



Distributor Onboarding

Product training and a guide to your DMG resources. This deck covers PainShield and introduces ULTRABEAM. Review the separate resources for each product you represent.

DMG Business Management: distributor.dmg.health





Your Onboarding Checklist

Complete these steps in order. Track your progress at training.dmg.health.

1. Account access

Sign in to the distributor dashboard with your invited email address.

2. Product review

Review this PainShield module and the current product resources.

3. Business practice

Find your assigned resources and complete a synthetic practice task.

4. Knowledge check

Complete the quiz for each assigned product and review your score.

5. Readiness review

Send your completion summary to DMG for review.

PainShield MD Wearable Ultrasound

Personal use, gel-free, Surface Acoustic Wave Ultrasound Therapy (SAWT) designed specifically for the Veterans Affairs healthcare system.

An opioid-free, hands-free, home-use solution for integrated pain management and injury recovery.

Justin A. Brooks, President





What PainShield Is

Wearable ultrasound therapy for VA patients, including overnight use

01

Surface Acoustic Wave (SAW) wearable ultrasound patch and driver unit.

02

Manual specification: 91 kHz $\pm$ 5 kHz, with 30 minutes on and 30 minutes off.

03

Gel-free, self-adhesive patch for hands-free operation day or night.

04

Intermittent cycles providing up to 6.5 hours of treatment per charge.





PainShield in VA Care

PainShield addresses chronic and persistent pain in Veterans while reducing dependence on opioids and improving long-term outcomes.

1/3

Veterans with Chronic Pain

One in three Veterans suffer from chronic pain conditions requiring integrated care. Chronically painful conditions treated with DME in the VA can be subject to recurring "rental rates."

1/5

Persistent Pain Rate

One in five Veterans experience persistent pain affecting daily functionality. Reduction of MRADLs or overall quality of life is far too prevalent in the VA population.

1/10

Severe Persistent Pain

One in ten Veterans face severe persistent pain. Treatment often involves strong opioid-based medication.

8/10

Patients Respond Positively

PainShield therapy treats a wide range of painful conditions. Eight in ten Veteran patients report a positive response.



Pain and Opioid Safety Context

VA goals include reducing opioid dependence and addressing deaths linked to overdose and suicide.

01

VA mortality from opioid overdose is significantly higher than the general population.

02

Veteran suicide rates are directly linked to untreated or severe chronic pain.

03

PainShield aligns with VA goals as a non-opioid adjunct therapy to reduce analgesic use.





Conventional Treatments vs PainShield

PainShield is a non-invasive alternative or complement to pharmacological and surgical treatments.

Conventional Treatments

Reliance on drugs, injections, surgery, and stationary clinic-based devices.



PainShield Solution

Non-invasive, wearable ultrasound with high patient satisfaction and industry-leading protocol compliance.





Common Clinical Indications

Conditions covered in PainShield training include neuropathic pain and postoperative recovery.

Tendinopathic and Soft Tissue Injuries

Ankle lateral ligament sprain
(ATFL, CFL) (MCL) sprain (ACL)
sprain
Glenohumeral instability/capsular
injury

Neuropathic and Rheumatologic Pain

Diabetic Peripheral Neuropathy
Trigeminal neuralgia
Radiculopathy
Rheumatoid Arthritis
Osteoarthritis
Phantom Limb Pain

Postoperative Recovery

Orthopedic postoperative
conditions

Cervical, Thoracic and Joint Discomfort

Cervical spondylosis
Degenerative disc disease
Myofascial pain
Thoracic spine strain
Thoracic radiculopathy



Mechanism of Action

How low-frequency ultrasound facilitates tissue healing and pain reduction through biological stimulation.

Enhanced Circulation

Increases local circulation and vascular permeability to promote healing.

Protein Secretion

Stimulates protein secretion and enzymatic activity at the target site.

Nitric Oxide Production

Boosts nitric oxide production to aid in tissue recovery and vasodilation.

Oxygen Saturation

Increases local TcPO₂ saturation levels within minutes of initiating therapy.

Cell Proliferation

Supports fibroblast proliferation for structural tissue repair.



Technical Differentiators

Technical specifications of PainShield SAW and conventional stationary ultrasound devices

Feature	PainShield (SAW)	Conventional Ultrasound
Frequency	91 kHz $\pm$ 5 kHz (user manual specification)	1-3 MHz (High = limited placement locations, requires gel)
Intensity	70 mW/cm ² (Low)	Higher Intensity
Propagation	~10 cm radius around transducer = larger tissue recruitment area	Under Transducer
Depth	2-4 cm	Variable
Gel Requirement	Not Required = higher compliance to protocol	Required = potentially a barrier to safe at home use



Clinical Evidence Highlights

Study results in trigeminal neuralgia, diabetic neuropathy with ischemia, and tendonitis



~55%

Trigeminal Improvement

Reduction in trigeminal neuralgia VAS pain score after four weeks, versus about 2% with sham treatment.

70%

Tennis Elbow Success

Interim results showing significant improvement or resolution.

46.4%

Breakthrough Medication Reduction

Reduction in breakthrough medication usage during clinical study.



Study Extracts: Rosenblum 2014 vs Markowitz 2019

Historical study designs. Current device labeling and contraindications govern treatment.

Category	Rosenblum et al., WOUNDS 2014 (CLI)	Markowitz et al., J Anesthesiology Pain Res 2019 (Trigeminal Neuralgia)
Design	Prospective single-center clinical evaluation, nonrandomized	Double-blind randomized sham-controlled trial (IRB approved)
N / demographics	10 patients (6F/4M), age 40–75; ABI < 0.4; 2 with toe necrosis	59 completers (30M/29F), age 36–68; TN ≥ 9 months; stable analgesic regimens
Device & settings	Study device: PainShield SAW, fixed 96 kHz; 30 min on / 30 min off; patch on dorsal foot proximal to MTP	Study device: PainShield SAW, approximately 96 kHz; nightly ~6.5 hr; 30 min on / 30 min off; patch on lateral face over trigeminal distribution
Indication / population	Critical limb ischemia (ischemic feet; 2 with toe necrosis; no participants with open wounds)	Trigeminal neuralgia (symptomatic TN patients using baseline meds)
Intervention duration & placement	Single 30 min in-clinic active session with TcPO ₂ monitoring; 2 patients used nightly home cycles ~6.5 hr/night × 30 days	Nightly home use for 30 nights; ~6.5 hr/night; daily VAS and med logs; follow-up at 30 days



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Historical study results. Current device labeling and contraindications govern treatment.

Category	Rosenblum et al., WOUNDS 2014 (CLI)	Markowitz et al., J Anesthesiology Pain Res 2019 (Trigeminal Neuralgia)
Primary endpoints measured	Transcutaneous oxygen pressure (TcPO2) before/during/15 min after treatment; pain VAS in 2 extended-use patients	Daily VAS pain scores (0–10); weekly breakthrough medication use; QOL questionnaires
Key quantitative outcomes	All 10: TcPO2 rose during treatment (~14%–169%) and stayed above baseline 15 minutes later. Two home-use patients: baseline TcPO2 nearly doubled after 1 month (e.g., 16 to 34 mmHg), reaching up to 49 mmHg at treatment end. Pain VAS in those 2 patients: 9 to 2 and 8 to 3. One reduced methadone use from 5/day to 1/day.	VAS baseline: active 8.12, sham 8.00. Week 4: 3.65 versus 7.82 ($p < 0.01$), about 55% versus 2% reductions. Weekly breakthrough-medication uses: active 16.06 to 8.61 (~46%); sham 14.39 to 14.17 (~1.5%). QOL: ~25% change in the active group. The between-group difference was not statistically significant.
Safety / tolerability	No complications reported	No adverse events; minor patch adhesion issues resolved easily
Bottom line conclusion	SAW increased local TcPO2 in ischemic feet in the short term. Two people using it nightly showed sustained baseline TcPO2 increases and pain/function improvements.	At 4 weeks, active-group VAS pain fell ~55% and weekly breakthrough medication use ~46% from baseline. Sham VAS pain fell ~2%. No adverse events reported.



Use Cases and Patient Profiles

Conditions and patient profiles covered in PainShield training

Target Conditions

- Plantar fasciitis
- Orthopedic injuries or repairs
- Sprains and fractures
- Ligament injuries
- Tendonitis / tendinopathy
- Neuropathy
- Arthritic pain
- Carpal tunnel syndrome
- Trigeminal neuralgia

Patient Profile

Candidates for home-based, hands-free ultrasound therapy.



Wearable SAW vs Other Wearable DME

PainShield stands out against alternative wearable ultrasound and TENS devices in both clinical efficacy and patient convenience.

Compared to High-MHz Ultrasound

- Gel-free use improves protocol compliance
- Safe for overnight treatment, including during sleep
- Ease of use and a high safety profile encourage regular use

Compared to TENS/E-stim

- Restorative and neovascular effects in addition to pain relief
- No electric-shock sensation
- Pain reduction can continue beyond active use
- Simple placement and single-button operation



PainShield Safety and Precautions

Current user manual guidance. The treating clinician determines suitability and use.

Contraindications

Do not use in these areas or situations:

Cancer and bone metastases in the treatment area

Directly on the eye or over an open wound

Directly over ischemic tissue in people with vascular disease

Over the uterus during pregnancy

Over bone growth centers before growth is complete

Precautions and Other Devices

Use caution after a laminectomy involving major tissue removal, in people prone to bleeding, and over anesthetized areas of impaired skin.

For adults age 22 and older.

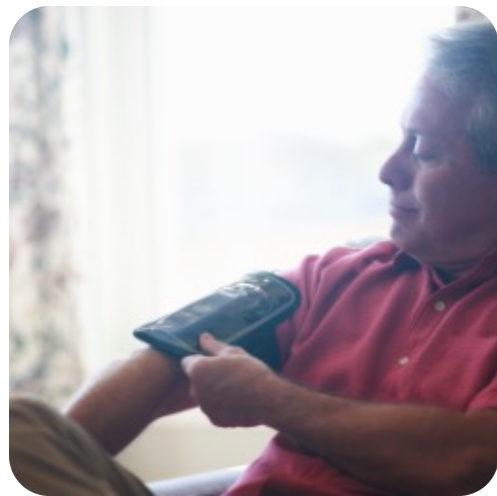
Safety and effectiveness have not been established in patients treated with pacemakers, electrical stimulators, radiofrequency generators, surgical meshes, IUDs or other surgical implants.

Review the full manual and follow clinician guidance.



How to Use PainShield

Four steps for starting therapy at home



Verify Candidacy

Confirm the patient is a suitable candidate for wearable ultrasound therapy.



Apply Patch

Apply the gel-free SAW patch to the treatment site. Secure it with the supplied adhesive patches, medical tape or an elastic wrap.



Connect Driver

Connect the SAW patch to the driver unit and secure the connection.



Start Cycles

Start automated 30-minute active/passive cycles with a single button, for up to 6.5 hours per charge.



Workflow for VA Ordering

The consult, purchase order and fulfillment process

01 Clinical Consult

The treating team initiates the consult and required clinical authorization.

02 Prosthetics PO

Prosthetics or purchasing issues the purchase order through the facility's process.

03 Vendor Fulfillment

DMG handles fulfillment, delivery coordination and authorized product technical support.



Pricing, Bundles and Benefits

Treatment bundles, cost considerations and technical support

Treatment bundles

VA bundles include the supplies needed for 4-, 6- or 12-month treatment plans through a single consult. Devices are purchased rather than rented.

Cost considerations

Potential savings come from fewer clinic visits, device rentals and surgeries. Pricing is 50–90% lower than other VA ultrasound or diathermy devices, including SAM and Replexa.

Service after ordering

DMG handles order processing and all fulfillment. Your representative handles patient education and patient and clinician questions.



PainShield Bundle Ordering Details

Product identifiers and prices shown in the supplied capability statements

Product	Identifier	Supplied price
PainShield Starter Bundle	3502-3	\$2,426.85
Multi Site Therapy Kit	3502-2x	\$3,870.00
Six-month refill kit	101-6	\$1,664.30
Twelve-month refill kit	101-12	\$3,332.00

Confirm the current quote and included supplies with DMG before submitting an order.



Common Product Questions

Questions about evidence, safety and long-term use

Is there evidence?

Evidence includes PM&R tendon cases, a trigeminal neuralgia study and tennis elbow follow-ups. VA providers have reported positive results among thousands of Veterans treated across VISNs.

Placement near an open wound?

Place the actuator on healthy skin next to the wound, never over it. Follow the current manual and clinician instructions. Device and implant precautions also apply.

How does the cost compare?

PainShield is the lowest-cost true ultrasound device. Comparable VA therapies cost 2–10 times more and are often offered as rentals.

What if the patient feels little or no sensation?

Low-intensity ultrasound works at the cellular level. Improvements can appear after as little as one week of daily use.

How long do effects last?

Studies show pain reduction that continues beyond active treatment. Patients should complete the full 30 days of use to support the best possible outcome.



VA Outreach and Follow-up

Key contacts and the sequence for introducing PainShield at VA facilities

Key Decision Makers

Initial vendor support: Prosthetics
Clinical contacts: Podiatry, Orthopedics, PM&R, OT/PT,
Neurology and Pain Management

Sequence

Prosthetics
Providers and Prosthetics
Committee review, if needed
Patient selection based on indications
Clinical consult and purchase order
Patient technical support
Clinician follow-up



Supporting Veterans and Distributors

DMG is a service-disabled Veteran-owned organization staffed by Veterans. We are committed to serving those who served our country.

We bring the same commitment to supporting our distributor partners.





Your Distributor Dashboard

DMG Business Management: your main workspace for distributor business.

01 Business activity

Review your assigned business tasks and notifications.

02 Account progress

Track facility contacts, next steps and follow-up dates.

03 Patient Contact Portal

Use portal.dmg.health for authorized patient contact only.

04 Clear ownership

DMG completes company vendor paperwork. You coordinate the correct local form.

05 One next step

Record the owner, action and follow-up date in the appropriate approved workspace.



VA Facility Coverage

Coverage shown on the current DMG About page, reviewed October 12 2026

VISN	Examples listed on the DMG website
2	Albany, Buffalo, Canandaigua, Syracuse
5	Clarksburg, Huntington, Baltimore, Martinsburg, Washington DC
7	Atlanta, Birmingham, Dublin, Montgomery, Augusta, Charleston
8	San Juan, Gainesville, Tampa, Miami, Broward, Orlando
9	Mountain Home, Lexington, Memphis, Louisville, Tennessee Valley
21	Fresno, Reno, North Las Vegas
22	Prescott, Phoenix, Tucson, Long Beach

View the full facility list at dmg.health/about



Keep Follow-up Simple

Track business progress in DMG Business Management. Keep patient contact separate.

01

Facility progress: who owns the next step, and when will you follow up?

02

Missing form: ask Prosthetics for the current standard or local version and send it to Distributor Support.

03

Patient contact: authorized contractor signer only, for DMG product technical support; no onward access.

04

Patient and clinician questions come to the representative. Equipment questions from Prosthetics go to DMG; the treating clinician directs care.

SYNTHETIC NEXT ACTION

Facility: training example

Owner: distributor

Action: get the local form

Send to: Distributor Support

Follow-up: agreed date



DMG Business Management Practice

Sign in to your distributor dashboard, find current materials and record one synthetic next action. Keep patient contact in the Patient Contact Portal.



Two workspaces, clear purposes

DMG Business Management is your primary distributor workspace.

Business management	distributor.dmg.health Your distributor business tasks, account progress and next actions.
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Patient Contact Portal	portal.dmg.health Authorized patient contact only; no onward access.
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Training resources	training.dmg.health Current product materials and assigned knowledge checks.
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Practice safely	Use a DMG-provided synthetic sample. Ask DMG if the sample or assigned access is missing.
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Synthetic overview, not a live application screenshot. Use only the functions and records assigned to you.



Product Resources

Current materials for provider conversations and technical support

PainShield

Wearable ultrasound therapy

Product information and supporting studies

Patient quick-start materials

Current ordering and bundle details

ULTRABEAM

Wearable LED light therapy

Separate product specifications and literature

Patient instructions for this device

Current ordering and bundle details



ULTRABEAM Product Overview

Wearable LED light therapy with separate product instructions and supporting resources

Treatment approach

Blue, red, and near-infrared light with topical heating for temporary relief of minor muscle and joint pain, stiffness, and muscle spasms.



Home use

Body-specific wraps for the shoulder, cervical area, back, knee, and hand/wrist. Ten-minute sessions shut off automatically.





ULTRABEAM Wraps and Ordering SKUs

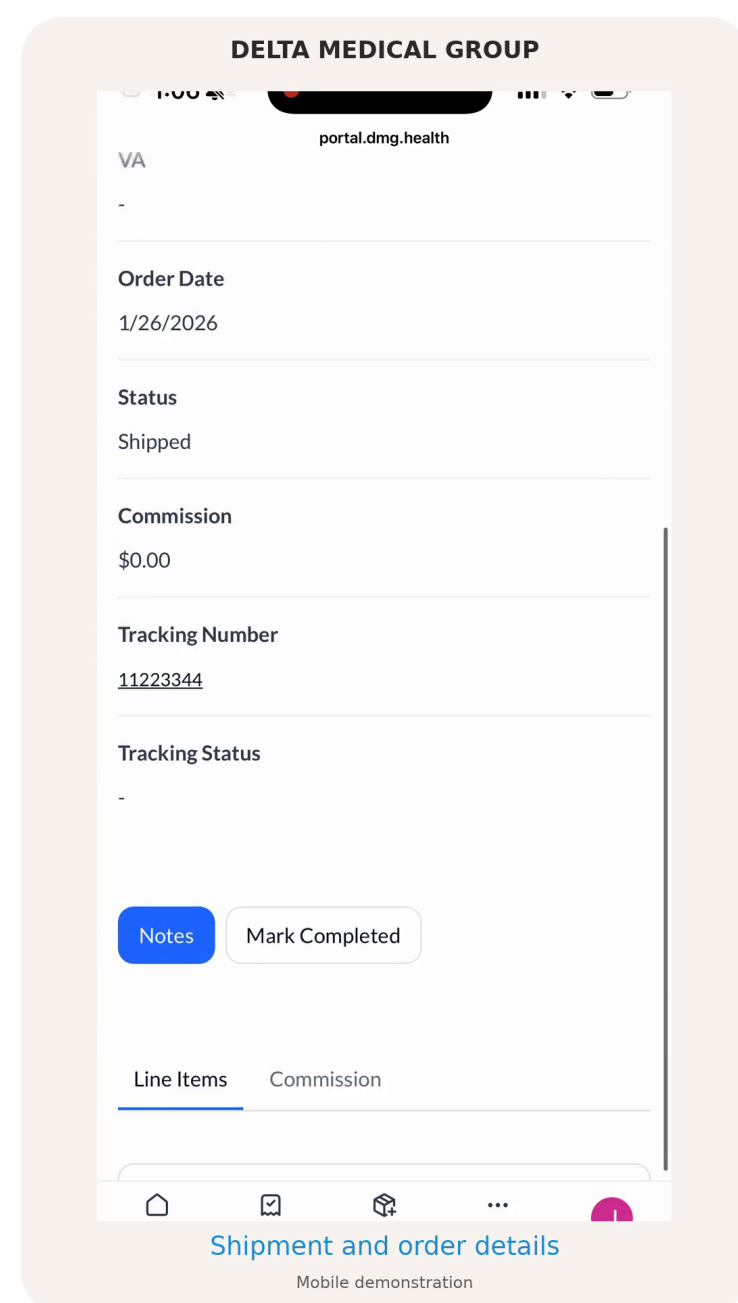
Specify the correct wrap SKU when preparing product or consult information

Treatment wrap	SKU
Shoulder	LLLTShoulder
Cervical	LLLTCervical
Back	LLLTBack
Knee	LLLTKnee
Hand and wrist	LLLTHandwrist



Patient Contact Portal — Quick Start

Patient contact and product resources. Use your distributor dashboard for business management.



Click the video to play (24 seconds)



Synthetic Business Practice

Use a DMG-provided sample. Request one if it is unavailable.

01 Facility task

Find the fictional facility task and identify its next step.

02 Product reference

Locate the current materials for the assigned sample device.

03 Next action

Record who owns the action and when to follow up.

04 Business question

Identify how to raise a business or commission question with DMG.



Product Knowledge Checks

Complete the quiz for each product you represent at training.dmg.health

PainShield quiz

Complete the PainShield quiz after reviewing the training and current product resources.

ULTRABEAM quiz

Complete the ULTRABEAM quiz if this product is part of your portfolio.

Your training record

Use your invited distributor email. Review your saved progress and quiz score.

Questions and next steps

Review your results and note any questions. Contact DMG if you need help before your readiness review.



Readiness Review

Send your completion summary to distributorsupport@dmg.health

01

I can sign in and find current materials for my assigned products.

02

I can explain the treatment approaches and ordering workflow.

03

I completed synthetic business practice and can name the next owner and action.

04

I completed the product quizzes, reviewed my scores and listed my remaining questions.

DMG readiness confirmation

Include your name, account email, assigned products, and any questions. DMG will confirm the remaining steps before launch.



Help During Onboarding

Include the step, resource title, and what you expected to happen.

Cannot sign in?

Check your invited email address. Send DMG the error message and the device and browser you are using.

Missing a resource?

Identify the product and document so DMG can check availability and permissions.

Order or commission issue?

Reference the PO through the approved support channel. Avoid patient details in general email.

Patient, clinician or equipment question?

Patient and clinician questions go to your representative. Equipment questions from Prosthetics go to DMG.

Who can help?

Contact distributorsupport@dmg.health with your onboarding questions.



Vendorization: your four steps

Start with Prosthetics. DMG handles company vendor establishment.

- | | |
|------------------------------|---|
| 1. Ask Prosthetics | Does this facility use the standard vendor form or a local form? |
| 2. Get the right form | Send the current form to distributorsupport@dmg.health . |
| 3. DMG completes it | DMG completes the company information and paperwork. |
| 4. Follow it through | Track submission, missing items and completion with the facility and Distributor Support. |

DMG workflow; local requirements vary. Access/badging and clinical or product approval are separate.



Account milestones and next step

Keep a named contact, a next action and a follow-up date.

DMG owns

Company registration, vendor establishment and company paperwork. Ask DMG for product and quote documents as needed.

Within 2 weeks

Identify the facility contact, standard or local form, and next appointment.

Days 45–60

Advance forms and in-services; discuss 3–5 prospective patients or consults with the clinical team.

Your next step

Ask Prosthetics for the correct form. Send it to Distributor Support and track it through completion.

DMG planning targets, not universal VA rules, approval deadlines or patient-volume promises. No patient data in training.



Evidence and technical-support boundaries

Use these limits throughout the product and platform sections.

Evidence

Study observations apply to the studied device, population and protocol. They do not promise individual outcomes or override current labeling.

Clinical decisions

The treating care team determines candidacy, placement, schedule and changes to care. Use the current product-specific manual.

Restricted access

Only the authorized contractor signer may access assigned patient information for DMG product technical support; no onward access.

Training practice

Use DMG-provided synthetic samples only. Do not copy patient examples, records or screenshots into training or general email.

Review copy qualification for slides 5–15, 19–21, 24 and 26; preserves existing technical material.