Do you have a program that effectively reduces the risk of skin damage?

1. **KNOW the Prevalence/Incidence** of incontinence and IAD in your care setting
   - 54% of all patients in Acute Care have incontinence
   - 43% of all incontinent patients in Acute Care have IAD

2. **RECOGNIZE the Impact IAD** has on a patient’s quality of life
   - Patients are at the center of this condition. IAD can cause discomfort, pain, burning or itching in the affected areas.

3. **UNDERSTAND how IAD can Impact** total cost of care
   - $70K: Cost of treating a single full-thickness pressure ulcer.
   - $11B per year: Estimated total treatment cost for pressure ulcers in the U.S.

4. **SEE the Cost Benefits** of implementing a structured skin care regimen
   - Assess and treat reversible causes
   - Optimize nutrition, fluid management and toileting techniques
   - Implement pressure ulcer prevention plan

Two Key Pathways for Prevention and Management of IAD

**ONE**
Manage Incontinence
- Assess and treat reversible causes
- Optimize nutrition, fluid management and toileting techniques
- Implement pressure ulcer prevention plan

**TWO**
Implement a structured skin care regimen
- **CLEANSE**
- **PROTECT**
- **RESTORE**

Assessing the Skin

All patients with urinary and/or fecal incontinence should have their skin assessed regularly to check for signs of IAD. Best Practice Principles recommend adoption of a categorization tool to consistently document skin injury.

<table>
<thead>
<tr>
<th>AT RISK</th>
<th>MILD</th>
<th>MODERATE-SEVERE</th>
</tr>
</thead>
<tbody>
<tr>
<td>No redness and skin intact</td>
<td>Category 1 – Red* but skin intact</td>
<td>Category 2 – Red* with skin breakdown</td>
</tr>
<tr>
<td>Skin is normal as compared to rest of body (no signs of IAD)**</td>
<td>Erythema** +/- edema**</td>
<td>+/- vesicles/bulla/skin erosion** +/- denudation of skin** +/- skin infection** +/- edema**</td>
</tr>
</tbody>
</table>

* Or paler, darker, purple, dark red or yellow in patients with darker skin tones.
** If the patient is not incontinent, the condition is not IAD.

Pressure Ulcers

Incontinence is a well-recognized risk factor for the development of pressure ulcers, which can cause patients suffering and increase the costs of health care.

Prevention of avoidable pressure ulcers and IAD is a clear indicator of the quality of patient care.

REFERENCES:
Visit 3M.com/Cavilon to learn more about IAD and access:

Moving Prevention Forward
Incontinence-Associated Dermatitis Best Practice Principles

IAD Video Series

Sizzle Reel: IAD Best Practice
Principle Overview

Symposium Video: An Overview

Expert Videos: Document In-Depth

Cavilon™ Solution Video

IAD Video Series

3M™ Cavilon™ Professional Skin Care Products

<table>
<thead>
<tr>
<th>Cat No.</th>
<th>Product</th>
<th>Size</th>
<th>Items/Box</th>
<th>Boxes/Case</th>
<th>HCPCS Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>3380</td>
<td>3M™ Cavilon™ No-Rinse Skin Cleanser</td>
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<td>12</td>
<td>1</td>
<td>A6250</td>
</tr>
<tr>
<td>3383</td>
<td>3M™ Cavilon™ 3-in-1 Incontinence Care Lotion</td>
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<td>1</td>
<td>A6250</td>
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<tr>
<td>3345</td>
<td>3M™ Cavilon™ No Sting Barrier Film</td>
<td>3 mL. wand</td>
<td>25</td>
<td>4</td>
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<tr>
<td>3346</td>
<td>3M™ Cavilon™ No Sting Barrier Film</td>
<td>28 mL bottle</td>
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<td>1</td>
<td>A6250</td>
</tr>
<tr>
<td>3353</td>
<td>3M™ Cavilon™ Durable Barrier Cream Fragrance Free</td>
<td>2g sachet</td>
<td>20</td>
<td>12</td>
<td>A6250</td>
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<tr>
<td>3354</td>
<td>3M™ Cavilon™ Durable Barrier Cream Fragrance Free</td>
<td>1.0 oz. tube</td>
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<td>1</td>
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<tr>
<td>3355</td>
<td>3M™ Cavilon™ Durable Barrier Cream Fragrance Free</td>
<td>3.25 oz tube</td>
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</tr>
<tr>
<td>3386</td>
<td>3M™ Cavilon™ Extra Dry Skin Cream</td>
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<td>A6250</td>
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<tr>
<td>9205</td>
<td>3M™ Cavilon™ Moisturizing Hand Lotion</td>
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<td>9215</td>
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<td>3390</td>
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<td>5 oz. tube</td>
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<td>1</td>
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</tbody>
</table>

*For treatment of superficial skin infections caused by yeast (*Candida albicans*)

Disclaimer: HCPCS codes have been provided to assist you in the preparation of insurance claims. Please note, however, that the reimbursement information provided by 3M Health Care and its representatives is intended to provide general information relevant to coverage and coding for 3M products. Insurers’ reimbursement policies can vary and the use of the codes discussed here does not guarantee that an insurer will cover or pay at any particular level. Health care providers should exercise independent clinical judgment in choosing the codes which most accurately describe the products provided.

To learn more or to place an order, please contact your 3M Health Care Representative at 1-800-228-3957 or visit 3M.com/Cavilon