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Working with you to make every 3M™ VAC® Therapy patient discharge a success

Not all negative pressure wound therapy (NPWT) is 3M™ V.A.C.® Therapy

A retrospective database analysis of 6,736 patients.

- Total cost to treat V.A.C.® Therapy patients outside the hospital were lower for all time periods and all wound types studied, compared to other NPWT providers
- V.A.C.® Therapy patients had a shorter average length of therapy outside the hospital, compared to other NPWT providers
- The support and services provided by the NPWT vendor may be just as important at the product itself



Lower cost to treat means lower out of pocket expense to patients. Shorter average length of therapy helps patients reach their NPWT goals faster.

More than **87%** of published NPWT clinical evidence is based on V.A.C.® Therapy[2]

Discharging patients with V.A.C.® Therapy System

From hospital to home, we have you covered

Acute | **Post-acute facility and home care**



3M™ V.A.C.® Ulta Therapy Unit

Four therapies, one V.A.C.® Therapy Unit.



3M™ ActiV.A.C.™ Therapy Unit

V.A.C.® Therapy patients can discharge from hospital to home without an unnecessary dressing change.



3M™ V.A.C.® Peel and Place Dressing Kit

3M™ V.A.C.® Peel and Place Dressing is the first V.A.C.® Therapy dressing with up to 7-days of wear time.[3] An all-in-one integrated design streamlines application, reduces the time and training required for dressing changes.



3M™ Dermatac™ Drape Dressing Kit

A hybrid drape made of acrylic and silicone that is strong enough to maintain a seal for V.A.C.® Therapy, yet gentle enough to help take the pain out of dressing changings.

3M™ Prevena™ Plus 125 Therapy Unit*

Wearable, disposable NPWT. Short-term NPWT up to 7- or 14-days, smaller wounds, or flaps and grafts.



*For use with small and medium sized 3M™ V.A.C.® Dressings.

Advanced Wound Care

Advanced dressing technology, including 3M™ Promogran Prisma™ Collagen Matrix with ORC and Silver and 3M™ Promogran™ Collagen Matrix with ORC.



#1 Reason For delay of a V.A.C.® Therapy order is an **Invalid Rx**[4]

Top 5 ordering tips:

1. Start the process early.
2. Use 3M™ Express Therapy Portal to simplify placing orders.
3. Include the delivery need by date for discharge.
4. Include as much wound information as possible up front to ensure timely insurance authorization, when required.
5. Use the Do Not Substitute Rx Pad to ensure patient goes home with V.A.C.® Therapy as prescribed.

Helping you ensure a smooth discharge

All NPWT suppliers are held to the same documentation and authorization requirements. These conditions are determined by patient's insurance policy/insurance company DME coverage.

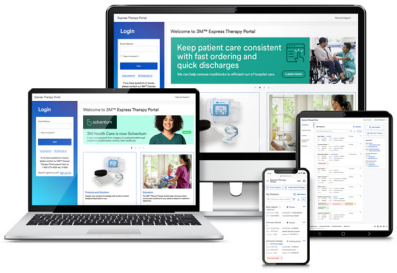
To obtain valid insurance authorization, the insurance company will require:*

Step 1: Valid Rx Requirements:

- Patient Name & DOB
- Length of need (LON, not to exceed 4 months)
- Product or V.A.C.® Therapy ordered (up to 15 dressings per wound, per month and 10 canisters per month)
- Prescriber signature, NPI # and written date (stamps and photocopies strictly prohibited)
- Every correction must be initialed and dated by prescriber
- If Medicare or Medicare replacement, ensure prescriber is enrolled with Medicare in the Provider Enrollment, Chain, and Ownership System (PECOS)

Step 2: Additional patient information:

- Patient face sheet (including patient insurance and policy #)
- History and physical (H&P)
- Operative notes (if applicable)
- All wound related clinical information (LxWxD wound measurements)



3M.com/Express

Electronic signature option available through DocuSign®.

Use Prescriber's work email to send an email requesting their authorization with an electronic signature.

*All requirements listed are based on payor criteria and are subject to change for individual payors.
Additional documentation may be required at the payor's request at which time Solventum may need to contact you.

The support you need to deliver the clinical outcomes you trust

When it comes to quick ordering and fast discharge, we deliver gold-standard NPWT with the tools and local representatives to help support you.

Express Therapy Portal: Easily initiate V.A.C.® Therapy orders and get prescriptions signed via electronic signature. Track order authorization status online at **3M.com/Express**

Express Therapy Portal is compatible with 3M™ V.A.C.® Ready Care Program, allowing for the smoothest patient transition.

If you would like to provide EHR access to our team, so that we can assist with pulling clinical documentation for orders, please provide your Solventum representative with information on how to obtain it.



Expedite patient discharge & eliminate delivery time

3M™ V.A.C.® Ready Care Program: On-site clinical resource to help facilitate quick discharge of home-bound V.A.C.® Therapy patients without interrupting therapy. V.A.C.® Therapy units are conveniently located on-site at your facility, eliminating the need to wait for delivery.

Quicker discharge + **Increased efficiencies** = Potential for **$5,071**[5] savings



Analysis of inpatient orders transitioning home on NPWT indicated that average length of therapy (ALOT) for Ready Care Customers was

1.8 days shorter (9.0 vs 10.8)

versus Non-Ready Care Accounts. The difference in therapy days may result in hospital savings of $5,071 based on earlier discharge for patients in Active Ready Care facilities

We're in your corner

Your **Patient Support Specialist** wears many hats, but has one purpose — to support patient discharges.



Clinician support

- In-service, training and buttonology assistance of our products
- Accessible on-site or virtually with regular hospital rounds and up-to-date knowledge on the status of all V.A.C.® Therapy patients
- Dedicated Solventum Account Representatives inside and outside of the hospital
- Clinical Specialists who work across the Continuum of Care



Discharge planning and transition support

We partner with you to build a continuous plan of care including:

- **Ordering:** Convenient and easy methods that work with your day
- **Authorization paperwork:**
  Help navigate the right local payor requirements and forms for preauthorization and medical necessity to help prevent claims denial
- **Resources:** Assist in lining up appropriate resources, such as an HHA or SNF that is familiar with V.A.C.® Therapy
- **Product availability:** Faster discharge with therapy units available when and where you need them



Patient support

- Patient and caregiver in-service resources for improved self-management and adherence to therapy
- Solventum Clinical Specialists trained to provide at-home care providers product support enabling continuity of care
- Contracts in place with over 600 health plans to support patient costs.



Asset management

- Help manage V.A.C.® Therapy units and recover missing units to avoid unnecessary hospital expense

Supporting the business of wound healing

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

3M™ Express Therapy Portal
3M.com/Express

Easily initiate 3M™ V.A.C.® Therapy orders, get prescriptions signed via electronic signature and track order authorization online.

Access helpful videos for the Express Therapy Portal and get your answers for common questions.

Visit 3M.com/ExpressHelp

3M™ V.A.C.® Ready Care Program

Provides the quickest and most convenient option for patient discharge once the insurance approval is granted, since the device is already available and readily accessible at the facility.

Solventum National Contact Center

24/7 assistance with ordering, delivery, billing, clinical and technical support.

Call: 1-800-275-4524

Solventum Reimbursement Hotline

Specialists educate on insurance coding, coverage guidelines and other reimbursement information.

Call: 1-800-668-6812 or E-mail: reimbursementeducation@solventum.com

MyWoundHealing™ Mobile App

This patient application 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/mobileapp

Provider locator

Helps referring acute-care facilities identify V.A.C.® Therapy trained Skilled Nursing Facilities.

For additional information, please contact your local Solventum representative.

Note: Specific instructions, limitations, contraindications, warnings, precautions, and safety information exist for these products and therapies, some of which may be Rx only.

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Solventum Medical Surgical
3M Center, Building 275-4E-01
St. Paul, MN 55144 USA

1.800.228.3957
Solventum.com

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2. 3M. Cumulative NPWT Wounds. 2021
3. SAT-BSER-05-869347 VAC Peel and Place (Ganymede) BSER
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5. 3M. Data Analysis Report for A LOT Data Release One. October 26, 2021

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