

Sage

Urine management/bathing/incontinence care/meatal cleansing

# Standardize patient hygiene



# Multiple factors can put your patients at risk

## Catheter-associated urinary tract infections (CAUTI)

CAUTIs are costly and difficult to prevent. Several factors can combine to increase the risk of infection, including catheter use, basin bathing, and contaminated water. Approximately 12%-16% of hospitalized adult patients receive a catheter, and each day the catheter remains in place the risk of acquiring a CAUTI rises 3%-7%.<sup>1</sup> The estimated total cost per year for CAUTI is \$340-450 million.<sup>2</sup> Basins have also been linked to hospital-acquired infections (HAIs). In a study analyzing basin sampling results of 1,103 basins from 88 hospitals across North America, almost 2/3 of the bath basins studied were found to harbor at least 1 pathogen commonly associated with HAIs.<sup>3</sup> Hospital water systems have been identified in 29 studies as the source of serious waterborne HAIs.<sup>4</sup>

**\$340  
-450 million**  
estimated **annual cost**  
for CAUTI.<sup>2</sup>

## Incontinence-associated dermatitis (IAD)

Incontinent patients are at an increased risk for developing IAD. IAD also puts patients at risk for developing pressure injuries.<sup>5</sup> Pressure injuries affect more than 2.5 million patients each year in the U.S. and the total annual treatment cost is estimated to be \$11 billion.<sup>6</sup>

Optimal care requires following guidelines regarding catheter use and reducing your patient's exposure to risk factors that can contribute to infection.

**\$11 billion**  
estimated **annual pressure**  
**injury treatment cost.**<sup>6</sup>

## What are the challenges to providing the best care?



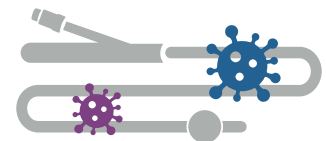
### Inefficient process

Multiple-step products **require more time** and aren't always available or part of the workflow. Potential spills and clean-up also add time to the process.



### Inconsistent application

The **dosage and delivery process often varies greatly** between nurses, units, and facilities.

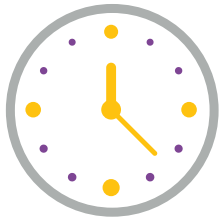


### Lack of an effective alternative

Following guidelines and protocols regarding catheter use is **difficult when patients need urinary management assistance.**

# Standardize your patient hygiene program

Our products can help you address the patient cleansing challenges of CAUTI & IAD. We provide innovative solutions that help standardize your patient hygiene protocol – **efficiently, consistently, and safely.**



## All-in-one convenience

Save time and **reach for just one product** specifically designed to address your patient cleansing needs.



## Consistent application

Our uniquely formulated **Barrier Cream Cloths deliver** everything you need to moisturize, treat, and protect your patient's skin.



## Hygienic alternative

**No need to expose patients to cross-contamination infection risk** using bacteria-infected bath basins or hospital water.



## Proven efficacy

Our Barrier Cream Clothes are backed by over **25 published outcomes.**

## Improving the experience<sup>7</sup>

"My skin is very sensitive to many cleaning products and I've had no reaction to this product. **I'd highly recommend this to those needing simple, quick bodily bathing.**"

– J. McKenzie  
(Alabama)

**"Comfort Shield is excellent!** My mom's skin has no redness or sores since she started using it."

– Wendie  
(Illinois)

# 97%

**of nurses surveyed**

say Sage Comfort Bath is convenient and easy to use<sup>8</sup>

# Patient hygiene products: committed to quality

Our patient hygiene products are designed, manufactured, and distributed from a state-of-the-art facility equipped with the latest quality control systems that meet healthcare industry and FDA standards. Our commitment to helping you improve patient outcomes is clear. **These innovative features make our products the right choice for you and your patients.**

## Stays in place and diverts away urine to keep skin dry

The PrimaFit® and PrimoFit™ external urine management systems promote early catheter removal, addressing the #1 risk factor of catheter-associated urinary tract infections (CAUTI).



## All-in-one shampoo plus conditioner cap

The convenient and pre-moistened fabric-lined cap helps eliminate mess and leaves hair fresh and clean.

## Safe in contact with Foley catheters

Tested for functional compatibility with common latex and silicone Foley catheters, it also contains a non-antiseptic, pH-balanced solution.

## Contains skin protectant plus cleansers, moisturizers, and deodorizers

The unique dimethicone formula helps treat and prevent IAD; helps seal out wetness.

## Insulated, resealable packaging

The only fully-wrapped, insulated cloth on the market. Washcloths stay warm throughout the bath when warmed in our commercial-grade warmer.

# Making an impact on patients' lives

Partnering with us can make a real difference

Here's the proof:\*

**0** CAUTIs for  
5 months



## Removing basins reduces CAUTI risk factors

Basins were completely eliminated from two medical/surgical units and replaced with Comfort Bath. **CAUTI rates were reduced to zero within one month** and the rates remained at zero for five months.<sup>9</sup>

**0%** IAD or  
HAPI



## Barrier Cream Cloth helps prevent IAD and addresses risk factors of hospital-acquired pressure injuries (HAPI)

A 2015 two-phase evaluation of 86 patients at high risk for developing IAD and HAPI found that, in those who received an intervention that standardized incontinence cleanup with a Barrier Cream Cloth following each incontinent episode, none developed IAD or a HAPI.<sup>10</sup>

CAUTI incidence reduction—  
**73%↓**

## The impact of using PrimaFit in an effort to address CAUTI prevalence

On an 18-bed SICU, female patients were identified for early removal of indwelling urinary catheters during daily rounds. PrimaFit was initiated for female patients who remained incontinent after catheter removal.<sup>11</sup>

## See the difference!<sup>12</sup>



72-year-old patient with severely denuded, blistered skin and extreme pain from incontinence.



After using Comfort Shield Barrier Cream Cloths, patient's skin vastly improved; no discomfort.

\*Results based on individual hospital and product use. Data provided by facility.



# Product **ordering**

## Incontinence care



**Comfort Shield  
Barrier Cream Cloths**  
(8) Heavyweight cloths in  
peel and reseal package  
8.5" x 9"

**48 packages/case**  
**Reorder #7905**  
Medicare Reimbursement  
HCPCS Code #A6250



**Comfort Shield  
Barrier Cream Cloths**  
(3) Heavyweight cloths  
in easy-tear package  
8.5" x 8.5"

**90 packages/case**  
**Reorder #7503**  
Medicare Reimbursement  
HCPCS Code #A6250



**Comfort Shield  
Barrier Cream Cloths**  
(3) Heavyweight cloths in  
easy-tear package  
8.5" x 5.5"

**100 packages/case**  
**Reorder #7502**  
Medicare Reimbursement  
HCPCS Code #A6250



**Incontinence Clean-up Cloths**  
(8) Cloths in peel and reseal package  
8" x 8"

**30 packages/case**  
**Reorder #7505**



**Comfort Shield Barrier Station**  
with removable adhesive strips for  
wall-mounting near the bedside

**24 stations/case**  
**Reorder #7599**

## Prepackaged bathing



**Comfort Bath®**  
(8) Premium  
heavyweight  
washcloths/package  
8" x 8"

**44 packages/case**  
**Reorder #7900**

**Comfort Bath  
Fragrance-free**  
(8) Premium  
heavyweight  
washcloths/package  
8" x 8"

**44 packages/case**  
**Reorder #7903**

**Comfort Bath  
Fragrance-free**  
(5) Premium  
heavyweight  
washcloths/package  
8" x 8"

**48 packages/case**  
**Reorder #7956**



**Baby Comfort Bath  
Fragrance-free**  
(4) Premium  
heavyweight  
washcloths/package  
6" x 8"

**110 packages/case**  
**Reorder #7907**



**Essential Bath®**  
(8) Medium weight  
washcloths/package  
8" x 8"

**60 packages/case**  
**Reorder #7800**

**Essential Bath  
Fragrance-free**  
(8) Medium weight  
washcloths/package  
8" x 8"

**60 packages/case**  
**Reorder #7803**

**Essential Bath  
Fragrance-free**  
(5) Medium weight  
washcloths/package  
8" x 8"

**84 packages/case**  
**Reorder #7856**



**Bath Cloths**  
 (8) Standard weight  
 washcloths/package  
 8" x 8"  
**88 packages/case**  
**Reorder #7982**

**Bath Cloths**  
**Fragrance-free**  
 (8) Standard weight  
 washcloths/package  
 8" x 8"  
**88 packages/case**  
**Reorder #7989**

**Bath Cloths**  
**Fragrance-free**  
 (5) Standard weight  
 washcloths/package  
 8" x 8"  
**78 packages/case**  
**Reorder #7959**

**Bath Cloths**  
**Fragrance-free**  
 (8) Standard weight  
 washcloths/package  
 8" x 8"  
**40 packages/case**  
**Reorder #7991**



**Impreva® Bath**  
**Fragrance-free**  
 (8) Standard weight  
 washcloths/package  
 8" x 8"  
**88 packages/case**  
**Reorder #7988**

**Impreva® Bath**  
**Fragrance-free**  
 (8) Standard weight  
 washcloths/package  
 8" x 8"  
**78 packages/case**  
**Reorder #7987**



**Clean-up Cloths**  
 (3) Medium weight  
 washcloths/package  
 6" x 8.5"  
**100 packages/case**  
**Reorder #7957**

## Hair Care



**Rinse-Free Shampoo Cap**  
 (1) Cap/package  
**40 packages/case**  
**Reorder #7909**



**M-Care® Meatal Cleansing Cloths**  
 (2) Cloths/package  
 5.5" x 8"  
**168 packages/case**  
**Reorder #7953**

## External urine management



**Sage PrimaFit External Urine Management  
 for the Female Anatomy**  
 (1) PrimaFit, adult size/package  
**40 devices/case**  
**Reorder #5400**



**Sage PrimaFit External Urine Management  
 for the Male Anatomy**  
 (1) PrimoFit, adult size/package  
**40 devices/case**  
**Reorder #5404**



**Clean-up Cloths and Sage PrimaFit  
 External Urine Management System  
 for the Female Anatomy**  
 (1) Package of (3) medium weight clean-up  
 washcloths  
 (1) PrimaFit, adult size/package  
**40 systems/case**  
**Reorder #5452**

## Hardware



**Cart**  
 31.71" (shelf L)  
 17.71" (shelf D)  
 34.63" (cart H)  
**1 cart/case**  
**Reorder #7932**



**12-Count Warmer**  
 16.89" (H)  
 14.69" (W)  
 15.24" (D)  
**1 warmer/case**  
**Reorder #7937**



**28-Count Warmer**  
 18.39" (H)  
 27.56" (W)  
 15.39" (D)  
**1 warmer/case**  
**Reorder #7939**

# Helping you drive change at your facility

## Our CustomerOne Value Analysis Program measures, analyzes, and reports

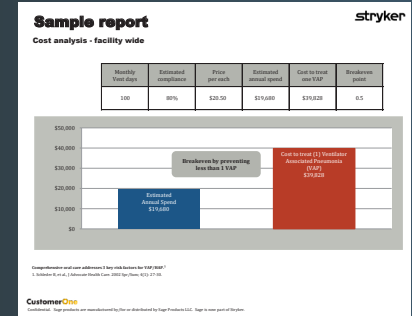
Changing practice in healthcare involves lots of effort and, above all else, data. You may know a change is needed, but you lack the evidence to gain acceptance. Evaluation is critical, but you may not have resources to gather, analyze, and report on your own. We can help. Our exclusive team of skilled data analysts is your expert resource for customized measurement and data analysis.

### Let us help validate your success!

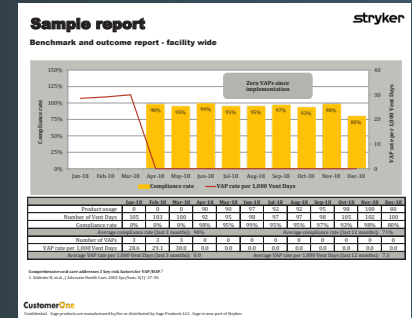
Your **CustomerOne** analyst has the expertise to generate reports customized to your needs. You'll receive meaningful, actionable results that can be shared with decision-makers across your facility —all to drive change.



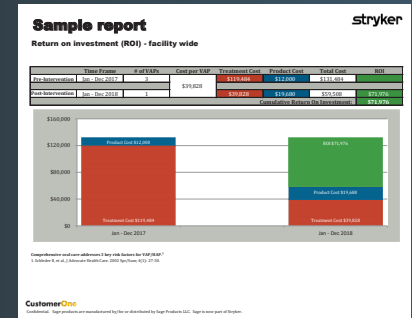
## Sample reports include:



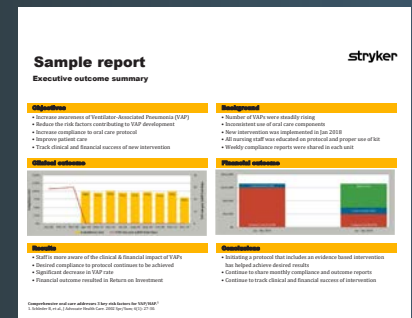
### Cost analysis



### Benchmark and outcome report



### Return on investment



### Executive outcome summary



# Let's lower the risk of infection—together

Hospitals shouldn't be a dangerous place. Lowering the threat of hospital-acquired infection and injury takes a concentrated and coordinated effort. Our comprehensive program of patient hygiene products helps you address CAUTI and IAD risk factors and improve patient outcomes.

**Your bed-bound patients deserve the best possible care when it comes to:**

**Bathing**

**Mental cleansing**

**Incontinence care**

**Urine management**

## Our commitment to you

We believe building partnerships can deliver better outcomes. Our goal is to provide you with the products, training, education, and support you need to provide the best possible care for your patients.

### Available resources include:



Ongoing product and process in-servicing and education



FocusRN — a clinical education program that includes speaker programs, online learning, and CE modules



Pre- and post-intervention assessments



Education through the FocusRN program from clinical thought leaders



Dedicated Medical Science Liaison to discuss evidence-based information with you and your team



### Protect your pipes

The Traptex® Plumbing Protection System can help change flushing behavior to stop wipes and non-flushables from entering and clogging your pipes. The result is fewer maintenance calls for clogs, equipment failures, and plumbing disasters.



## Simple interventions. Extraordinary outcomes.

We are your partner for proven prevention. Our market-leading products solve real healthcare problems and are backed by clinical evidence. Our products allow you to deliver essential patient care with confidence by addressing risk factors that can lead to infections, skin injury, and caregiver injuries.

**We are driven to solve real problems and make healthcare better for you and your patients.**



Find our nurse trusted products at  
**[homecare.stryker.com](https://homecare.stryker.com)** or call **800 490 6493**

**References:** **1.** Centers for Disease and Control and Prevention (CDC) Urinary Tract Infection (Catheter-Associated Urinary Tract Infection (CAUTI) and Non-Catheter Urinary Tract Infection (UTI) and Other Urinary System Infection (USI) Events. Device-associated Module UTI, 7-1-7-20. January 2020. **2.** Toolkit for Reducing Catheter-Associated Urinary Tract Infections in Hospital Units: Implementation Guide, Agency for Healthcare Research and Quality (AHRQ), Rockville, MD. October 2015. **3.** Marchaim D, et al., Hospital bath basins are frequently contaminated with multi-drug resistant human pathogens. American Journal of Infection Control 40 (2012) 562-4. **4.** Anaisse EJ, Penzak SR, Dignani C, Arch Intern Med. 8 Jul 2002; 162 (13):1483-92. **5.** Gray M, Giuliano K, Incontinence-Associated Dermatitis, Characteristics and Relationship to Pressure Injury: A Multisite Epidemiologic Analysis, Journal of Wound Ostomy Continence Nursing, Jan/Feb 2018;45(1):63-67. **6.** Health Research & Educational Trust (2017, April). Hospital Acquired Pressure Ulcers/Injuries (HAPU/I): 2017. Chicago, IL: Health Research & Educational Trust. **7.** Sage Products LLC. Data on file. Customer Testimonials Home Care. Terms of use available at: <https://homecare.stryker.com/store/pg/152-Terms-of-use>. Accessed July 29, 2020. **8.** Multi-Hospital Sage Products CustomerOne Sponsored Bath Survey June 2019. Accessed June 18, 2019. **9.** Stone S, et al., Removal of bath basins to reduce catheter-associated urinary tract infections. Poster presented at APIC 2010, New Orleans, LA, July 2010. **10.** Hall, K. and Clark, R. (2015 Jul.). A Prospective, Descriptive, Quality Improvement Study to Decrease Incontinence-Associated Dermatitis and Hospital-Acquired Pressure Ulcers Ostomy Wound Mgmt, 61:(7); 26-30. **11.** Beeson T, Davis C, Vollmann KM, Chasing Zero Catheter Associated Urinary Tract Infections (CAUTIs) through Implementing a Novel Female External Urine Collection Device in a Tertiary Academic Surgical Intensive Care Unit (SICU), Oral Abstract, American Journal of Infection Control, 2018;(46):S2-S15. **12.** Sluser S, Consistency the key for treating perineal dermatitis due to incontinence. Poster presented at Clinical Symposium on Advances in Skin and Wound Care (SAWC), Las Vegas, NV, Oct 23-26, 2005.