Two large independent* economic studies demonstrated:

3M™ V.A.C.® Therapy delivers lower total cost to treat$^{1,2}$

The newest health economic analysis$^2$ of real-world health insurance claims data provided insights into the cost-effectiveness of negative pressure wound therapy (NPWT). The analysis showed patients who received V.A.C.® Therapy had lower total and wound-related treatment costs than patients who received competitor NPWT in all wound types across all time periods studied.

Methodology$^2$

Retrospective analysis of U.S. insurance claims database compared total and wound-related costs for patients who received V.A.C.® Therapy versus competitive NPWT in the outpatient setting between January 2016 and September 2018. Costs were compared across care settings and wound types at 30 days, 3 months, and 12 months after initial claim.

*Data owned and analyzed by third party; analysis funded by 3M.
3M™ V.A.C.® Therapy patients had 30%–37% lower total and wound related costs across time periods

**Costs at 30 Days, 3 Months, 12 Months: All Wounds**

- 30 Days
- 3 Months
- 12 Months

- Total Costs Δ: $32,084
- Wound Related Costs Δ: $13,015
- 3M
- Competitor

**Costs at 3 Months: All Wounds**

Lower total costs to treat V.A.C.® Therapy patients driven by lower home health agency, skilled nursing facility, NPWT, and other expenses. NPWT charges represented only 3% of the total cost to treat.

V.A.C.® Therapy patients had lower treatment costs across most care settings, and lower total out-of-pocket costs

*How can V.A.C.® Therapy help reduce your patients’ out-of-pocket costs?*
**3M™ V.A.C.® Therapy** patients had 21%–34% lower total costs across wound types at 12 months.

**Costs at 12 Months: Key Wound Types**

![Cost Comparison Diagram]

- **3M™ V.A.C.® Therapy** patients had 21%–34% lower total costs across wound types at 12 months.
- **V.A.C.® Therapy** patients experienced shorter average length of therapy.
- How can **V.A.C.® Therapy** give you the opportunity to treat more wound care patients?

**Percentage of Patients who Remained on NPWT**

- **3M™ V.A.C.® Therapy** patients were less likely to be switched to another NPWT supplier.
- How can **V.A.C.® Therapy** help you reduce the time and resources spent retraining staff and patients?

**Number of Patients who Switched NPWT Suppliers at 3 Months**

![Switching Rates Diagram]
A world leader in skin and wound care right by your side.
As your partner, we’re here to help you help your patients. When we combine our science with your expertise, amazing things happen.

Science-Based Solutions
3M products are trusted in more than 60,000 hospitals, homes, and businesses worldwide. Our comprehensive portfolio of advanced wound care solutions is supported by clinical evidence across new and growing categories—including dressings, disposables, and digital technology and connectivity.

Ongoing Support
From ordering to placement and therapy through patient discharge, our clinical and technical support is seamless, efficient, and available when you need it.

World-Class Education
We act as an extension of your team—empowering you with hands-on training and free, award-winning medical education available live and on demand at KCIwebinars.com

3M Reimbursement Education Hotline
Specialists assist with insurance coding, coverage guidelines, and other reimbursement information.
Call: 1-800-668-6812 (Available from 7am - 6pm CST)
E-mail: ReimbursementEducation@mmm.com

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Available 24/7, including Clinical and Technical support.

References:

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

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