



Now ^{WRIGHT}

..... VOL 1 / ISSUE 1 / FEBRUARY 2016

What's
Next with the New
Wright


Winning**Together**

Vital Few Team
Update

Raising the
Sales IQ

Know I.T.

Amazing
Starts Here

2016 Hope
for Wright

WRIGHT **Now** contents

..... VOL 1 / ISSUE 1 / FEBRUARY 2016 / 013728A

EDITOR
Donna Melton

ART DIRECTOR
Cara Lyons

DESIGN & LAYOUT
Jeff Hatcher

EDITORIAL BOARD
Greg Morrison
Julie Tracy
Donna Melton
Cara Lyons
Marie Bukowski
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Mission Statement

We focus on
Extremities and Biologics.

Through our team of passionate
and dedicated people, we deliver
innovative, value-added solutions
improving quality of life for
patients worldwide.

We are committed to compliance
and the highest standards of
ethical conduct.

A large, semi-transparent photograph of a diverse group of people of various ages and ethnicities smiling and looking towards the camera. The image is positioned on the left side of the page, partially overlapping the 'We Want to Hear from You!' text.

We **Want**
to Hear
FROM
You!

WRIGHT **Now**

Wright Now is published monthly
for employees of Wright Medical.
To submit items for publication,
ideas for future articles,
suggestions or feedback, please
contact Donna Melton, Editor, at
donna.melton@wright.com.

What's Next— Wright Now!

Welcome to *Wright Now*, the global news magazine for Wright employees. Reflecting our commitment to communication, *Wright Now* serves as our corporate internal news magazine for all of Wright. Replacing the myriad of newsletters or news magazines produced at both legacy organizations, *Wright Now* is a completely new and fresh monthly publication, differing in design, content and feel from all previous publications. *Wright Now* supports Alignment throughout our organization in a highly interactive, engaging format while helping employees Think Customer and Embrace Change.

The *Wright Now* Editorial Board consists of communications professionals throughout the global organization and meets monthly to determine content. Board Members will work with you to provide interesting, compelling and insightful information that resonates with all of Wright's employees. It is extremely easy to submit information that may have been included in previously existing newsletters to the *Wright Now* Editorial Board for consideration.

The inaugural issue of *Wright Now* explores What's Next at Wright, providing insight into initiatives occurring across the organization in 2016. We learn what the HPMS Rapid AUGMENT® Adoption team is doing ([see the story on page 17](#)) and discover what the Master Data Management team is planning ([page 6](#)). We see changes I.T. will roll out ([page 5](#)) and view what's on the horizon for Sales Learning & Development ([page 8](#)). Finally, we provide a highly interactive glimpse into the National Sales Meeting that you won't want to miss ([page 10](#)).

All content is grouped into sections based on the 4 P's – Process, Product, Passion and People. Each article is labelled accordingly and has a distinct color tag allowing you to easily locate and review the content most interesting to you.

Be watching for the **March issue with its International focus** and start submitting your content now.

The Editorial Board could not be more excited – WRIGHT NOW! 📄

How to Submit Content to Wright Now

- 1 Contact a member of our Editorial Board to share your suggestions by the 15th of the month for the next month's issue.
- 2 Alternatively, you may submit a Communications Form, available on WRIGHTsite by the 15th of the month for the next month's issue.
- 3 If you are unsure about the best way to share your information with the organization and would like to develop a communication plan, Donna Melton, Employee Communications Manager is available to meet with you for planning purposes.
- 4 The Editorial Board meets the last week of the month to determine the next month's content. A member of the Board will notify you regarding content decisions and will follow up to obtain any necessary information.
- 5 Complete copy and graphics must be emailed to **Donna Melton, Editor**, by the end of every month for the next month's issue of *Wright Now*.

Meet the Editorial Board



Greg Morrison
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Julie Tracy
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Marketing Communications – Editor



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Marketing Communications
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Marketing Communications



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Marketing, Global
Biologics Marketing



Cara Lyons
Sr. Director Marketing
Communications



Angela Rogers
Change Management
Consultant, Information
Technology



Nicole Nelson
Manager Marketing
Communications,
Upper Extremities

Transformational Teamwork!



The US Order-to-Cash (US OTC) team continues to make progress in supporting both the short-term Pilot Cross-Selling Commercial initiative aimed at providing full-bag product access to a targeted group of sales representatives to drive cross-selling Revenue and the longer-term Sales Force Optimization initiative aimed at building the end state commercial organizations for both Lower and Upper Extremities in the United States.

Recently the cross-functional team completed two major integration milestones related to these integration initiatives: **1)** the consolidation of the MAS 90 ERP system into the legacy Tornier JDE 9.1 ERP system, and **2)** the Lower Extremity data migration from JDE 9.1 to JDE 9.0. Both of these significant achievements were the result of months of hard work and collaboration between teams in Bloomington, Memphis and in the field across several business functions, including IT, Supply Chain, Customer Experience, Commercial, Finance/Accounting, Quality, and Master Data. Thank you to the individuals that contributed to these great achievements – they are excellent examples of Wright Medical's Shared Values:

Think Customer
Embrace Change
Alignment
eMpowerment
Sustainability

Know IT.

As we continue to integrate the technology from our two legacy organizations, we want to take a moment to outline a few key Information Technology infrastructure changes that will impact the business broadly.

Share away

Options now exist for sharing files across the company. Current file share offerings include sharing an entire drive, a new share drive, or "File Drop" for sharing of single files. **Specific File Share Directions** are available on [WRIGHTsite](#).

Protecting Wright

Password security will be strengthened. As passwords expire, new passwords will need to be longer and will require special characters.

Linking the organization

Skype for Business will be the communication standard as of March 7. Lync is rebranding as Skype for Business.

- Skype for Business replaces Jabber for legacy Tornier employees.
- InterCall and Skype for Business Conference Calls (embedded in meetings) replace ReadyTalk for legacy Wright employees.

Help when you need it

A Global Service Desk will be operational by April 30. A new consolidated Global Service Desk will provide a consistent, high level of IT support for all employees, regardless of location.



Global Master Data Update

We are excited and eager to share the Global Master Data team's plans for 2016.

What is Global Master Data? Master Data consists primarily of datasets used to execute business transactions and perform analytics that are shared by multiple systems. The Global Master Data team will partner with the business to develop a single trusted, accurate, consistent source of key data for domains such as Product, Sales Person, Surgeon, Customer and Supplier. The team will ensure processes are established to provide a robust data source that can be shared across multiple systems.

Objectives for 2016 are to:

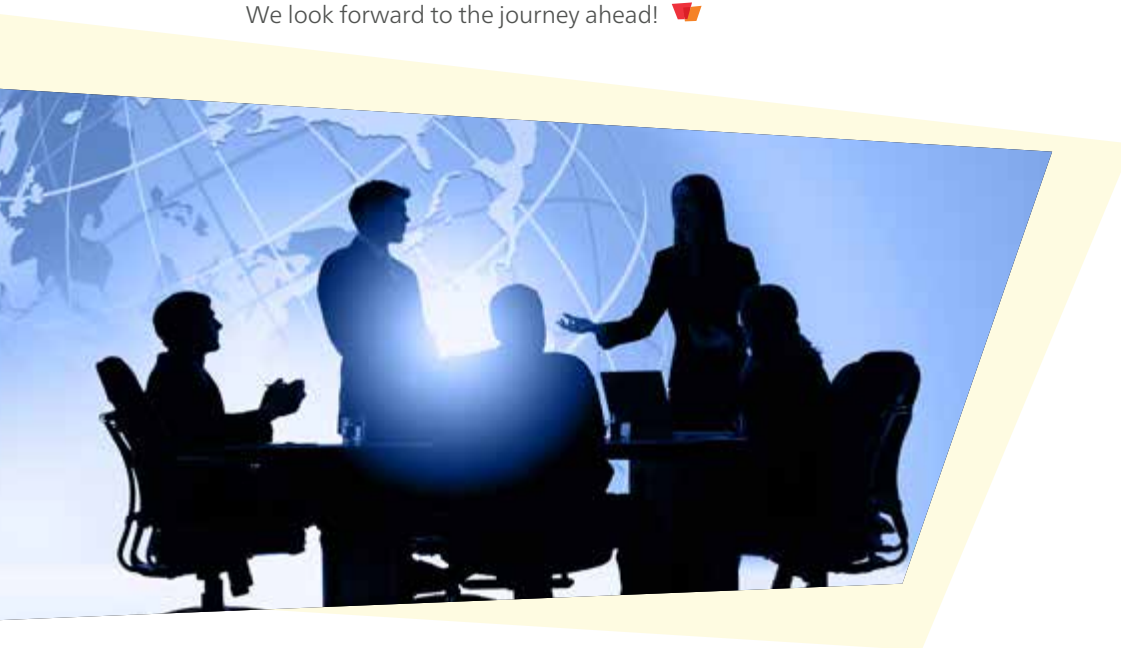
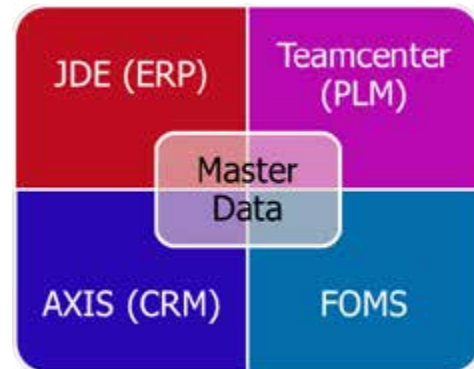
- support and enable our HPMS Vital Few
- establish processes to sustain our Global Master Data
- begin to create a single "Source of Truth" for Wright's data

In support of these objectives, the team will connect with you to define roles and responsibilities and will work collectively to map out processes.

Additionally, a Master Data Governance Team will be formed and will meet regularly to discuss Master Data Management (MDM) processes, refine policies, and review high priority projects and actions required to drive toward high quality data. The governance team will consist of cross-functional leaders that represent business interests within the Product, Sales Person, Surgeon, Customer and Supplier domains.

Execution of 2016 plans will result in significant improvement in operational efficiency, reporting, and fact-based decision making.

We look forward to the journey ahead! 🚀



5 Ways to Improve Your Bloomington Visit

Many of you will be visiting the Upper Extremity Headquarters in Bloomington, MN. When you do, we hope your visit to the facility is productive and enjoyable. Here are a few helpful tips to get the most out of your trip.

- 1** Office hours are 8:00am – 5:00pm Monday through Friday. If you need access to the building outside of normal hours, please make arrangements in advance with the person you are visiting. A Bloomington specific security badge is required to access the building during non-business hours (other Wright badges do not work).
- 2** Parking is very limited and visitor parking is reserved for two hours only. Check to see if your hotel offers a shuttle service. If not, we recommend a carpool, taxi or Uber.
- 3** Reserve your conference room in advance. All Wright employees may reserve Bloomington Conference Rooms via Outlook. The naming convention is *CR-BLN-### (Room Size). Be sure to select the Global Address List to view conference room options.
- 4** Take advantage of Foodsby for lunch. Foodsby offers a variety of restaurant options each day, including restaurants that wouldn't otherwise deliver. Simply register at www.Foodsby.com, pick a scheduled delivery and place your customized order online.
- 5** Contact the Facilities staff in Bloomington if you need assistance by emailing facilities_support@wright.com.



*Bloomington Facilities Team (L to R):
Ryann Rondeau, Facility Coordinator;
Coleen Juntunen, Office Manager;
and Shelise Walker, Receptionist*

*Additional information is available in the **Wright Bloomington** facilities document on **WRIGHTsite**.*



Raising the Sales IQ

“We are what we repeatedly do. Excellence is not an act but a habit. Aristotle said it first but my staff hears it every day,” said Todd Wilson, Sr. Director US Sales Training. Todd is passionate about Sales Learning & Development (SLD) and he has assembled a team that has a passion for guiding people through the learning process. Together, they are taking their mantra of “Train. Ingrain. Prosper” to the field and are working to raise the sales IQ.

Upon joining Wright, Todd realized our sales representatives had the resources of a billion dollar company but many of those resources were not used effectively. Now, Wright has a structured Sales Learning & Development program allowing us to onboard representatives better, train better, and track our training return on investment (ROI). But Todd has even bigger goals on tap for his department during 2016, including:



**SALES LEARNING
& DEVELOPMENT**

- **Integration of Legacy Tornier Representatives**
- **Further Sales Skills Development**
 - > **AUGMENT® Sales Force Mastery: Launch of Selling with Science and L.A.T.S programs**
 - > **Launch of our competitive selling platform, OrthoEdge**
 - > **Launch of an Associate Sales Representative development program**
- **Leadership Development**
 - > **Inaugural SLD Masters Committee (leadership development program for Corporate Sales Representatives and other cross-functional employees)**
 - > **Implementation of a Leadership development curriculum for our Sales Leaders**
- **Wright U expansion for an enhanced distance learning experience**
- **Successful launch of the HUB Training Center of Excellence in Chicago**

67% of reps trained on CORE and 64% of reps trained on ANKLE see an average increase in revenue post-training.

By increasing the clinical acumen of the sales force, the reps can have higher level conversations with customers, resulting in stronger relationships and creating greater value. In fact, top-tier training culminates with a certified trainer designation allowing sales representatives to function as an extension of the training and field marketing teams.

In addition to improving their knowledge base, SLD helps align the sales force with corporate goals and, in turn, provides leadership with information about resource allocation, market dynamics, and potential opportunities.

The team tracks and surveys extensively, clearly showing the impact on the bottom line. A full 67% of reps trained on CORE and 64% of reps trained on ANKLE see an average increase in revenue post-training. "You must provide qualitative and quantitative data to convince people to change. The data is clear," Todd explained. "We show Sales Reps that by training, they reap rewards." 🏆



L.A.T.S

Flex your BIO muscles.

Exciting Times

Exciting Times best describes recent sales force activities and events. The National Sales Meeting (NSM) for our US sales representatives occurred in early February, followed closely by the International Sales Meeting (ISM) for our OUS representatives. Due to the timing of events, we will focus on the National Sales Meeting and provide a brief summary of the International Sales Meeting in this issue. In-depth information about ISM will follow in the March issue of *Wright Now*.

Winning Together at NSM

The US Sales Force recently held its first National Sales Meeting as the new Wright with a record attendance of over 600 sales representatives and commercial support personnel! The meeting was held February 4 – 7 in Southern California, and was a combined event for the Upper and Lower Extremity sales teams. This year's meeting theme was **Winning Together** to emphasize benefits and opportunities that are being presented as a result of our recent Wright-Tornier merger.

General Session Video

Agenda Highlights

- Product & Resource Fair with over 24 booths
- Strategic Overview presentations by Dave Mowry, Kevin Cordell, Terry Rich, and many other Commercial Leaders
- Two days of product and sales-oriented breakout sessions
- Upper Extremity & Lower Extremity Sales Award Banquets



Total Ankle Replacement Marketing Team at Resource Fair



Biologics Marketing Team at Resource Fair

Training was a top priority at this year's National Sales Meeting, with each attendee completing approximately ten sessions. Below were the product focus areas for both sales organizations.

Lower Extremity

- **AUGMENT® Bone Graft**
- **SALVATION® Limb Salvage System**
- **Total Ankle Replacement**
- **Hammertoe Surgery**



Kevin Cordell at the Executive Q&A Panel Discussion

Upper Extremity

- **AEQUALIS™ APPROACH™**
- **BLUEPRINT™**
- **SIMPLICITI™**
- **AEQUALIS ASCEND™ FLEX**
- **Elbow Continuum of Care**



Total Shoulder Marketing Team at the Resource Fair



Terry Rich at General Session

Congratulations to all the award winners from both business units! Below are a few of the top winners from the Upper & Lower Extremity Awards Banquet. Checkout **WRIGHTsite** for a full list of all the winners.

Stu Senden, Upper Extremities District Sales Manager, Minnesota

Ray Goulet, Lower Extremities District Sales Director, Massachusetts

NSM 2016 was a huge success and a great experience for our entire US sales organization. Thank you to everyone who worked tirelessly to create such an effective event! 🏆

TCB Video

Lower Extremity

Legacy Wright Sales Leaders of the Year

- 1) Patrick Patterson**
- 2) Doug Hawkins**
- 3) Eric Brinkman**

Legacy Tornier Sales Leaders of the Year

- Paul Burns (Expansion District)**
Brant Deru (Established District)

Legacy Wright Regional Sales Leader of the Year

Eric Ham

Legacy Wright Sales Representatives of the Year

- 1) Kathryn Watterson**
- 2) Bill Black**
- 3) Ryan Ralphs**

Legacy Tornier Sales Representatives of the Year

- Justin Good (Expansion Territory)**
David Haley (Established Territory)

Upper Extremity

Legacy Tornier Sales Leaders of the Year – Expansion District

- 1) John Whitcomb**
- 2) Dave Marquez**

Legacy Tornier Sales Leaders of the Year – Established District

- 1) Steve Kaplan**
- 2) Jeffrey Zanni**

Legacy Tornier Sales Director of the Year

Tim Cahill

Legacy Tornier Sales Representatives of the Year – Expansion Territory

- 1) Uyen Tran**
- 2) Stephanie Schmidt**

Legacy Tornier Sales Representatives of the Year – Established Territory

- 1) Josh Buzzard**
- 2) Ryan Barnes**

International Sales Meeting 2016



The first International Sales Meeting (ISM) for the new Wright Medical was held February 8-10 in Barcelona, Spain.

ISM is a great opportunity for the sales representatives to receive essential product and sales technique training. Teams from around the world prepare for a successful year with much of the time spent in training sessions.

Below are a few of the product focus areas:

- **AEQUALIS ASCEND™ FLEX**
- **MICA®**
- **Total Ankle Replacement**

Watch for more information about the International Sales Meeting 2016 in our next issue of *Wright Now*. 🚩

ISM is a great opportunity for the sales representatives to receive essential product and sales technique training.



Global Project Steering Gets You There

At Wright, GPS provides guidance in the form of Global Project Steering. The Global Project Steering Committee (GPSC) guides Wright into the future by approving what lower extremity and biologics products will be developed and brought to market. Recently, a Global Project Steering Process Improvement Team was formed to improve legacy Wright procedures and transform our process to a clearly defined, documented, global practice, completely aligned with our corporate strategy and goals.

The team orchestrating this transformation sprang up from a grass-roots employee initiative. They quickly realized the best way to tackle their needs was by forming two sub-teams with one focused on the project steering and pipeline process and the other focused on planned product obsolescence. Both sub-teams utilized our High Performance Management system process.

Sub-team #1 identified seven key areas of focus within the project and pipeline process.

- Clarification of roles and responsibilities (committee, chairperson)
- Deliverables and documentation (templates/checklists)
- Project fit into business strategy
- Execution and planning (market assessment plan, launch, etc.)
- Global Inclusion
- Project link to financial planning
- Resource and timing rollup

The Global Project Steering Process Improvement Team would like to extend a special thanks to their Executive Sponsor, Jason Edie, for his guidance and commitment to the core team members and subject matter experts.

Sub-team #1, Project and Pipeline Process

Core Team (below l to r): Donnie Montgomery – Team Lead (Marketing), Barb Blum (Biologics R&D), Shawn McGinley (R&D), Brian Thoren (R&D), Jason Bower (International Marketing Director)



Subject Matter Experts: Maleesha Morris (R&D), Mary McCombs-Stearnes (R&D), Bob Murray (US Finance), Gareth Thomas (International Sales Manager), Sonny Mounicou (IT Director)

Sub-Team #2, Planned Obsolescence

Core Team (below l to r): Justin Moderow (IDP), Bob Fendl (IBP), Rick Swaim (Marketing), Mary McCombs-Stearnes – Team Lead (R&D), Jeremy Townsend (Supply Chain), Shannon Cummings (Marketing) not pictured



Subject Matter Experts: Matt DeBerry (Finance), Larry Trosper (Ops Finance), Jacob Mann (Ops Finance), Mike Day (Global Planning), Jimmy Miller (Planning/Metrics)

Early on, the team exhibited our Think Customer shared value of driving simplified solutions by restructuring the existing GPS Committee and the required meeting attendees. Additional quick wins included establishing a new GPS Committee Charter, implementing defined gate checklists, creating a central repository of documents and updating procedures. They are currently working on a project stack/rank tool and expect a global rollout of the new GPS process by August.

Sub-team #2 realized that Wright's history of being a product development driven company with little or no obsolescence planning, provided opportunity for three areas of improvement.

- Planning for obsolescence of product in new product launches
- Assessment of financial performance of existing brands
- Procedural requirements at the end of product life

In November, Wright had 23,000 part numbers in 179 brands. Of those, about 1,100 part numbers in 45 brands contributed to 90% of our sales. The sub-team immediately recognized a quick win in SKU reduction by moving 2,531 part numbers with no inventory or revenue to obsolete. Additional quick wins include development of tracking forms for the obsolescence procedure. The sub-team is continuing to analyze remaining brands and will develop a key metric to identify underperforming brands from a reproducible cost and revenue perspective.

The research and work done by the GPS Process Improvement Team contributed significantly to the current state data for the HPMS Supply Chain of the Future Global Product Lifecycle Management Team. 🚀

9 Tips to be an eMpowered Employee

The GPS Process Improvement Team's

A quick review of the Global Process Improvement Team's formation and accomplishments to date highlights 9 key actions. Following their lead can help you become the eMpowered employee you want to be, capable of stepping up and making a significant positive impact at Wright.

- 1 **Recognize An Opportunity** Donnie Montgomery, Sr. Product Manager; Shawn McGinley, Director Product Development; and Brian Thoren, Director Product Development were reviewing the processes for bringing products to market and evaluating pain points. They quickly realized several areas in need of improvement that could easily put a launch date at risk. These included a lack of documented procedures, process flow, data collection, redundancies, and overall accountability.
- 2 **Seek Support** Determined to make improvements, the three systematically gained buy-in and support from multiple levels within Wright. After receiving approval from their supervisors and Vice-President, they approached Jennifer Walker, Sr. Vice President Process Improvement to ask for guidance. Jason Edie, VP Research & Development, stepped in to assist and serve as the team's Executive Sponsor.
- 3 **Assemble a Team** Rather than just "do their jobs", Donnie, Shawn and Brian worked with their supervisors, cross-functionally with other departments and with their peers to assemble the best possible group, one capable of jumping in and developing a solution.
- 4 **Follow the Guidelines** The team followed the HPMS process and listened to the voice of their customer, whether positive or negative. They leveraged their personal experiences and reached out to others to benchmark best practices at orthopaedic device companies. Subject matter experts helped them understand the current state and define the desired state.
- 5 **Focus - Keep it Simple** Both sub-teams worked hard to prevent their scope from growing. By keeping their eyes on the prize and managing to their mission, their goals remained achievable.
- 6 **Execute Effectively** Each sub-team determined quick wins that could easily be accomplished. After mapping the steps necessary to reach their desired state they began implementing the plan while adhering to all necessary timelines.
- 7 **Determine Key Measures of Success** Both sub-teams identified and established metrics for tracking progress.
- 8 **Communicate Effectively** Sub-teams met individually multiple times a week and as a group weekly. They kept executives apprised, provided updates during department meetings and organized team training sessions to create understanding of the product portfolio and obsolescence planning.
- 9 **Evaluate, Refine and Improve** Both sub-teams have continuously monitored the process and will review the outcomes in order to make adjustments or corrections.





With three highly skilled implementation teams in place, each has a core set of key drivers to maximize both the internal and external experience of AUGMENT® Bone Graft.

AUGMENT®

Bone Graft Rapid Adoption Update

From the FDA approval in September to selling well over 1000 kits to date in the US, the past year proved exciting for the AUGMENT® Bone Graft Rapid Adoption Team. The team has realized continued success as a result of Value Analysis Committees, new practitioner adoption, 32 distinguished faculty on the education team and over 490 surgeons trained through our Medical Education efforts. With three highly skilled implementation teams in place, each has a core set of key drivers to maximize both the internal and external experience of AUGMENT® Bone Graft.

As we kick off 2016, all eyes are on the phased launch of this revolutionary product. Phase 3 kicked off this month as we took the sales force training to a new level at the 2016 WRIGHT National Sales Meeting. Immediately following, the first ACFAS AUGMENT® Bone Graft Industry Symposium took place on February 13 with the foremost expert in PDGF, Charlie Hart, PhD as moderator. Drs. Berlet, Brigido, and Hyer represented our esteemed panel as we continued to drive our efforts in effective Medical Education training of AUGMENT® Bone Graft.

For more information on the AUGMENT® Bone Graft story please reach out to Gene Bastnagel, Product Manager II at Gene.Bastnagel@Wright.com. We all look forward to the next chapter in the AUGMENT® Bone Graft story and how each of you will contribute to that success! 🚀



The Time Has Come to
Augment
Your Fusion.

AUGMENT®
Bone Graft

FDA APPROVED

THE FIRST AND ONLY
PROVEN ALTERNATIVE
TO AUTOGRAFT IN
ANKLE AND HINDFOOT
ARTHRODESIS

WRIGHT
FOCUSED EXCELLENCE

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wright.com/augment

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MKS259-00

Amazing Starts Here

"...we will work to
build a culture of
recognition."

Employee reward and recognition is frequently discussed at corporations but few are able to completely appreciate, execute and validate a program properly. A good reward and recognition program shows appreciation to employees for continuous contributions to the organization. A great and successful reward and recognition program hosts a clear global strategy, has executive sponsorship with defined goals, aligns with company values, and allows global participation. At Wright we are shooting for great and successful!

Over the next few months, we will work to build a culture of recognition. By conducting focus groups and incorporating employee engagement survey feedback, we will make sure each initiative is:

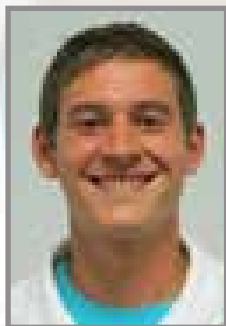
- Aligned with Wright's corporate global strategy
- Clearly communicated
- Creatively themed and personally engaging

We will begin with the Global Annual Awards. These awards recognize individuals and teams for their spirit, interactions, innovative solutions, and outstanding deliverables. You will soon see our 2015 Global Annual Award theme, "The Amazing Race at Wright" in communications, displays, videos and events hosted throughout the awards season. Global Annual Award nominations will be accepted later this month with the Global Award ceremony scheduled for March. We will also present The Everyday Superhero Award winners at the ceremony. Everyday Superhero Award nominations were submitted during the Winning Together Merger Celebrations to recognize those who demonstrate the SUPER values every day. The Global Annual Awards will be interactive, inclusive, coveted and a great beginning to a year full of rewards and recognition for outstanding employee achievements. 🚩



My 2016 Hope for Wright is...

Megan Luke
DIRECTOR FINANCE
Bloomington MN



Kurt Domeier

DEMO INVENTORY
COORDINATOR
BLOOMINGTON, MN

"...to continue to grow in my career by observing a live case from start to finish. I also hope to travel to Germany and celebrate Oktoberfest!"



Bianca Jones

EVENTS MANAGER
AUSTRALIA

"...to remember the outcome of our everyday work ultimately improves the quality of people's lives. What we do every day does matter."



Tom Moorcroft

MANAGER, MARKETING
UK

"...that we can realize the potential of our newly formed organization and go from strength to strength, forming the number one extremities company in the world."



Barbara Haslauer

MANAGER, MARKETING PROJECTS
GERMANY

"...for highly motivated colleagues and good collaboration!"



Terree Caldwell

ADMINISTRATIVE ASSISTANT II
MEMPHIS, TN

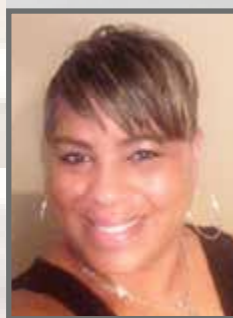
"...continued growth and longevity through creating even more innovative technology in the orthopaedic industry, and showing value to our customers and shareholders."



Eric Brinkman

DIRECTOR, DISTRICT SALES
TALLAHASSEE, FL

"...to exceed 15 million in sales in Florida and give back to my community in a more meaningful way."



Gwen Mayo

MANAGER, CUSTOMER SERVICE
ARLINGTON, TN

"...for never ending prosperity, good fortune and unlimited success."



Brian Hodorek

DIRECTOR R&D
WARSAW, IN

"...to advance the relationships of my group and myself with our new and existing business partners, resulting in enhanced collaboration, increased efficiency, and a unified team."



Emmanuel Vicencio

SR. DIRECTOR,
COMPLIANCE REVIEW
MEMPHIS, TN

"...to have continued success as we expand our reach globally, and to always recognize our colleagues that contribute to our achievements."



Jovi Quiton

ASSOCIATE DIRECTOR,
STATISTICS
FRANKLIN, TN

"...that our executives continue to have wisdom in their decisions by incorporating internal data, external data and employee feedback."



Severine Abbadie

EVENTS & COMMUNICATION
MANAGER
MONTBONNOT FRANCE

"...a satisfying merger of all processes and best practices, for the best benefit of the business and the employees."

Welcome! New employees



Tammy Farmer
CORPORATE SALES
REPRESENTATIVE
12/1/2015
Arkansas



Katie Smith
CORPORATE SALES
REPRESENTATIVE
12/1/2015
Arkansas



Braylan Vargas
ASSOCIATE PRODUCT
DEVELOPMENT TECHNICIAN
12/1/2015
Costa Rica



Ke Wang
SR. MANAGER FINANCE
12/3/2015
Bloomington MN



Denis Cedrone
DELIVERY SPECIALIST
12/7/2015
Austin TX



Nick Bernard
CORPORATE SALES
REPRESENTATIVE
12/14/2015
California



J.B. Castro
CORPORATE SALES
REPRESENTATIVE
12/14/2015
Texas



Elizabeth Damoc
ASSOCIATE SALES
REPRESENTATIVE
12/14/2015
Texas



Ramona Ruble
MANAGER CLINICAL
STUDY
12/14/2015
Bloomington MN



Cindy Wescott
SR. CUSTOMER
FINANCIAL SERVICE
REPRESENTATIVE
12/21/2015
Memphis TN



Bob Fish
DELIVERY SPECIALIST
12/28/2015
St. Paul MN



Liz Russo
ASSOCIATE PRODUCT
ENGINEER
12/28/2015
Warsaw IN



Jerry Wohner
ASSOCIATE SALES
REPRESENTATIVE
12/28/2015
Virginia



Julieanne Fedrigo
ACCOUNTS PAYABLE &
RECEIVABLE OFFICER
1/4/2016
Australia



Liza Lamb
VALIDATION ENGINEER III
1/4/2016
Franklin TN



Lindsay Lanier
ACCOUNTS PAYABLE CLERK
1/4/2016
Memphis TN



Reed Leeming
ASSOCIATE SALES
REPRESENTATIVE
1/4/2016
Florida



Paul Milford
SR. BUYER PLANNER
1/4/2016
Bloomington MN



Rob Moore
DIRECTOR AREA
SALES
1/4/2016
Texas



Sara Noonan
CORPORATE SALES
REPRESENTATIVE
1/4/2016
Maryland



Nate Silcott
ASSOCIATE SALES
REPRESENTATIVE
1/4/2016
Tennessee



Joshua Staten
HUB LEAD SPECIALIST
1/4/2016
Arlington TN



Ron Stout
CORPORATE SALES
REPRESENTATIVE
1/4/2016
Illinois



Ben Quigley
CORPORATE SALES
REPRESENTATIVE
1/4/2016
Arizona

Welcome! New employees



Doug Watts
CORPORATE SALES
REPRESENTATIVE
1/4/2016
Minnesota



Masanori Murota
SR. KEY ACCOUNT
MANAGER
1/10/2016
Japan



Russ Etherton
ASSOCIATE SALES
REPRESENTATIVE
1/11/2016
Mississippi



Jason Martin
HR BUSINESS PARTNER I
1/11/2016
Memphis TN



Jozef Murar
DIRECTOR GLOBAL
CLINICAL AFFAIRS
1/11/2016
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1/18/2016
Australia



Melissa Mangan
SR. PRODUCT SPECIALIST
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2/1/2016
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2/1/2016
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REPRESENTATIVE
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Don't Miss The WMGI Q4 2015 Earnings Conference Call Tuesday, February 23 – 3:30pm CT

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INTERNATIONAL ISSUE

A look at initiatives around the globe with a detailed recap of the International Sales Meeting.



1023 Cherry Road
Memphis, TN 38117
800 238 7117
901 867 9971
www.wright.com

62 Quai Charles de Gaulle
69006 Lyon
France
+33 (0)4 72 84 10 30
www.tornier.com

Unit 1, Campus Five
Letchworth Garden City
Hertfordshire SG6 2JF
United Kingdom
+011 44 (0)845 833 4435

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