



# FIOR

BIOSCIENCE

## PRESS KIT

**WE ARE**  
FIOR Bioscience

**ONLINE**  
/fiorbioscience   
@fiorbioscience 

## COMPANY OVERVIEW

FIOR Bioscience's founding philosophy is to bring innovation, experience, and integrity to regenerative medicine. We practice strict documentation, stringent testing processes, and complete chain of custody for all postnatal tissues used in our products. FIOR Bioscience has been in business for 15 years with 40+ years of combined experience working with postnatal stem cells and tissue. We are proud to be the leader in developing the most comprehensive viable stem cell products for homologous use available to physicians today.

## CONTACT DETAILS

FIORbioscience.com

**For additional information on regulatory requirements, please contact:**

KRYSTAL HUNSTMAN  
Regulatory, Quality and Compliance Officer  
(385) 500-4344  
khuntsmant@fiorbio.com

## PRODUCTS

*FIOR Bioscience manufactures products sourced from postnatal birth tissues.*

The source materials include Wharton's jelly, placental membrane, umbilical cord tissue, and umbilical cord blood. These sources contain mesenchymal stem cells, hematopoietic stem cells, cytokines, exosomes, extracellular matrix, hyaluronic acid, lipids, proteins, and other nutrients. Because the cells are primitive and free of active and intact red blood cells, they are immune privileged eliminating the need for HLA matching.

Our products are only sold to licensed medical professionals. All products are manufactured with strict adherence to FDA minimal manipulation regulations and are for homologous use only. FIOR Bioscience has a perfect record with the FDA. This accomplishment and a remarkable safety record help to set FIOR Bioscience apart.



### MULTI-COLOR

The multi-colored version is preferred and should be used predominately.

#### Download:

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### SINGLE-COLOR

To be used when the multi-colored version will not or cannot be used correctly, such as materials that require one-color production.

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### WHITE WITH BACKGROUND

To be used on backgrounds where the color version won't appear correctly or the white logo's visibility is better.

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### COLORS & SUBTEXT

Occasionally, the use for donor or physician specific logo uses may occur. It is okay to use these logos when targeting these specific audiences.

**Donors:** Softer, lighter and feminine color scheme.

**Physicians:** A powerful and dominate color scheme.

#### Download:

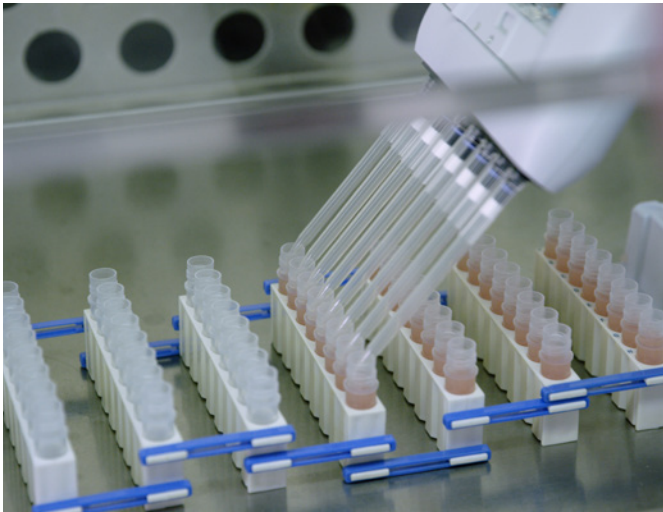
[> Donors PDF](#)

[> Donors JPG](#)

[> Physicians PDF](#)

[> Physicians JPG](#)

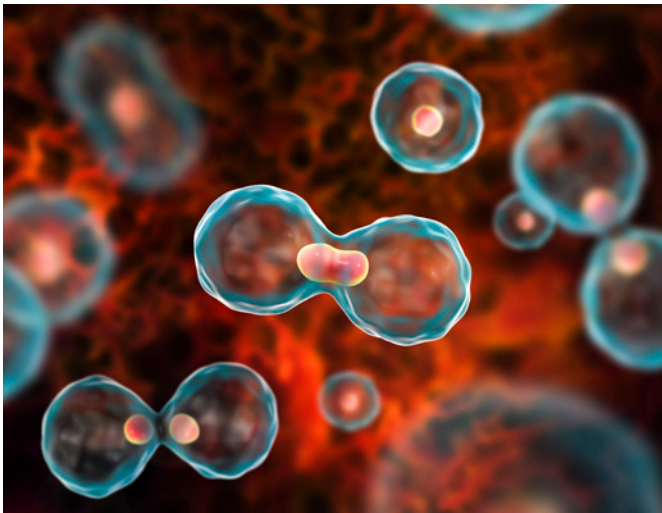
IMAGES



MEDIA

ASSETS

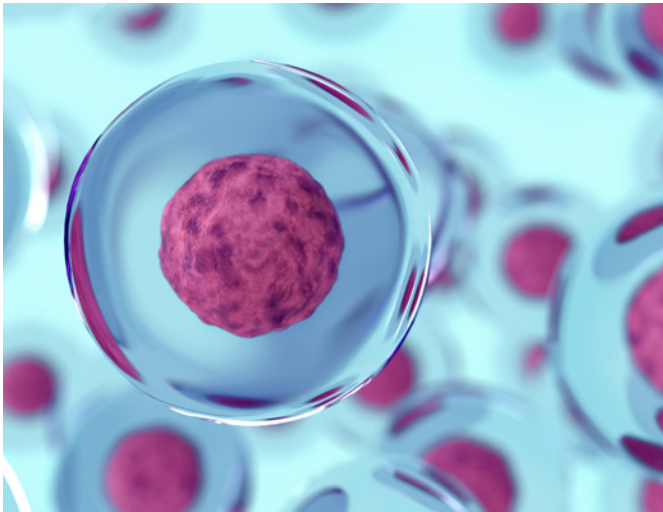
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## EXECUTIVE BIOS



**ELLIOTT SPENCER, PhD**  
President & Chief Scientific Officer

Dr. Spencer received a doctorate degree in biochemistry and a bachelor's degree in molecular biology from Brigham Young University. He completed two post-doctoral fellowships from the Eccles Institute of Human Genetics (University of Utah) as well as the Dan Simmons lab (Brigham Young University). Dr. Spencer has over 16 years of extensive experience working with, researching, and manufacturing formulas derived from postnatal tissues. Dr. Spencer has written many white papers emphasizing the benefits and challenges of biological processes. He has researched and developed industry-leading novel and patented stem-cell isolation methods. When Elliott is not in the lab, he enjoys writing, rock climbing, camping, backpacking, and spending quality time with his wife and kids.



**CARLEE SPENCER**  
Vice President & Chief Procurement Officer

Carlee received a degree in design from Weber State University. She has spent many years working in the biologics space, including helping with the research and manufacturing of formulas derived from postnatal tissues. Her ability to meet the needs of the company president, with dedication in safety and consistency is a vital asset. Carlee is a forward-thinking executive who finds resolute solutions to very complex processes and obstacles. Her unique perspective and fresh ideas ensure 100 percent chain of custody from donors to licensed physicians. Carlee is dedicated to ensuring FIOR Bioscience delivers the highest-quality homologous postnatal stem cell products in the world. She enjoys spending her free time vacationing, volunteering, singing, designing and fixing up her home, and spending quality time with her husband and kids.



**CLINT OKERLUND**  
Chief Financial Officer & Chief Operating Officer

Clint received an undergraduate degree in business management from Brigham Young University and an MBA from the University of Notre Dame. He spent 14 years managing teams of client-facing commercial bankers and advised corporate CEOs and CFOs on sophisticated financial instruments, risk management, value creation, and corporate strategy. Clint is the chairman and co-founder of a nonprofit organization that assists Spanish-speaking entrepreneurs in Utah by providing startup microcredit financing and pro-bono startup business consulting. Clint spends his free time volunteering and outdoors with his wife and kids.

## EXECUTIVE BIOS



**KRYSTAL HUNSTMAN**  
Regulatory, Quality & Compliance Officer, RAC

Krystal received a degree in business administration and has her certificate of Regulatory Affairs Credential. Krystal provides oversight for all U.S. and international regulatory matters, including filing and interactions with regulatory authorities and external in-house audits. She is a highly qualified executive with extensive experience advising on laboratory operating procedures and business practices in compliance with state and federal regulatory requirements and accreditation standards. Her ability to provide cross-functional team collaboration and policy and procedure implementation sets her apart from others in the industry. When you don't find Krystal in the office, you will find her in the pits wrenching away on her cars and cheering friends and family on to the finish line.



**DR. WESTON SPENCER**  
Medical Director

Dr. Spencer received his undergraduate degree from Brigham Young University. He worked as a full-time laboratory researcher, studying differential gene expression in prostate cancer while preparing for medical school. During his time as a researcher, he published novel techniques in quantifying differential gene expression. Dr. Spencer attended medical school at Pennsylvania State University (MD) and completed his residency at Stanford Medical Center and Lucille Packard Children's Hospital. Dr. Spencer is currently a practicing pediatrician. When he's not seeing patients or at the lab, Weston enjoys the outdoors, trail running, mountain biking, skiing, backpacking, and spending quality time with his wife and kids.



**SCOTT LAPRAY**  
Director of Sales

Scott received a degree in business management from the University of Phoenix. He has spent over twenty years as a top-performing medical sales representative, specializing in respiratory and orthopedic specialties, winning Rep of the Year, the National Sales Award in business-to-business sales, the District Representative of the Year Award, and was recognized for turning around underperforming territories. Scott is known for his integrity, initiative, and tenacity, and for developing strong relationships built on value and trust. Some of his most prominent qualities include problem solving, strategic planning, product launch, customer acquisition, leadership, and teamwork and collaboration. Scott enjoys traveling with his wife, playing golf, and spending time with his kids and grandkids.

# Postnatal Stem Cells and FDA Regulations

Several articles concerning the use of postnatal stem cells and the governing regulations of the FDA have been published recently. The FDA has acknowledged that stem cell products have the potential to treat many medical conditions and diseases and have strict regulatory restrictions in place. The FDA often reviews manufacturers' processes and procedures for compliance.

As part of the FDA review, investigators must show how each product will be manufactured so the FDA can make sure appropriate steps are being taken to help ensure the product's safety, purity, and quality.

***FIOR Bioscience is proud of its 15-year history of remaining FDA compliant without any violations issued.***

Through our meticulous processes, we take numerous precautions to ensure that our products are safe, in their purest form, and maintain the highest quality.



## Eligibility

Our proprietary process begins with meticulous screening of the donor mother and father as well as family members for several generations.



## Collection

A recovery specialist, once given the donation information, will collect the postnatal donation at the designated hospital. The recovery specialist will then return the donation to FIOR Bioscience for processing.



## Testing

Our lots are quarantined for 14 days and thoroughly tested for bacterial and disease contamination by a CLIA-certified lab.



## Processing

Our proprietary process meets the FDA requirements of minimal manipulation.

## ***FIOR Bioscience Emphasizes a 100 Percent Chain of Custody***

### **DONOR ELIGIBILITY REQUIREMENT:**

Our proprietary process begins with meticulous screening of the donor mother and father, as well as family members for several generations. In addition to routine industry screens for bloodborne pathogens, we also screen for heritable and non-heritable conditions, environmental contaminants from medications, alcohol, drugs, tobacco, and electronic vaping. Only healthy families who meet or exceed these criteria are considered. Postnatal tissue donations are promptly collected from local hospitals by our recovery specialists following a healthy cesarean birth. After processing, allografts are tested again to ensure they are free of contaminants or infection, and contain healthy, viable cells prior to cryopreservation.

### **TESTING PROCEDURES:**

Our lots are quarantined for 14 days and thoroughly tested for bacterial, communicable and other disease contamination by a CLIA-certified lab. Additional testing is conducted in multiple phases of the process to ensure zero contamination.

### **DISEASES THAT ARE TESTED PRIOR TO DONATION ELIGIBILITY:**

- |                      |                                  |
|----------------------|----------------------------------|
| 1. Hepatitis Bs Ag   | 6. CMV ab                        |
| 2. Hepatitis Bc Ab   | 7. RPR (Non-treponemal syphilis) |
| 3. HTLV I/II Ab      | 8. HIV-1/HCV/HBV NAT (Ultrio)    |
| 4. Hepatitis C Ab    | 9. WNV NAT                       |
| 5. HIV 1&2 Plus O Ab |                                  |

### **FDA REQUIREMENTS OF MINIMAL MANIPULATION:**

For structural tissue, the process does not alter the original relevant characteristics of the tissue related to the tissue's utility for reconstruction, repair, or replacement. For cells or nonstructural tissues, the process does not alter the relevant biological characteristics of source material.

**CRYOPRESERVATION:** We use a unique cryopreservation technique that includes using the source's own natural components preserved with a natural cryoprotectant to help ensure maximum functionality at time of use.

**SHIPPING:** All orders are carefully packed in specially insulated overnight containers to maintain the integrity of our products. Products are shipped only to licensed medical professionals.