,000	\$	1 unit

2. Intent to Negotiate. Both parties acknowledge and agree that they intend, in good faith, to negotiate a formal agreement governing the purchase and sale of the above products. The parties shall endeavor to execute such

Once the fields are populated with valid data, you will see a finish button appear in the upper right corner. Click Finish to complete your role in the workflow.

Next, the document will be routed for approval. Each of the following roles will receive a DocuSign email notification to review the document once the previous role has been completed. They will have the ability to edit the customer's name, address, and pricing so that if any adjustments need to be made, the TM will not have to start over with a new form.

1. DOS
2. NSD
3. Finance
4. Market Access

The screenshot shows a DocuSign document interface. On the left, there is a vertical sidebar with an orange button labeled "Next". The main content area contains a list of terms for approval:

- 3. Non-Binding Nature.** Except for the obligations expressly stated herein, this Letter is non-binding and neither party shall be liable for failure to reach a final agreement.
- 4. Purchase Terms.** All sales are final, not available for return, and subject to Bioventus' Standard Terms and Conditions which can be found at www.bioventus.com/terms-and-conditions-of-sale/.
- 5. Compliance.** Customer acknowledges and agrees that all transactions with Bioventus in connection with this Letter are made in good faith on the basis of arms-length negotiation. Customer agrees to comply with all applicable laws in connection with the Letter, including all standards applicable to disclosure and reporting the existence and terms of this Letter to Medicare, Medicaid or other Federal or State health care programs in accordance with 42 C.F.R. § 1001.952(h)(1).
- 6. Confidentiality.** The terms of this Letter are confidential and shall not be disclosed to any third party without prior written consent, except as required by law or to third parties who are under an obligation to maintain the confidentiality of such information.

Below the terms, there is a section titled "Please indicate your acknowledgment and acceptance of the terms outlined in this Letter by signing below." This section contains two columns of signature lines:

Bioventus	Customer
Signature: _____	Signature: _____
Name: _____	Name: _____
Title: _____	Title: _____
Date: _____	Date: _____

At the bottom of the signature section, there is a yellow oval highlighting a button labeled "Approve".

After the approvals are met, the document will go back to the NSD for final Bioventus signature before moving on to the Customer.

Lastly, the customer contact person will receive a DocuSign email notification to review the envelope. Customer contact will be able to make any necessary changes to the customer's name, address, and phone number, but is not able to change the price.

Once the workflow is complete, all participants receive a DocuSign email notification indicating the envelope is complete and all can download, save, or print the document.

The business process owner for the LOI should download/save a copy of the fully executed LOI to a repository outside of DocuSign.