



October 27, 2017

Organizational Announcement

It is with great pleasure and excitement to welcome Heather Cain to the Medacta USA Spine team in the role of Product Manager.

Heather brings significant experience to the Medacta Spine Product Management team. Heather began her career as a surgery coordinator and circulating nurse for neurosurgical and spine cases in Indianapolis, IN. This experience has given her a unique perspective on the industry and procedural solutions.

Through her nursing experience, Heather was motivated to enter the commercial side of the business and joined G2 Medical in 2014 as a Clinical Support Manager for the US Spine team. In this role she was responsible for various impactful activities surrounding the business including managing surgeon relationships, field sales training and collaborating with the field based sales team on improvements with internal processes and marketing materials. After 16 months, Heather was promoted to Regional Sales Manager, West where she was responsible for 18 distributor partners achieving impressive and consistent sales growth.

Heather has obtained her Bachelors of Science in Nursing from the University of Indianapolis.

Heather is based in Camarillo, California and will report to me. Given her proven track record of success and vast clinical experience, I'm confident in her continued success in her new Product Management role.

Please join me in welcoming Heather to Medacta USA!

A handwritten signature in blue ink, appearing to read "DS", is positioned above the printed name.

David Sponsel
General Manager, Spine