



**A New Way
to Manage
Male Urinary
Incontinence
At Home and
On-The-Go**

Health Care Professional Handbook



Men's Liberty™
Male External Catheter

Dear Healthcare Professional,

Thank you for taking the time to learn more about Men's Liberty Male External Catheter. It is the new standard of care for men with urinary incontinence. In this booklet, we will address:

- **What is Men's Liberty?**
- **How do individuals currently manage urinary incontinence?**
- **How Men's Liberty can improve outcomes and lower costs?**
- **What are the potential complications and costs associated with outdated urinary management products?**
- **What do men and their health care professionals think of Men's Liberty?**

In order to illustrate the benefits of Men's Liberty, we will be using a case study of a US military veteran with a spinal cord injury. However, the competitive products, complications and costs we will outline are equally applicable to incontinent men with many other potential diagnoses, including traumatic brain injury, ALS, multiple sclerosis, prostate cancer and more.

Sincerely,

Men's Liberty Team Customer Care

What is Men's Liberty?

Men's Liberty is the first truly innovative device for men's urinary incontinence that keeps men dry 24/7. It features a completely external design, a skin friendly hydrocolloid adhesive and most men get a secure seal for 24+ hours, with more than 5 million have been used to date, with ZERO attributable adverse events, including UTIs. Men's Liberty is the discreet, dignified and dependable option for managing urinary incontinence.

Men's Liberty is manufactured by BioDerm, Inc. in Largo, FL and has been available for sale to consumers and medical facilities since 2006 when it was approved for billing under HCPCS Code A4326. It is covered by Medicare, over 3,000 private insurances, Workers Compensation and VA/TriCare.

Men's Liberty works with a network of distribution partners in the US and internationally to bring Men's Liberty straight to men's door steps. We have a dedicated customer care team on hand to answer questions, assist in placing orders and to support health care professionals and caregivers dealing with incontinence.

Learn more about Men's Liberty online at **www.mensliberty.com** or contact our customer care team at **(800) 814-3174** for more information.



Stay Dry and Comfortable All Day, Every Day



Drain Plug
Connects to Any Leg or
Bedside Bag
Fits Most Male Anatomy

Men's Liberty Features & Benefits

How Does It Work?

Men's Liberty is made from hydrocolloid, a proprietary adhesive that creates a secure, skin friendly seal around the urinary opening. Hydrocolloid has been used successfully in wound and ostomy treatment for decades and is not made with natural latex.

Men's Liberty:

- Has a completely external design
- Fits most male anatomy
- Keeps men dry and comfortable
- Average wear time of 24+ hours
- Dependably replaces diapers, condom catheters and medically unnecessary Foley catheters
- Covered by Medicare, most private insurance plans, Workers Compensation and VA/TriCare



Patient Dignity, Quality of Life, Freedom, Caregiver Relief



Current Urinary Incontinence Standards

Foley Catheter

- High UTI rate - 100% infection rate with long term use
- Can cause injury to the shaft of the penis and/or the urinary opening
- Requires skilled nursing staff to insert and maintain
- Foley catheters are frequently misused when not medically necessary
- New antimicrobial catheter coatings are ineffective for most patients

Condom Catheter

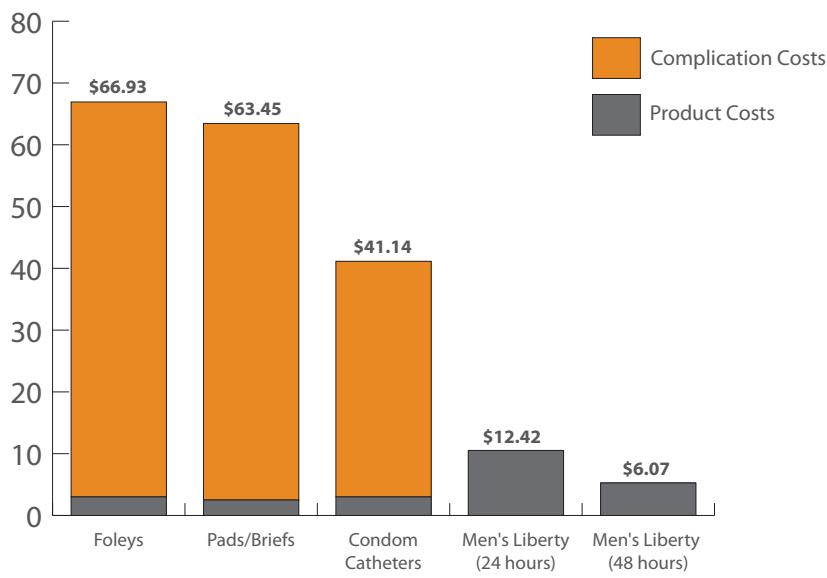
- Many sizes/types - all can cause skin inflammation & infections
- Wearing one too tightly can cause reduced blood flow and tissue damage
- Conversely, wearing one too loosely can cause "pop-offs" and leaks.

Pads/Briefs

- Sensitive skin soaks in urine
- Frequently causes skin inflammation, sores and ulcers
- Urine smells as it accumulates
- Can undermine personal dignity



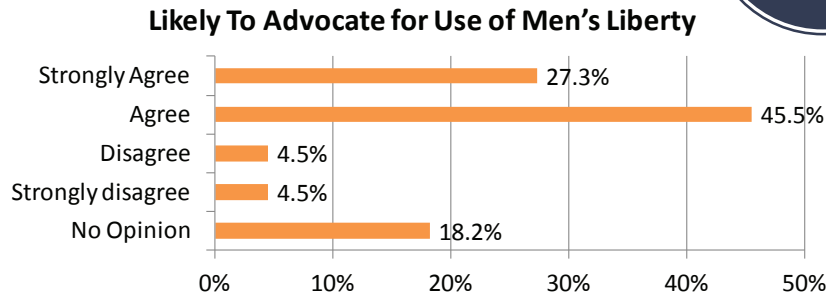
Average Cost of Complications (per day)



Men's Liberty can save your patient's time and money.

Independent Product Evaluation

Men's Liberty was independently evaluated by a large midwestern hospital chain. An excerpt of the results are below. Additional information on the study and additional sources are available online at: www.MensLiberty.com



Attribute	Men's Liberty	No Preference	Condom Catheter
Easy to apply	59.1%	22.7%	18.2%
Satisfactory urine flow	50.0%	40.9%	9.1%
Stays on securely	45.5%	50.0%	4.5%
No urine leakage	45.5%	40.9%	13.6%
Wear time	40.9%	50.0%	9.1%
Does not cause skin redness/irritation	40.9%	50.0%	9.1%
Patient comfort	36.4%	59.1%	4.5%
Patient acceptance	31.8%	68.2%	0.0%

What Do Men and Their Health Care Professionals Think of Men's Liberty?

Health Care Professionals:

"My patient, Mark F., has been using [Men's Liberty] and is very pleased with the performance of this product. He is able to apply one [Men's Liberty] and have it remain in place for 24 hours. He has not had any popping off or leaking with this product. More importantly, he is cleared of the pin-point sore the traditional condom catheters were causing on his penis." ~ James A. Rohde, M.D.

"Our surgeons in both the Department of Urology and the Department of Otolaryngology have been impressed with the results of Men's Liberty in controlling incontinence post surgically in males without having to utilize condom or indwelling catheters. I think this product's potential for cost saving could be astronomical in treating and caring for the incontinent male." ~ Timothy C. Mulloy, BSN, RN, CETN, WOCN at the University of Kansas Medical Center

Caregivers:

"This product has made a large impact on our lives. The most degrading thing that my husband can think of is being in a diaper. Your product helped him to avoid that bit of humiliation. We were able to utilize this product so that he could attend our daughter's graduation in comfort and without the fear of an "accident" that would further embarrass him. This product helped my husband retain his dignity in the face of a terrible disease." ~T. Porter

"I don't know how to explain it. It just feels like freedom. I don't have to haul diapers with us everywhere we go. I don't always have to be thinking in the back of my mind where I'm going to change him or how I can make him comfortable." ~ **Kathy Hellwig, son has Spastic Quadriplegia Cerebral Palsy**

Patients:

After many complications with prostate surgery, I was left with complete incontinence. Every day was miserable and I did not want to go anywhere. After my doctor offered the Men's Liberty, life has been much better. I am very thankful there was a product like the Men's Liberty that has given me some normalcy in my life and allowed me to be active again." ~ **Phil C.**

"Men's Liberty has been a lifesaver. Wearing an indwelling catheter is not an optimal solution because of the potential for UTIs. Men's Liberty is not an invasive product, and it has allowed me to maintain my lifestyle with my work and family. It's a wonderful option to have." ~ **John C.**

"I didn't think there was a bladder control device on the market that would enable me to have the quality of life I have with Men's Liberty. Thank you!" ~ **Glen P.**



Case Study: Veteran with Spinal Cord Injury

There are an estimated 2.2 million veterans in the US today who suffered serious injuries while serving their country. Some of the most common injuries are spinal cord and traumatic brain injuries.

Medicine has improved by leaps and bounds in previous decades, allowing doctors to save the lives of many who would have died from their wounds just a few years ago. Yet many of these survivors are unable to regain an acceptable quality of life as a result both of their injuries and the health care system's inability to identify and implement higher standards of care for treatment of chronic issues like urinary incontinence.



Post Injury - The most common problems for veterans are issues with:

1. Pain
2. Incontinence/UTIs
3. Quality of Life/Dignity

To deal with these issues, they face outdated choices and standards of care that are painful and ineffective. The following page details the failures of the current standards of care and how standards can be improved through the utilization of Men's Liberty.

Current Standards of Incontinence Care

- Foley catheters, condom catheters, pads - “We have always done it this way.”
- Large dominant companies want to keep their share of these markets:
 - Diapers/pads - 92% of the total market
 - Condom catheter - 8% of the total market
 - Foleys - 1st choice of the surgical market
- They are cheap to buy: the need for frequent changes and complications will add expenses over time.



Men's Liberty

Is an easier and more successful replacement for Foley catheters, condom catheters and pads. It has little to no out-of-pocket costs for the patient, if filed with insurance. With over 5 million units sold, Men's Liberty has had no reported adverse events.



How to Refer Your Patients

In order to get Men’s Liberty reimbursed by insurance, the Men’s Liberty Team needs 2 simple forms completed by your office:

- ➡➡ • The letter of medical necessity
 - Call **1-800-814-3174 x4** or visit **www.mensliberty.com/benefits/healthcare-professionals/** to download the form
- ➡➡ • A patient note
 - This note must be written on the doctor’s office letterhead
 - Must state why the patient is not a candidate for the least costly alternative (i.e. due to retracted or small anatomy or leakage/ persistent moisture)

Return both forms by fax: **888-920-9370**

BIODERM BioDerm, Inc. 12320 71st Court North, Largo, FL 33773 Phone: (727) 507-7655 Email: CustomerCare@BioDerm.com Web: BioDerm.com **MensLiberty**

Letter of Medical Necessity – Fax Completed Form & Patient Note to 888-920-9370

Patient Info	Per: _____ a dispensing order was completed Physician Order Start Date: _____
	Patient Name: _____ DOB: _____ Phone: _____
Address:	City: _____ State: _____ ZIP: _____
	Primary Insurance: _____ ID Number: _____ Primary Insurance: _____
Secondary Insurance: _____ ID Number: _____ Secondary Insurance: _____	
KD 10	☐ N02: Unspecified Urinary Incontinence (788.30) ☐ N09.3: Stress Incontinence (male) (788.32) ☐ N09.4: Mixed Incontinence (788.33)
	☐ N09.43: Postvoid Urge Incontinence (788.34) ☐ N09.44: Urge Incontinence (788.35) ☐ N09.45: Urge Incontinence (788.36) ☐ N09.46: Urge Incontinence (788.37) ☐ N09.47: Urge Incontinence (788.38) ☐ N09.48: Urge Incontinence (788.39)
Physician Order on Letterhead	Please attach a copy of this order to the patient's medical record and explain why it is necessary for the patient to use Men's Liberty.
	EX: John Doe DOB 01/01/03 Patient is not a candidate for condom catheters due to risk of infection. EX: John Doe DOB 01/01/03 Patient can not use traditional condom catheters due to sensitivity to materials, and adhesive. EX: John Doe DOB 01/01/03 Due to small anatomy John Doe is not able to use condom catheters as they cause pop-offs.
Plan of Care	I certify the medical necessity of BioDerm's Men's Liberty as the required therapy for this patient. Due to the patient's permanent condition and because other methods will not provide acceptable results, there is sufficient case evidence that Liberty has produced repeated successful results with other patients. I prescribe the Men's Liberty to be dispensed as follows:
	Duration of Need: 90 Days ☐ Men's Liberty: 11 units/month or 90 units/3 months (A4326) ☐ Seal Bag 2 units/month or 6 units/3 months (A4357) ☐ Penile Clamp: 1 unit/3 months (A4356)
The patient listed above has contacted BioDerm to request a supply of Men's Liberty devices listed on this Letter of Medical Necessity. The patient has also been informed and has acknowledged that one of the distributors listed below will be contacting them in order to process the shipment. Men's Liberty supplies are available through the following distributors:	
CCS Medical 14255 46th Street North Suite 311 American Medical Distribution 12320 Belcher Rd S., Unit 9 Byron Healthcare 120 Bloomington Rd. Clearwater, FL 33762 Phone: 800-722-2601 Largo, FL 33773 USA Phone: 866-327-6194 White Plains, NY 10605 Phone: 800-340-1314	
Fax Shipped Completed Form & Physician Order Note to 888-920-9370 (1/2008)	

Example of the letter of medical necessity.



Men’s Liberty is available to most for little to no out-of-pocket cost. It is covered by Medicare, TriCare and over 3,000 private insurance plans.

Additional Products

FreeDerm™ Adhesive Remover

- Instantly removes hydrocolloid without irritation.
- Evaporates rapidly with no residue.
- Allows immediate re-application of an adhesive device without washing.

Available as 1oz (30mL), 3oz (90mL) pump spray or single use ampoules (1mL).



Kind Klamp

- Designed to temporarily stop the flow of urine through the urethra when applying Men's Liberty.
- Helps men who are dribbling or leaking and are having trouble applying the Men's Liberty device.



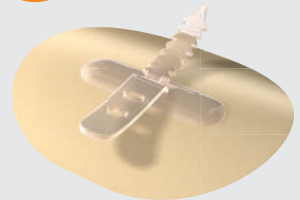
Bed and Leg Bags

- Connects to Men's Liberty
- Kink resistant tubing
- Convenient drain spout
- Anti-reflux valve
- All fluid pathways are sterile



CathGrip, Universal Securement Options

- Manage a wide variety of catheters and tubes ranging in size from 3-47 Fr.
- Comfortable fit & secure hold for up to 7 days.
- The soft straps are durable for repeat positioning, perfect for continual ease of use.
- Exclusively distributed by Medline Industries: customerservice@medline.com or 1-800-MEDLINE.



Contact Us

If you have any questions, would like more information or would like to receive additional samples of our products, please contact our Customer Care Team.



Men's Liberty
Attn: Customer Service
12320 73rd Court North
Largo, FL 33773

(800) 814-3174 x4

CustomerCare@MensLiberty.com

Check Out The Men's Liberty Blog!

We are publishing a new incontinence blog with excellent information, news and research on incontinence, related diagnoses and caregiving. We welcome guest blogs from physicians and other health care professionals.

Visit us online for more information:

www.mensliberty.com/incontinence-101/blog/

