

United to transform outcomes

We want to empower you to effectively manage wounds across multiple care settings. Our products have been shown in a variety of clinical studies to be associated with optimal clinical and economic outcomes.

More than **75%**
of published **NPWT clinical evidence**
is based on V.A.C.[®] Therapy⁸

4,320+

publications supported globally

2,200+ peer-reviewed
publications supported

500+ clinically
trained
representatives
.....
support therapy outcomes

25 years of transformative
technology in Negative
Pressure Wound Therapy
(V.A.C.[®] Therapy) leadership

To learn more, please contact your 3M Health Care Account Manager, call the 3M Health Care Customer Helpline at **1-800-228-3957** or visit **3M.com/Medical**.

References:

1. Miller-Mikolajczyk C, MStat RJ. Real world use: comparing early versus late initiation of negative pressure wound therapy on wound surface area reduction in patients at wound care clinics. Poster presented at The Wound Ostomy and Continence Nurses Society Annual Conference, June 22-26, 2013. Seattle, Washington.
2. Gupta S. The impact of evolving V.A.C.[®] Therapy technology on outcomes in wound care. *Int Wound J*. 2012; (1 Suppl) 3-4. Doi: 10.1111/j.1742-481X.2012.0978.x.
3. Baharestani MM, Driver VR. Optimizing clinical and cost effectiveness with early intervention of V.A.C.[®] Therapy. *Ostomy Wound Manage*. 2008;54(11 Suppl):1-15.
4. Baharestani MM, Houliston-Otto DB, Barnes S. Early versus late initiation of negative pressure wound therapy: examining the impact home care length of stay. *Ostomy Wound Manage*. 2008; 54(11 Suppl):48-53.
5. Driver VR, de Leon JM. Health economic implications for wound care and limb preservation. *J Managed Care Med*. 2008; 1(11):13-19.
6. Kaplan M, Daly D, Stemkowski S. Early intervention of negative pressure wound therapy using vacuum-assisted closure in trauma patients: impact on hospital length of stay and cost. *Adv Skin Wound Care*. 2009;3(22):128-132.
7. DaVanzo JE, El-Gamil AM, Dobson A, Sen N. A retrospective comparison of clinical outcomes and medicare expenditures in skilled nursing facility residents with chronic wounds. *Ostomy Wound Manage*. 2010;56(9):44-54
8. KCI. Percentage of V.A.C. Therapy Articles vs. Comp Articles. May 7, 2020.

NOTE: Specific instructions, contraindications, warnings, precautions, and safety information exist for these products and therapies, some of which may be Rx only. Please consult a clinician and product instructions for use prior to application. This material is intended for healthcare professionals.



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Science.
Applied to Life.™

Wound care is what we do.

Advancing wound care outcomes
for skilled nursing facility patients



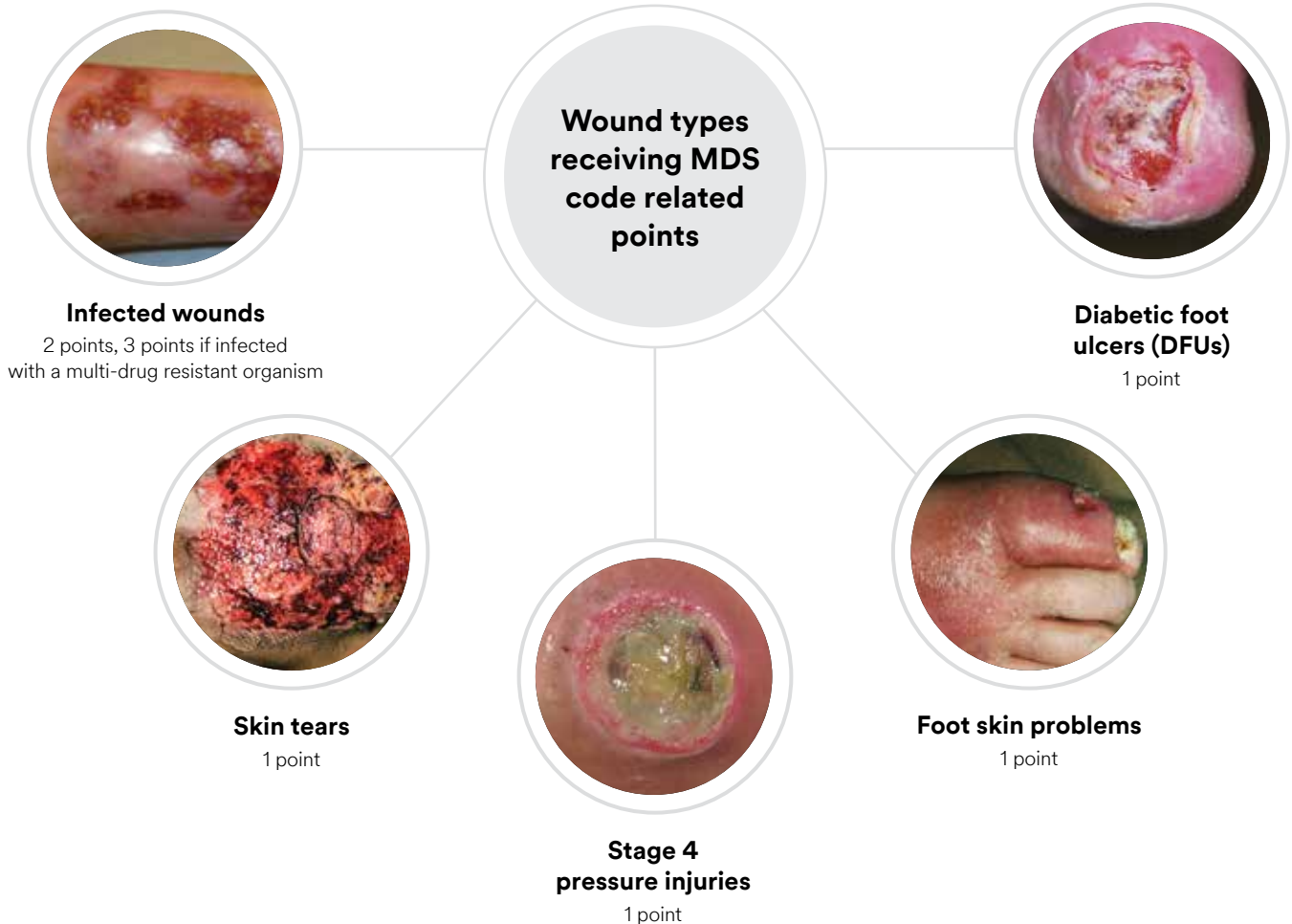
Together, we can help improve your patient care

Navigating the Patient Driven Payment Model (PDPM): Rewards for better outcomes produced sooner

The PDPM is a new case-mix classification system for classifying skilled nursing facility (SNF) patients in a Medicare Part A covered stay into payment groups under the SNF Prospective Payment System.

Effective October 1, 2019, SNFs can receive additional reimbursements for non-therapy ancillary (NTA) services. These NTA services have an associated comorbidity point score (1 to 8 points), which is used to calculate a patient's overall comorbidity score.

Under PDPM, Medicare encourages SNFs to use advanced wound care therapies that can help convert chronic wounds to healed wounds, reduce staff time spent on dressing changes, lead to a reduction in antibiotic usage, reduce readmission rates due to wound related admissions, and lead to quicker discharge times.



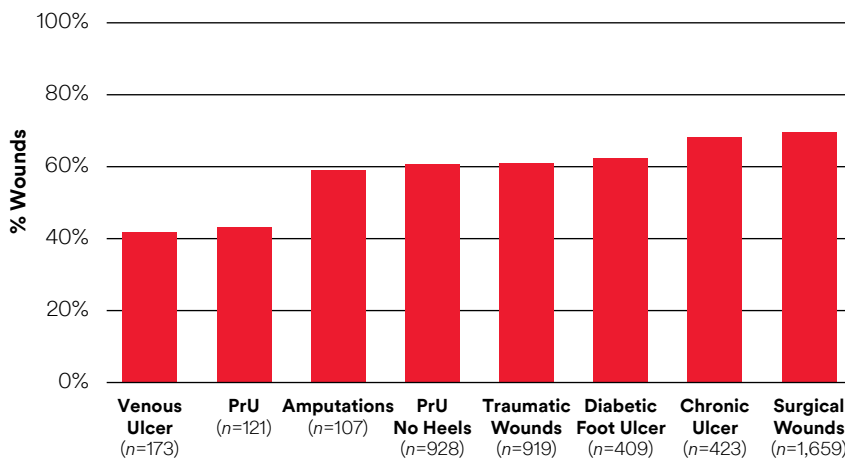
Ensure staff is fully trained on the identification and management of pressure injuries, infections, and wounds, such as diabetic, arterial, venous and peripheral neuropathy ulcers.

Early initiation has shown proven benefits of NPWT across many care settings

Early initiation is an ideal strategy for the new era of value based care

We retrospectively examined US Wound Registry data (de-identified) on a total of 4,739 acute (surgical, traumatic and amputations) and chronic (diabetic foot, pressure, and venous ulcers) wounds (56.7% and 43.3%, respectively) from 3,604 patients treated in 56 outpatient WCCs. As value-based care models evolve, SNFs should consider earlier use of NPWT in their protocols to achieve the healing rate benefits.

Proportion of Wounds Receiving Early Initiation of NPWT¹



Early:

Acute wounds defined as NPWT initiated within the first **7 days**.

Chronic wounds defined as NPWT initiated within the first **30 days**.

Late:

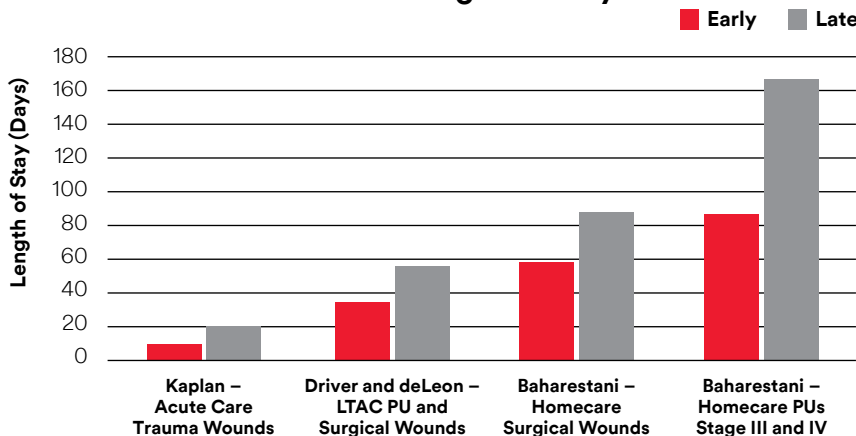
NPWT initiation occurred after these time periods.

Based on this data, SNFs have an opportunity to initiate V.A.C.[®] Therapy earlier on all wounds represented in this chart.

V.A.C.[®] Therapy has been shown to be a successful way to manage wounds for the past 20 years²

Benefits of early initiation of V.A.C.[®] Therapy on acute and chronic wounds have been demonstrated in acute care, long-term acute care, and home health care.³⁻⁵

Early Initiation of NPWT Has Been Shown to Reduce Length of Stay^{3,5,6}



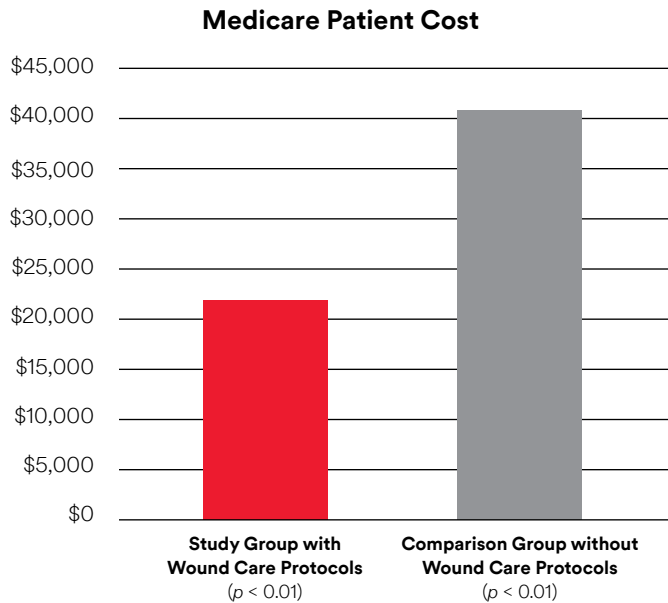
Early vs. Late Initiation of V.A.C.[®] Therapy:

- **Reduced inpatient days in acute and intensive care unit by at least 50%⁶**
- **Reduced inpatient days in long term acute care by 30%⁵**
- **Reduced homecare length of stay by 34% for surgical wounds³**
- **Reduced homecare length of stay by 49% for pressure injuries³**

Smart wound care protocols may help improve your economics— and your patient care

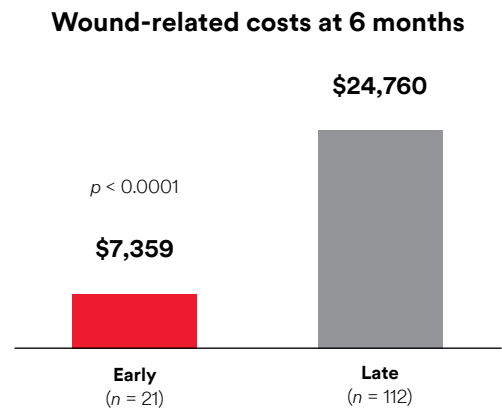
Medicare patients without wound care protocols can cost 90% more⁷

\$229.07 vs \$354.26 per resident episode day



Early use of Negative Pressure Wound Therapy (NPWT) can help to lower costs

Total wound-related costs at 6 months were **70% lower** for PU Patients treated in SNF with NPWT early vs late³



Early treatment with NPWT can positively impact both the SNF and the Medicare patient



For appropriate wounds, initiate the use of 3M NPWT upon admission to the SNF

Start Early
with advanced NPWT within the first 5 days



Step Down
according to facility wound care protocol



3M Advanced Wound Care Solutions

We focus on wound care. We focus on education

Working together to support your efforts

We have multiple channels to help acute care facilities locate those SNFs that are trained and can accept V.A.C.® Therapy patients.

Ongoing Education

- On demand
- Live seminars

Dedicated Sales Force

- Presence in regional hospitals
- Conduct live and virtual events
- Reflecting new reality of COVID-19 environment

Provider Locator

- Identifies facilities
- Directs case managers to you

3M Presence

- A leader in wound care solutions

Rounding Support

- On-site
- Virtual



Local, regional & national forums



Live Events: Symposia, Bioskills Labs, mini fellowship programs, residency programs, didactic forums

Virtual Events: Advanced education courses and webcasts



NACCME Accredited Education Courses:

On-demand webcasts

WebCME Education Courses: Webinar series/ archived webinars

Dedicated to wound care education

3M offers cutting edge, evidence-based medical education to advance surgical techniques, wound care management, and clinical solutions. These educational programs provide opportunities for healthcare providers to learn about new and developing areas in their field and remain current on recent therapeutic advancements, practices and procedures.

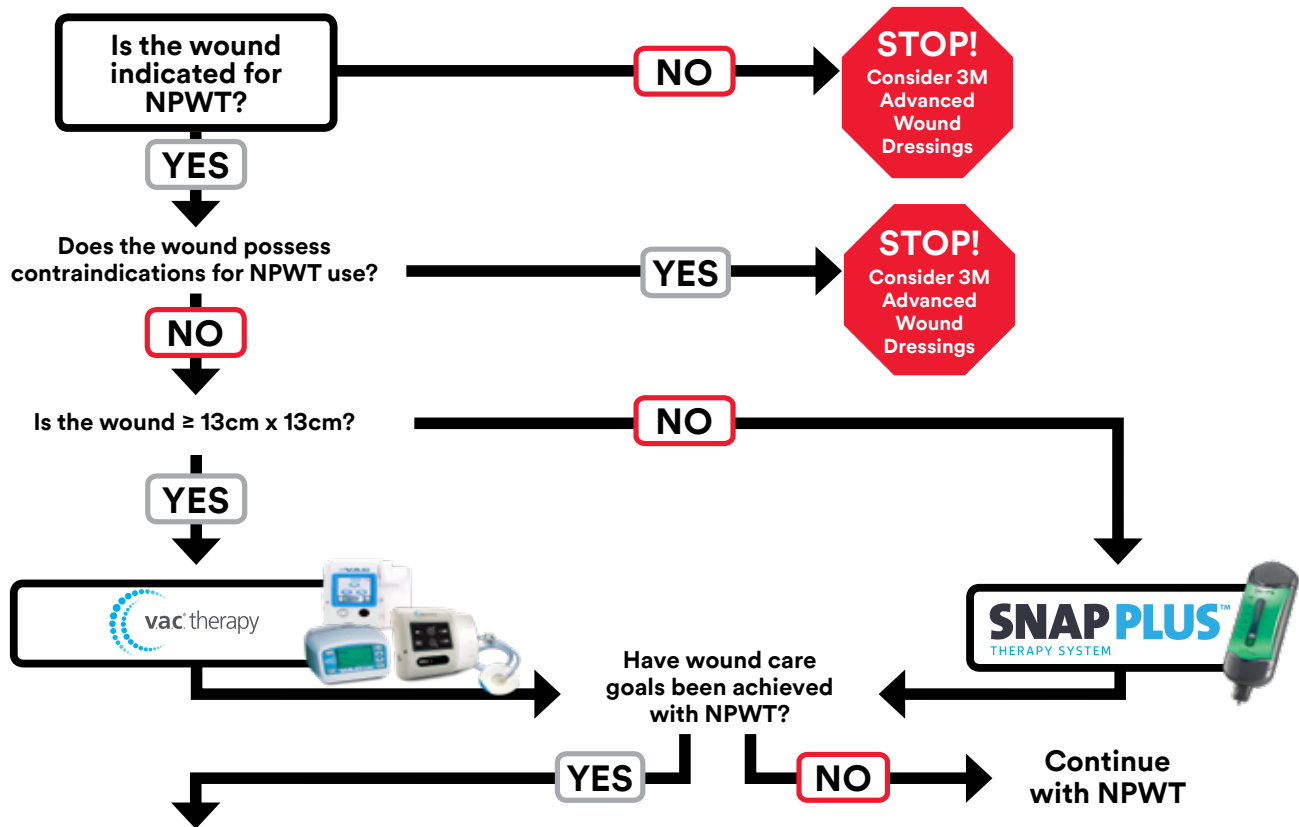
Our **Provider Locator** helps referring acute-care facilities identify 3M trained SNFs.

Visit [3M.com/Find3M](https://www.3m.com/Find3M)



Select the appropriate advanced wound care modality

Wound/Clinical Considerations for Skilled Nursing Facilities		
Criteria	V.A.C.™ Therapy System	SNAP PLUS™ Therapy System
Wound Size	> 13cm x 13cm	≤ 13cm x 13cm
Wound Drainage	> 150mL/week	≤ 150mL/week
NPWT Initiation	Previously treated with Modern Wound Care	First line treatment; (2x weekly dressing changes vs. 3x weekly dressing changes with V.A.C.® Therapy)
Patient Characteristics	Acute-care setting NPWT patients transitioning to SNFs, current wound treatment not progressing (i.e. wet to dry dressings, AWD), requires portable NPWT for physical therapy	Active >2 hours/day (ambulatory), requires wearable, discreet -125mmHg NPWT on-the-go, may require support adhering to wound care plan, patients requiring disposable NPWT during physical therapy



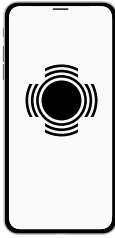
When the time is right to transition from 3M NPWT, consider 3M Advanced Wound Care and Skin Integrity Solutions

3M Advanced Wound and Skin Integrity Solutions are appropriate when NPWT is not available or appropriate and should be selected based on patient and clinicians plan of care.

<p>Provide Collagen</p>  <p>PROMOGRAN™ Matrix Wound Dressing</p>	<p>Manage Biofilm</p>  <p>KERRACEL™ Ag Gelling Fiber Dressing</p>	<p>Manage Exudate</p>  <p>KERRACEL™ Gelling Fiber Dressing For moderately exuding wounds</p>	<p>Manage Exudate</p>  <p>KERRAMAX CARE™ Dressing Family</p>
<p>Minimize Adherence</p>  <p>ADAPTIC TOUCH ONE™ Non-Adhering Silicone Dressing</p>	<p>Manage Exudate</p>  <p>3M™ Tegaderm™ Silicone Foam Dressings</p>	<p>Protect and Manage Skin</p>  <p>3M™ Cavilon™ Skin Care Solutions</p>	<p>Compression</p>  <p>3M™ Coban™ 2 Two-Layer Compression System and 3M™ Coban™ 2 Lite Two-Layer Compression System</p>

Supporting the business of early wound healing

We have multiple on-demand resources that can assist you.



iOn HEALING™ Mobile App

The iOn HEALING™ Mobile App provides **customers** with the ability to easily place new orders when transitioning a patient home, view product education and application videos, and quickly reorder supplies, in a secure and HIPAA compliant environment.

Download the app: ionhealingapp.com



MyWoundHealing™ Patient & Caregiver Website

MyWoundHealing™ is a digital resource that you can share with your V.A.C.® Therapy **patients** with resources to help them better understand V.A.C.® Therapy, provide best practices for managing their healing journey, and informative wound care videos.

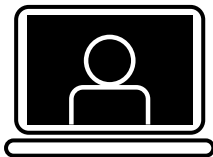
Learn more: mywoundhealing.com



3M Express Program Website

800-275-4524 Ext. 65080: To enroll

Easily initiate V.A.C.® Therapy orders, get prescriptions signed via DocuSign® and track order authorization online.



Virtual Education Programs

Schedule live online training sessions on the V.A.C.® Therapy System and the SNAP™ Therapy System and view on-demand video and product demonstrations.

Learn more: 3M.com/VirtualEducation

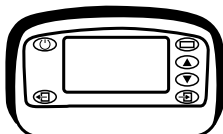
For on-demand webinars and product education:
kciwebinars.com/out-of-hospital/post-acute-care-education



3Msm Health Care Academy

3Msm Health Care Academy offers online continuing education for healthcare professionals and contains over 50 free courses. This education resource is dedicated to helping you focus on deepening your expertise and improving patient care.

For more information visit: 3M.com/learningconnection



Asset Management Gold Program

Facilities can own V.A.C.® Therapy Units for ongoing use. Monthly fee includes warranty coverage. 3M provides education and assistance that can help increase unit utility, and maintains all unit upkeep.