



Recent abstract by independent home health agency for Poster submission at a national wound show.

We have recently completed a study on the effect of using SilverDerm7[®] vs. conventional treatments on the number of nursing visits and product costs. The purpose of this investigation was to define the economic impact of a potential reduction in nursing visits and product costs. The study was done by an authorized (licensed) home health agency in Florida.

METHOD:

Ten patients were selected at random with physician permission. Each patient had been on a conventional therapy for a period of time with no distinguishable improvement. Each patient was changed to SilverDerm7[®] and had to remain on SilverDerm7[®] therapy until the wound healed and the patient discharged.

RESULTS:

The total number of skilled nursing visits (SNVs) using conventional therapies =851

The total number of skilled nursing visits (SNVs) using SilverDerm7[®] ==188

The agency uses a cost of \$150 for each skilled nursing visit (SNV). The total cost of SNVs when conventional therapies were used was \$127,650. The total cost of SNVs when SilverDerm7[®] was used was \$28,200. The total cost of wound supplies when conventional therapies were used was \$3,763. The total cost of SilverDerm7[®] therapy was \$2,143.

CONCLUSIONS:

1. SilverDerm7[®] therapy healed every wound. Had SilverDerm7[®] been used initially (rather than conventional therapy), the agency would have saved an estimated \$99,450.
2. The use of SilverDerm7[®] dressings would have resulted in a \$3,763 product saving or a reduction of 63.7%.
3. The savings of 663 SNVs would have permitted these nurses to spend that time devoted to other patients thus increasing efficiency and productivity.
4. Patient 26385 is very representative of our over all experience. The patient had a sacral wound, was diabetic with renal failure and on dialysis. After 20 SNVs there was no improvement and the referring physician was planning surgical intervention. We suggested a trial using SilverDerm7[®] as an alternative to surgery. The wound healed with 3 SNVs.
5. Patients reported a significant analgesic effect.
6. In most cases daily nursing visits could be reduced to 2-3 times per week.
7. Our marketing personnel are finding that the doctors view us as using "cutting edge" wound care technology and that referrals from these doctors have increased.



PATIENT	WOUND	TRADITIONAL TX	# OF VISITS	COST	SILVERDERM7 [®] VISITS	COST
28225	buttuks	wet/dry & T-derm	60	\$223.00	9	\$158.00
11031	press, ulc.	Wet/dry	60	\$552.00	30	\$482.00
28530	leg wound	wet/dry	120	\$276.00	35	\$316.00
26385	sacral	duoderm/polymem	20	\$921.00	3	\$153.00
*21030	VE mult. Wnd	wet/dry	180	\$436.00	4	\$153.00
28530	trauma	wet/dry & duoderm	192	\$276.00	31	\$316.00
*29199	post op	mesalt	14	\$390.00	24	\$143.00
*29512	diab. Wound	hydrogel	10	\$276.00	9	\$158.00
*29520	diab. Wound	hydrogel	180	\$552.00	20	\$482.00
29652	rt & lft plantar	hydrogel	10	\$276.00	10	\$129.00
TOTALS			851	\$3,763.00	188	2,143.00

* Treatment modality and visits projected for certification.

Each patient had not experienced improvement with the traditional modality. Treatments were ended or projected to be ended with healing not accomplished.

Nursing visits are charged out at \$150/visit.

Traditional Treatment: 851 SNVs x \$150/SNV = \$127,650

SilverDerm? Treatment: 188 SNVs x \$150/SNV = \$28,200

Labor Cost Savings \$99,450

Wound Care Supply Cost:

Traditional Supplies \$3,763

SilverDerm7[®] \$2,143

Supply Cost Reduction \$1,620