

A STORY FROM BIONESS

The device worked. Now the numbers say so.

Bioness reps knew the L300 Go improved gait for people with foot drop. They could see it. Therapists could see it. Payers wanted something they could read — and so did the reps, when it came to recommending a thigh cuff or a second system.



“This gives us something we’ve never had before: objective gait data beyond ‘improved toe clearance.’”

Natalie Gay · Bioness Medical

THE CHALLENGE

Screening-day trials produced a demonstration, not data. A patient put on the device and walked; everyone in the room agreed it looked better. Without objective before-and-after measurement, clinical conversations leaned on “improved toe clearance,” configuration upgrades were hard to justify, and letters of medical necessity had little to stand on.

HOW ONESTEP HELPED

At a screening day the patient walks with a phone in a pocket, first without the device and then with it on. OneStep returns 30+ gait parameters and a Walk Score within minutes, in a note written for the therapist, the physician, the payer and the rep. More than 500 patients have been measured this way so far. In Bioness's analysis of the first 230, both the L300 Go and the L300 Go Plus produced statistically significant gains in walking speed, stride length and overall Walk Score on the very first trial, consistent across diagnoses; the typical patient gained 6 cm of step length. The Plus configuration — the thigh cuff — also improved double-support time and cadence variability, which is the data reps now use when they recommend the upgrade.

WHAT CHANGED

Screening days with OneStep close 15.3% more often than the Bioness national baseline, 5.4 days faster, and at a \$423 higher average sale — more bilateral systems and thigh cuffs, because the data makes the case. One Medicare Advantage plan reversed a 2023 denial after a letter of medical necessity built on OneStep's patient note; the first denial flipped with OneStep data. 84% of the sales team say OneStep improved their process.

Reps now have objective before-and-after data for every trial — to show the patient, to give the therapist, and to put in front of the payer.

KEY OUTCOMES

+15.3%

closed-won conversion vs. national baseline

+\$423

higher average sale price

5.4days

faster to close

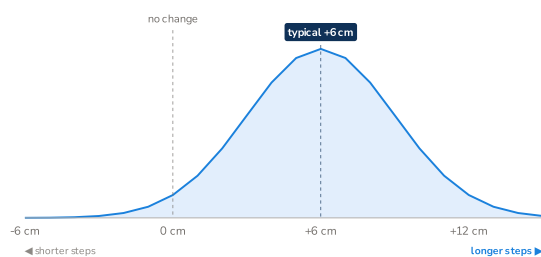
THE EVIDENCE

What 500 screening-day trials measured

Each trial produces a before-and-after pair for the same patient on the same day, so the change is the device, not the day. The figures below are from Bioness's July 2026 analysis of OneStep data; business figures compare screening days using OneStep with Bioness national averages.

STEP-LENGTH CHANGE ON THE FIRST TRIAL

Distribution of per-patient change with the L300 Go · n = 94 · mean +6 cm · SD 3



Nearly every patient's step length increased.

STATISTICALLY SIGNIFICANT IMPROVEMENTS · N = 230

GAIT MEASURE	L300 GO	L300 GO PLUS
Walking speed	✓	✓
Stride length	✓	✓
Overall Walk Score	✓	✓
Double-support time	—	✓
Cadence variability	—	✓

Consistent across diagnoses. The Plus (thigh cuff) configuration showed the strongest gains.

A DENIAL, REVERSED

A patient denied coverage in 2023 was approved in 2026 for an additional L300 Thigh Plus by a Medicare Advantage plan. The letter of medical necessity used OneStep's patient note and its plain-language explanation of the three gait parameters most tied to fall risk.



“OneStep is the best technology I've encountered in all my years in this field.”

Mark Geiger · VP of Worldwide Marketing, Bioness Medical

THE PARTNERSHIP

In September 2026 Bioness and OneStep announced a strategic partnership. Access to OneStep is now included with every new L300 Go or PoNS system, so the screening-day measurement continues at home through the OneStep patient app. Next: long-term data on how first-trial gains hold, a Walk Score tuned to one-sided conditions like foot drop, and a deeper analysis by diagnosis and configuration at 200 follow-ups.



“Partnering with OneStep expands our ability to support patients and clinicians beyond the device itself by providing objective insights into how mobility changes over time. Together, we are creating a more connected rehabilitation experience that has the potential to elevate the standard of neurorehabilitation care.”

Todd Cushman · Chief Executive Officer, Bioness Medical