





Advances in Home Care

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85¢ Conversation

2


Nation's Largest Ancillary Provider Network

Leader in the Ancillary Services Marketplace

20,911 DME Dealers	9,850 Orthotic & Prosthetic Practitioners	1,392 Complex Rehab Suppliers	9,706 Nursing Agencies
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New Products & Services

Functional Mobility Assessments for Complex Wheelchair Patients



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Functional Mobility Assessment (FMA) Tool

- 10 statements and 6 possible responses
- Total score is X / 60
- Identify method of mobility



- Consumer has option to provide comments with answers

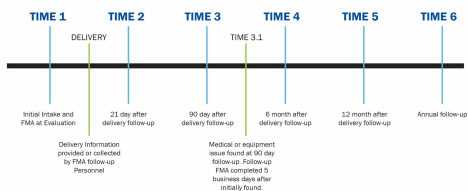
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Functional Mobility Assessment (FMA)

- | | |
|------------------|---------------------|
| 1. Daily Routine | 6. Transfers |
| 2. Comfort Needs | 7. Personal Care |
| 3. Health Needs | 8. Indoor Mobility |
| 4. Operate | 9. Outdoor Mobility |
| 5. Reach | 10. Transportation |

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FMA Timeline



FMA Scoring

Please select one choice that best matches how much you agree with the statement.

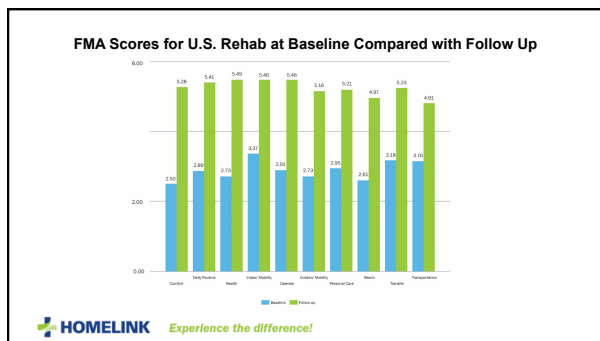
PERCENTAGE	DESCRIPTION	SCORE
100%	COMPLETELY AGREE	6
80%	MOSTLY AGREE	5
60%	SLIGHTLY AGREE	4
40%	SLIGHTLY DISAGREE	3
20%	MOSTLY DISAGREE	2
0%	COMPLETELY DISAGREE	1

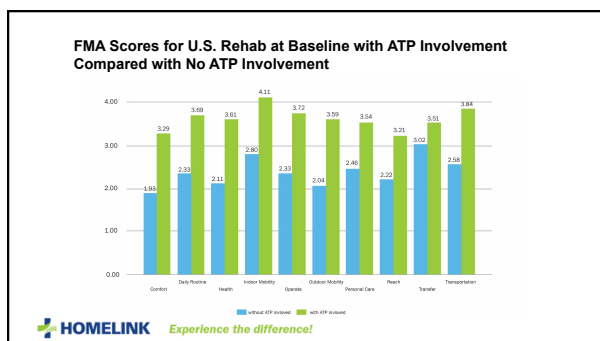


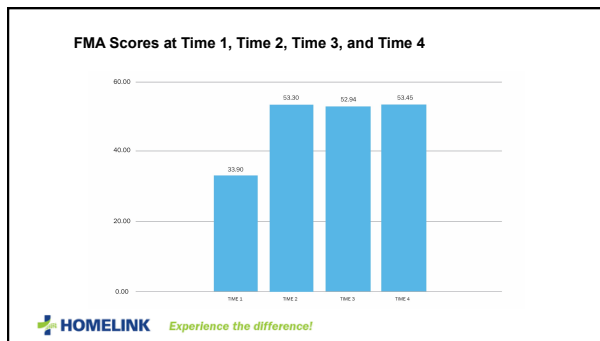
FMA Scoring Questions

1. My current means of mobility allows me to carry out my daily routine as independently, safely and efficiently as possible:
2. My current means of mobility meets my comfort needs:
3. My current means of mobility meets my health needs:
4. My current means of mobility allows me to operate it as independently, safely and efficiently as possible:
5. My current means of mobility allows me to reach and carry out tasks at different surface heights as independently, safely and efficiently as possible:
6. My current means of mobility allows me to transfer from one surface to another:
7. My current means of mobility allows me to carry out personal care tasks:
8. My current means of mobility allows me to get around indoors:
9. My current means of mobility allows me to get around outdoors:
10. My current means of mobility allows me to use personal or public transportation as independently, safely and efficiently as possible:









Sales vs. Service

- Not about selling the product
- About servicing the product
- Payment based on performance of device
- Keep the user functioning in the device
- Service the device
- Track device usage - connectivity
- Predict failures & maintenance



Leitten Report (2017)

SENIORS FELL
32.4 MILLION
TIMES IN 2017

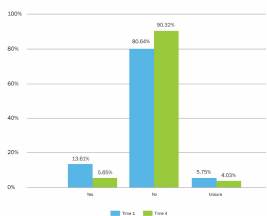
7.8 million (24%) injuries
required treatment (\$5k /Tx)

MEDICARE SPENT
\$30-50 BILLION
IN FALL TREATMENTS

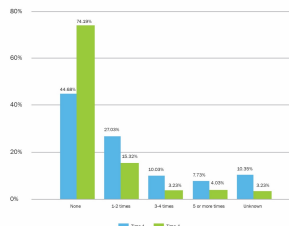
CMS ONLY SPENDS
\$10 BILLION
ON DME



Current Skin Breakdown at Time 1 Compared with Time 4

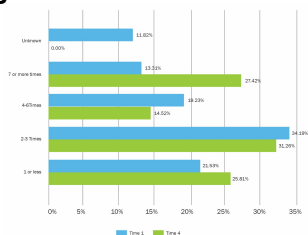


Fall Frequency at Time 1 Compared with Time 4



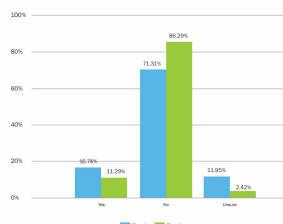
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Leaving Home at Time 1 and Time 4



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Patient Re-admittance at Time 1 and Time 4



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How Does Pressure Mapping Fit In?

Patients that need pressure relieving cushions, positioning

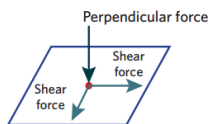
Anyone at Risk for skin breakdown

Identify risk and potential issues

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Force vs. Area of Application

"A force applied over a **small area** will produce **greater pressure** than the same force applied over a **larger area**."



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Why Should I Use Pressure Mapping?

40% OCCUR IN HOSPITAL
(lying ulcers - sacrum, heels, elbows)

30% OCCUR POST DISCHARGE
(sitting ulcers - sacrum, ischium)

Cause of mortality in about
4% OF SCI PEOPLE

REPAIR COSTS
\$15 to 70k per incident

SOCIAL/PSYCHOLOGICAL COSTS IMMEASURABLE!

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Wounds that have continued for more than 30 days are **36-69 percent** less likely to heal. Chronic wounds affect **5.7 million people** in the U.S. at an annual cost of **\$20 billion**.^[1] Pressure ulcers are among the most common chronic wounds. According to the Agency for Healthcare Research and Quality (AHRQ), pressure ulcers account for more than **17,000 lawsuits** annually and are the second most common claim after wrongful death. Sadly, about **60,000 patients die** as a direct result of a pressure ulcer each year.^[2]

[1] Frykberg RG, Banks J. Challenges in the treatment of chronic wounds. Adv Wound Care (New Rochelle) 2015;4(9):560-62. doi: 10.1089/wound.2015.9635.

[2] Are we ready for this change? Content last reviewed October 2014. Agency for Healthcare Research and Quality, Rockville, MD. <http://www.ahrq.gov/professional/systems/hospital/pressureulcers/pulsover1.html>



Support Surface Selection

One study showed that reimbursement guidelines, **NOT** patient condition, was most clearly associated with support surface selection (Baumgarten M, Margolis D, Orwig D, et al., 2009).

Need to identify risk-based outcomes even more.



Support Surface Selection

Must assess effectiveness of regiment overtime to make effective

- Skin status, especially bony prominences
- Product check for proper working order
- Condition change
- Environmental change



How to Complete Pressure Mapping

21 Day FMA follow up questions

- Call patient if not received by self-addressed envelope
- If score under 50 - will have ATP or Technician follow up regarding concerns.
- Save mapping results by snipping the screen shot, save in file to compare to 180 day mapping and 365 day mapping results.
- Send via e-mail to the ordering Physician and Therapist who completed the mobility assessment.



One More Thought

The use of **pressure mapping** and **appropriate** wheelchair cushion do not negate the need to continue a **pressure relief** protocol.



New Products & Disease-Specific Savings

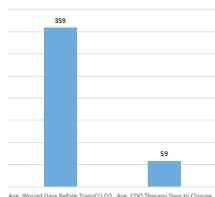
TransCu O₂

- Moved to payable code January 2017
- LCD determination and payment rate expected by January 2019



Company Registry of 945 Patients

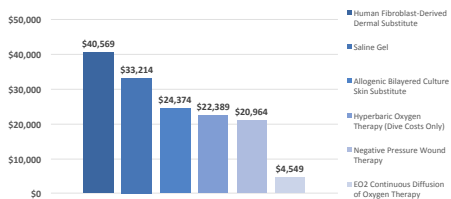
Current registry contains over 1,200 patients.



	Overall	DFU	VLU	PU	Surgical	Other
Patients #	945	340	143	204	137	221
Success Rate (Compliant Only)	74%	77%	70%	71%	79%	73%
Avg. Patient Age	67	66	70	68	64	67
Avg. Wound Days Before TransCu O ₂	359	362	426	420	246	267
Avg. CDO Therapy Days to Closure	59	64	80	59	56	43
Compliance	89%	89%	89%	90%	92%	87%

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TransCu O₂ Major Cost Benefits



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Published Studies (Papers)

Continuous deliver of oxygen enhances closure of diabetic foot ulcers
(Niederauer, Michalek, Liu, Pappas, Lavery, Armstrong)

Continuous Diffusion of Oxygen (CDO) therapy leads to higher proportion and faster closure of diabetic foot ulcers relative to placebo therapy in a double blind prospective, randomized multicenter study.
Journal of Wound Care, September, 2018

Effect of CDO on Pain treatment of Chronic Wounds
(Bowen, Ingersoll, Carlson – Advance wound consultants, Berwyn IL.
Wound Magazine, September 2018

Does Continuous Diffusion of Oxygen Have Potential in Chronic Diabetic Foot Ulcers?
(Mark Coughlin)
Podiatry Today, December 2015

Can Continuous Diffusion of Oxygen Heal Chronic Toe Ulcers?
(Gabriel Urrea-Botero)
Podiatry Today, October 2015

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Smart Home Technology

Smart home technology is allowing patients increased independence.

Why the need of enhanced home care?

- By 2020, 1 in 5 Americans will be 65 or older.
- 90% of people that age want to stay in their homes.



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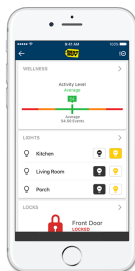
Smart Home Technology

Best Buy's Assured Living

- Proactive safety monitoring via an app
- Connecting consumer electronics to monitor patients
- Aggregates trends and abnormalities

Home monitoring provides:

- Security
- Safety
- Convenience
- Peace of mind



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How Assured Living Works!

- Wireless sensors **track patients activity** in their home.
- The Assured Living system **learns these patients activity** patterns over time.
- A family care giver or case manager can receive **real-time alerts** on their phone if anything seems out of the ordinary.
- See daily activity and wellness trends through the App **customized for caregivers and families**

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Monitoring Options

- Is the room **overheated**? – Control with Smart Thermostat
- Is the door **locked**? – Control with a Smart Lock
- Is someone at the **door**? – Get alerts with a Video Doorbell
- Did the patient **taker their meds**? – Track with a Cabinet Sensor
- Is the patient **mobile**? – Track with a Bed Sensor



New Products & Disease-Specific Savings

AffloVest

- Effective treatment for bronchiectasis
 - Source of repeat lung infection
 - Under-diagnosed due to its variable symptoms
- Currently paid under HCPCS E0483



Disease-Specific Technologies

Reduces inpatient hospital time and readmissions

Portability improves treatment compliance

Improved quality of life for CF, ALS, MS, quadriplegia and other patients

