NPWT Multi Unit Problem

Hospital – 1st Pump
• $50-125 per day per pump
• Lost pumps
• Inconsistent billing

Transition – 2nd pump
• Transition Pump ($600-900)
• Additional dressing change
• Delay in Discharge ($800-5000 per night)
  • 3 hrs – 3 days

Post Acute – 3rd pump
• Device Change
NPWT Single Pump Solution
Case Study: Level 1 Trauma Center

Prior to start of Continuum NPWT implementation:

- NPWT treatment logs maintained on a hand-written log for vendor billing purposes (i.e. daily billing per unit)
- Units in one location to reduce potential lost units (although some were still lost)
- Discharges limited when dressing changes required
  - 90% of patients required dressing changes due to unit “switch” at discharge
- No visible chain of custody between units/NPWT kits/patients
- Limited ability to find DME partners accepting Medicaid
In-Practice Savings and Solutions

- Reduced discharge time by an estimated 28 minutes per patient due to elimination of paperwork
- Eliminated 90% of “extra” dressing changes due to system allowing use of one unit per patient throughout treatment
- Increased ability to release patients with hard to match Insurance
  - 14 Medicaid patients would have previously stayed in-hospital until the conclusion of NPWT treatment - all were able to be released
- Eliminated extending hospital stays due to “waiting” on units
  - 40% of patients released after hours or on non-dressing change days due to unit staying with patient
- 2 units that were “lost” were recovered – saving the hospital approximately $20,000 in charges (GPS enabled devices)
- 529 patients received NPWT during the 8-month trial (~ 7.0 days each). Due to the Continuum system, unit availability increased automatically as needs increased.
Hospital Utilization of NPWT

While the hospital increased patient utilization by 25.1% it was able to reduce the patients’ average days on rent in the hospital by 2.9%; over the course of a year this small reduction saves the hospital nearly $8,000 (based on $50/day)

\[ y = -0.0591x + 7.3107 \]
Patient Discharge

The hospital saw a **69% increase in the ability to discharge patients with a pump** when comparing the first four months to the 2\textsuperscript{nd} four months of the trial. Additionally, they increased days saved by 171%, allowing patients to be discharged at any time, instead of when their dressings needed to be changed.
## Annual Impacts

### 50 NPWT Units

<table>
<thead>
<tr>
<th></th>
<th>Single Time Cost</th>
<th>Monthly Occurrences</th>
<th>Annual Savings in Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg. Cost per day for Non-Profit Hospital(^1)</td>
<td>$2,289</td>
<td>16</td>
<td>$439,488</td>
</tr>
<tr>
<td>Capital Equipment Loss(^2)</td>
<td>$10,000</td>
<td>0.3</td>
<td>$36,000</td>
</tr>
<tr>
<td>Reduction in Rental Days</td>
<td>$50/day</td>
<td>13</td>
<td>$7,800</td>
</tr>
<tr>
<td>Dressing Changes(^3)</td>
<td>$119.24</td>
<td>14</td>
<td>$20,032</td>
</tr>
</tbody>
</table>

### Time Reduction

<table>
<thead>
<tr>
<th></th>
<th>Time Reduction in Minutes</th>
<th>Monthly Occurrences</th>
<th>Monthly Minutes Saved</th>
<th>Annual Savings in Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discharge Time</td>
<td>28</td>
<td>15</td>
<td>420 minutes</td>
<td>84 hours</td>
</tr>
<tr>
<td>Dressing Change Time</td>
<td>45</td>
<td>14</td>
<td>630 minutes</td>
<td>126 hours</td>
</tr>
<tr>
<td><strong>Total Annual Time Savings</strong></td>
<td></td>
<td></td>
<td><strong>210 Hours</strong></td>
<td></td>
</tr>
</tbody>
</table>

2. Data provided by the VHA Inc.
Outcomes

• Reduced Costs
  – Reduced nursing time
  – Reduced hospital bed time
  – Fewer dressing changes
  – Decreased unit replacement costs due to “misplacement” or theft
  – Decreased opportunity for mismanagement of patient (i.e. the DME does not service that plan/area, etc.)

• Increased Continuity of Care
  – Patients and their equipment can be kept together – with little need for secondary equipment
  – Patients and caretakers are trained on devices used in the hospital
  – Instant checks to assure the DME of choice is “in plan”
  – No down-time (i.e. wet dressing) while a patient waits for a device

Hospital Savings: $10,060 per unit per year
Contact Us

Website
http://DeRoyal.com/Continuum

Jaimebeth Galinis
Director of Wound Care Marketing
jgalinis@deroyal.com

Ryan McBee
Continuum Technology Manager
rmcbee@deroyal.com
THANK YOU